

CHALLENGE

Source multi-region bank locations with cost-effective and sustainable solutions.

A Fortune 500 financial services customer needed a consolidated waste and recycling partner that could manage services across approximately 1,000 branches and major operations centers. Up until now, the customer experienced years of price increases and limited value added solutions that were not focused on their waste and recycling needs. With rigorous sustainability goals, they needed a new waste provider that could:

- 1** Execute transition with minimal impact to branch operations across multiple regions
- 2** Manage sustainability efforts with detailed analytics
- 3** Drive savings while driving landfill diversion



SOLUTION

Customized solutions from one waste and recycling team.

Rubicon supported the customer to execute a smooth end-to-end service launch experience, and integrated directly into the bank’s internal work order management system to address service requests on Day 1. Through leverage with waste providers, the Rubicon team was able to secure better ongoing rates with price increases capped for inflation, while also removing excess fees and charges. Rubicon continues to successfully scale the customer’s efforts to drive diversion by adding new recycling and organics waste services customized to their needs. The program proved that sustainability and savings should go hand-in-hand.

RESULTS



SAVINGS

More than **10%** savings on waste and recycling spend



INTEGRATION

Directly integrate into work order management system



SUSTAINABILITY

80%+ of branches with access to recycling services



TRANSPARENCY

Enhanced access to service data and analytics



PERFORMANCE

99%+ on-time pickup performance post Day 1



MAILBACK

Implemented 10 mailback programs for locations where single-stream recycling is not available



CONSOLIDATION

One point of contact across 10 states and 1,000 locations