

CASE STUDY



The problem: BT approached us in early 2016 because they had too many different people handling their waste and they wanted one complete waste removal solution. The process was inefficient and they were incurring very high costs for the removal of waste and recyclables.

What we did: We spent some time analysing how BT's waste was handled. The processes and collection times could both be improved. We also did a cost analysis and found they were paying way more than necessary.

Our solution: We installed balers at the source of waste production, reducing travel time and staff time spent handling waste. We also showed how cardboard could be sent to recycling centres, who pay for materials they can use. We were able to reduce overall costs by using one complete solution.

The outcome:

- The waste handling process that used to require five staff now only requires one.
- BT now enjoys a revenue stream from recycling its waste cardboard.
- The total cost saving for BT was an incredible **89%** of what they were previously paying.



These images show BT's site before and after. Originally staff had to put waste onto pallets before moving it to a waste site. Now, we have installed balers at the source so staff time is greatly reduced.



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