



**Performance Contracting  
Waste Disposal Cost-Reduction Program  
Client Benefits Using Sentry Waste Solutions  
An Environmental Waste Solutions (EWS) Affiliate**

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Performance contracting is a recession friendly opportunity to improve our clients' bottom line with no financial risk. Reduced operating costs are just as good as increased revenue, and the program offered by Sentry Waste Solutions painlessly meets these objectives.

**What are the benefits of a performance contractor like Sentry Waste Solutions?**

- Zero upfront costs or fees of any kind for our clients.
- No funding or budgetary review is required – program can be launched immediately.
- Fees are assessed after you have achieved savings and are removed from your current waste budget.
- No risk for the client - SWS takes on the full financial risk.
- Client does not pay SWS until actual savings are achieved, verified & reported
- Turn-key services – SWS performs full front-end analysis including extensive audits.
- Clients require less internal expertise – SWS is your “industry insider”.
- Savings results are much higher than if the client carries the work itself.
- Produces “hard dollar” verifiable savings.
- Approval by the client is required before SWS implements any recommendations.
- SWS implements all new services on client’s behalf reducing client responsibilities.
- SWS objective: Show immediate results and keep this expense item down for the long term
- SWS executes seasonal adjustments
- SWS works to make it is a winning situation for both the client and current hauling vendor.
- Additional improvements to the clients overall business can be funded by the savings.

**Why do you need the services of SWS?**

Most businesses believe they have no choice other than to rely on the services & equipment originally recommended by their hauler - they feel there is nowhere else to turn. This is not the case. Waste company representatives are highly trained to oversell and over-service customer accounts. Additionally, we often see billing errors, improperly sized containers and the wrong services being offered to clients. Think about this: What is the driving force behind waste disposal company to take the time required to evaluate your company’s individual needs and make your waste disposal as efficient & cost-effective as possible – especially when their services are already in place?

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**How can Sentry Waste Solutions save you money?**

Think of SWS as your “checks & balances” partner and industry-expert interface to your waste haulers. As industry-insiders, we ensure efficiency by examining every aspect of your waste services from top to bottom. More than just price from the vendor, we cut into every element which can affect a financial gain on your behalf. We reach out and touch each property individually through our extensive auditing process by examining bin utilization, identifying past billing errors and look for waste diversion opportunities. Overall we apply a 30-step proprietary process to each client site - maximizing our results & pinpointing precisely where we will save you money.

**What kind of results can you expect?**

Sentry Waste Solutions has tremendous success in reducing client waste expenses – commonly achieving 30-50% savings. You no longer have to rely solely on the advice of your waste disposal company. Experience our expertise & commitment.

[www.sentrywaste.com](http://www.sentrywaste.com)