

SOLID WASTE



We help you find more value in what you throw away.

Chances are, your healthcare institution is paying to treat non-infectious waste such as sterile IV bags, packaging and disposable patient gowns just like regulated "red bag" waste that's mandated by law for special, expensive sterile handling and treatment.

Working closely with your staff, Waste Management's experts can help you develop practices for safely and efficiently directing all your institution's waste into the most appropriate categories. We can help reduce your volumes and your costs through our innovative post-consumption materials management approach to creating value from the things you throw away. We can also help satisfy any waste-diversion goals set by your institution or required by your state government.

*We take a holistic approach to assisting your facility in setting and realizing its environmental and economic goals, offering a world-class infrastructure that you can rely on to efficiently and affordably handle your various waste streams. We supplement these nationwide capabilities with a growing array of innovative solutions that are constantly evolving to provide you with the **safeguards you need to protect your patients, your employees and your reputation.***



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Reduce. Reuse. Recycle. Recover.

The key to driving down your total waste costs is to optimize your institution's handling and equipment efficiencies.

80% of a typical hospital's waste consists of municipal solid waste, which is no different than what we all set out on our neighborhood curbs each week for pickup. What's more, about 70% of that solid waste can be affordably recycled or beneficially reused. And a portion of that solid waste can even be used for composting, an environmentally friendly – and far less costly – treatment option.

Our experience with the tens of thousands of healthcare customers we currently work with has showed us that energizing, motivating staff training is critical to ensuring the proper classification of waste.

We can work with you to develop flexible, forward-looking educational strategies that make your staff proficient at the skills necessary to “put waste in its proper place” – reducing the volume that flows into your higher-cost waste categories. So you can increasingly recover a greater portion of your waste costs. And transform your waste program into an asset.

Make our efficiencies your efficiencies.

Waste Management has already helped customers in other highly regulated industries recover over \$50 million in value through operational improvements. As your forward-thinking environmental solutions provider, we bring you a large and continuously expanding portfolio of tools designed to help you increase your operational efficiencies and reduce your waste-management costs

We can advise you on how to collaborate with your suppliers to improve the cost-efficiency of the products you purchase. We can also help you assess and acquire products that are more durable and that last longer, or are more recyclable, with an eye toward minimizing their ultimate environmental impact.

Together, we can set realistic operational goals and lower materials-management costs, while providing you with the supporting expertise and data necessary to achieve measurable results. We can jointly evaluate your waste/recyclables-handling processes, equipment and facilities to ensure they're operating at peak performance levels.

Our knowledgeable specialists can even work with healthcare suppliers to identify market opportunities for recyclable commodities.

In addition, our landfill gas-to-energy plants generated over 3.5 megawatt hours of renewable energy last year, providing enough electricity to power 390,000 homes. So while we work with you to reduce your waste produced, we will also make sure that nothing is wasted.

Integration versus fragmentation.

The savings potential is enormous once your institution adopts the integrated model we apply to your waste program. This is because you'll have one experienced environmental solutions provider managing all of your waste more effectively than a fragmented collection of vendors ever could.

Your staff's productivity can increase markedly over time as our integrated model narrows their scope of work to one contract, one point of contact, one invoice, one billing system, one reporting database and one standard of excellence. What's more, your institution will realize the long-term benefits of single-source accountability.

Contact your Waste Management specialist today at 1-866-931-6321 or visit us at healthcare.wm.com to get more value out of your waste.

