

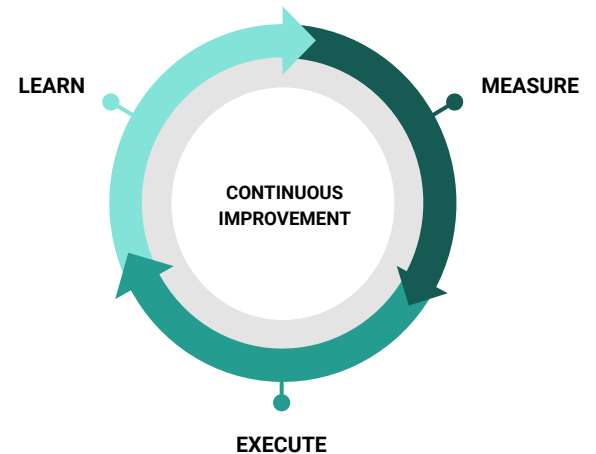
A hand is holding a smartphone in the foreground, displaying a web application interface. The interface shows a 'New Load View' page with a search bar, a 'Regions' dropdown menu, and a list of items. One item is visible with '10 KG (44...)' and a '10 KG' label. The background is a blurred industrial setting with metal pipes and structures.

NO LOAD LEFT BEHIND

Leveraging Technology for Unscaled Transfer Stations

WHY RECORD DATA AT UNSCALED TRANSFER STATIONS?

- Financial
 - Generates income potential (if charging for drop offs)
 - Digital tracking allows for quicker billing and quicker AR
 - Digital tracking ensures no data is lost and everything is invoiced
- Operations
 - Smooth information sharing means less paper, fewer knowledge silos, and no data double-handling.
- Managerial
 - Information is required to make informed decisions about workforce, budgets and create a positive feedback loop:
Execute → **Measure** → **Learn**



NOT ALL TRANSFER STATIONS ARE THE SAME



- Urban vs rural
- Steady vs Infrequent traffic
- Differing access to an internet connection:
 - Typical internet connection access
 - Cellular access
 - Satellite access
 - Unconnected

HOW SHOULD WE RECORD INFORMATION?



Photo by Julia Jordan on Unsplash

- Pen and paper is problematic:
 - Ineffective without transcribing
 - Data can be lost or damaged without backup
- Even recording in an Excel spreadsheet is problematic
 - Difficult to train employees effectively
 - Easily corrupted or changed by anyone who has access to the file.
- Software specific to transfer sites can solve this!



Photo by Lisa Baumgartner on Unsplash

THE SOLUTION SHOULD BE...

#1: Simple

- Should accommodate your existing staff, even those who are less tech savvy.
- For attendants who already use a mobile device, training should be quick.
- Sequential menus are more beneficial than complicated screens/interfaces.



THE SOLUTION SHOULD BE...

#2: Able to Function in Any Connected or Unconnected Setting

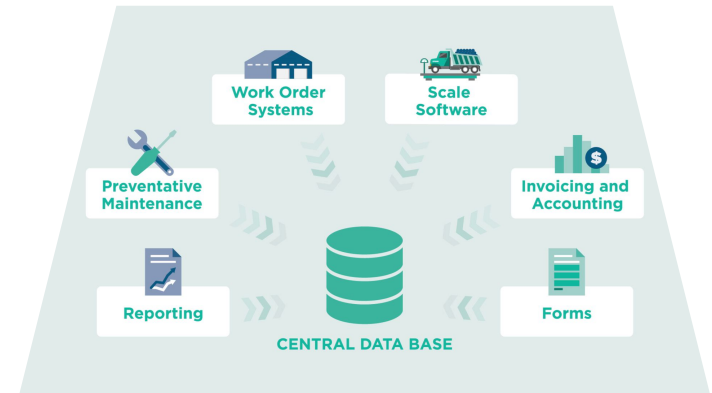


- Should take advantage of a connection when available
- Should be able to function without a constant connection
- Some solutions allow functioning without a connection throughout the day and upload when a connection becomes available.

THE SOLUTION SHOULD BE...

#3: Storing Information Centrally

- Run on your own servers or cloud servers
- Data should be synced automatically
- Data should be accessible by managers when and where they need it
- May be integrated with other systems such as accounting
- Data is secure from break-ins, fire, and natural disasters.



THE SOLUTION SHOULD BE...

#4: Built Specifically for the Waste Industry



- Some Software is very general and may be built for any industry
- Ensure the software is compatible with your local waste programs:
 - Surcharges
 - Custom items such as mattresses, bagged refuse, etc

THE SOLUTION SHOULD BE...

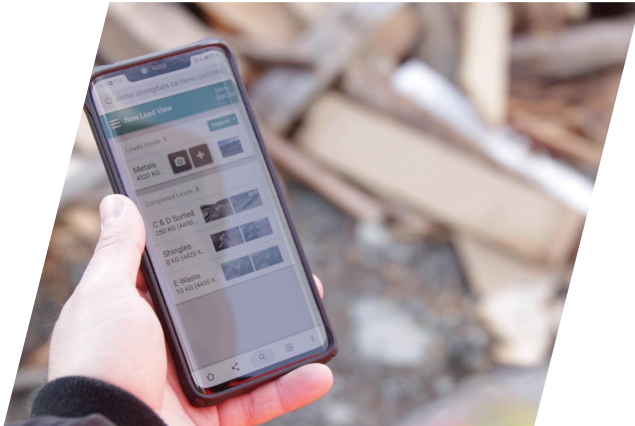
#5: Able to Take Payment Without A POS Terminal

- POS Terminals add an extra step to processing each customer
- Unique user accounts allow for customers to pre-pay online for quick processing at the site
- Online portals are possible for Residential and Commercial Customers



THE SOLUTION SHOULD BE...

#6: Accommodate Any Hardware Device

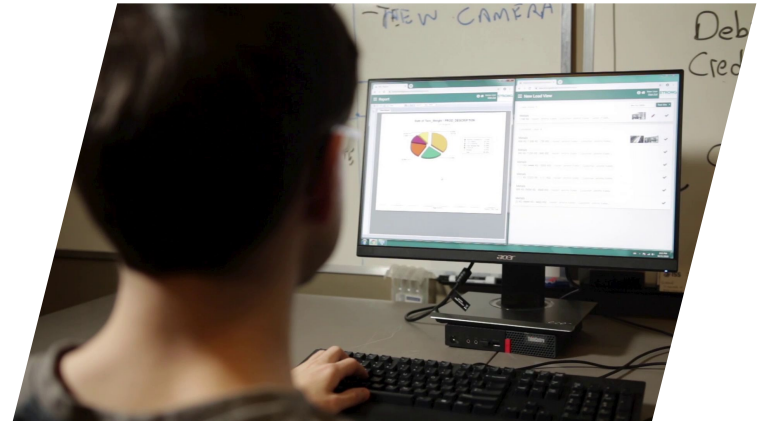


- Some Software requires a full PC or more specialized equipment than a regular mobile phone.
- Good, flexible software can run on inexpensive equipment that can be easily and locally replaced.

THE SOLUTION SHOULD BE...

#7: Able to Easily Produce Reports

- Can be done using your own servers or cloud servers
- Data should be synced automatically
- Data should be accessible by managers when and where they need it



IN SUMMARY

Your Transfer Station Solution Should be:



1. Simple
2. Able to function with any level of connectivity
3. Storing information centrally
4. Built specifically for the waste industry
5. Able to take payment without POS terminal
6. Accommodate any hardware device
7. Able to easily produce reports

THANK YOU