

Waste Pricing Optimization

Case Study

Vector97 Reduces S&P 500 Company's Waste Costs by 19.6%

Client

Our client, an S&P 500 company, is a leading real estate investment trust (REIT) with a highly diversified portfolio of approximately 1,400 senior housing and healthcare properties. They average billions per year in asset investment activity.

Challenge

Due to an aggressive acquisition strategy, the client's portfolio grew rapidly and inherited a range of billing systems, legacy software platforms, and a fragmented Accounts Payable group. Vector97 was tasked with:

- Analyzing their current systems and portfolio properties to identify process improvements.
- Improving workflow and identifying cost savings at each level.
- Implementing a new bill pay process to link all facilities and eliminate paper invoices.

Solution

After engaging Vector97, our teams were deployed to multiple sites: the client's headquarters in Chicago, the Accounts Payable group in Louisville, and regional offices across the country to introduce our program and work with key stakeholders to identify challenges on the ground. After the evaluation period and requirements gathering, we presented an analysis of identified issues, proposed solutions, and estimated outcomes to the client's senior management.

After finalizing a strategic plan, we began executing a multi-phase approach:

1. The client's owned assets in Medical Office Buildings (MOB) and healthcare facilities (370+ properties).
2. Managed assets and third-party hospital partners.
3. The client's Senior Partners Portfolio (760+ properties) to deliver further value.

Results

In year one, Vector97 audited 1,635 invoices for 197 locations. Our Trash Team found that 16.4% of our client's invoices contained errors. We successfully identified and corrected \$624,485 in overcharges. With 50% of their portfolio onboarded, our program generated an additional \$123,565 in net waste cost savings, resulting in a 19.6% reduction in costs.

A bill pay process was successfully implemented with each new portfolio being added as they was onboarded into our waste management program. The effectiveness of the bill pay program prompted the client to extend accounts payable services to their partners.

Other Testimonials

"Vector97's deal structure is simple, effective and has no downside. Equity Lifestyle Properties appreciates contracts that are less than five pages. [Vector97] saves us north of 25% on our trash bills and doesn't cost us any time/money."

Lance Beatch

VP of Acquisitions Equity Residential

"MHPI engaged Vector97 to manage our waste hauling and recycling needs nationally. We are very pleased with our partnership. The concept is simple, risk-free and is saving MHPI a substantial amount of money with very little effort on our part. They act much like a team of employees representing MHPI to ensure we are getting the right pricing and service levels. This is a no-brainer... If you are not using them; you are just choosing to pay too much for your waste hauling."

Jason Hagen

Former VP of Operations, MHPI



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About Vector97

Vector, an SIB company, manages all aspects of complex, error-prone waste and recycling programs for businesses. As corporate advocates and industry authorities, we ensure fair rates and practices, keep vendors in compliance, eliminate costly billing errors, and simplify the path to sustainability for your smartest waste management spend yet.

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