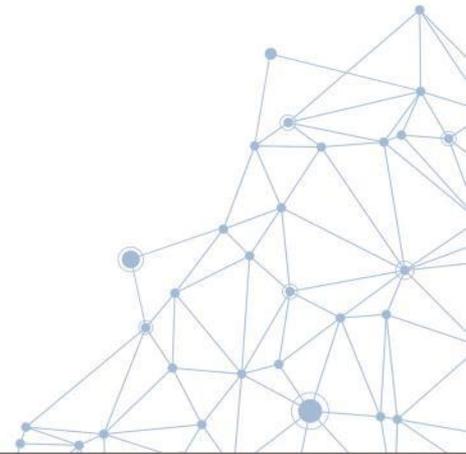


Hired Help

Which is Better: In-House or Contracted Collections?

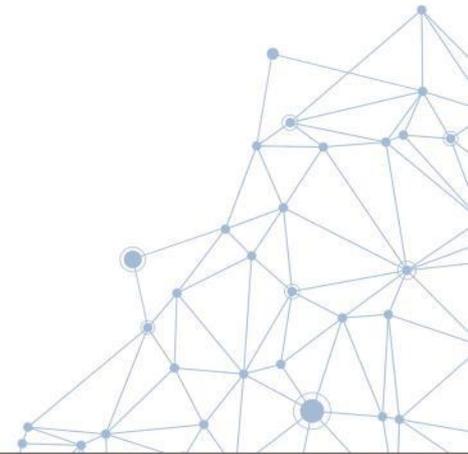


Which is Better: In-House or Contracted Collections?

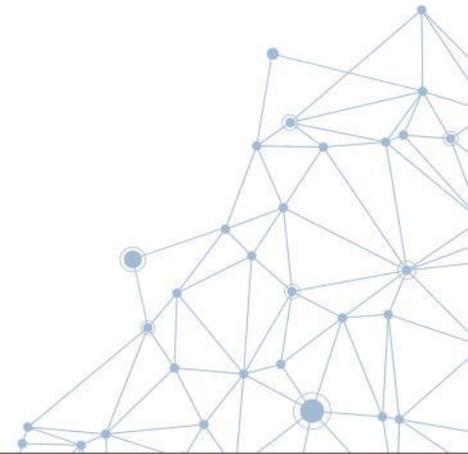
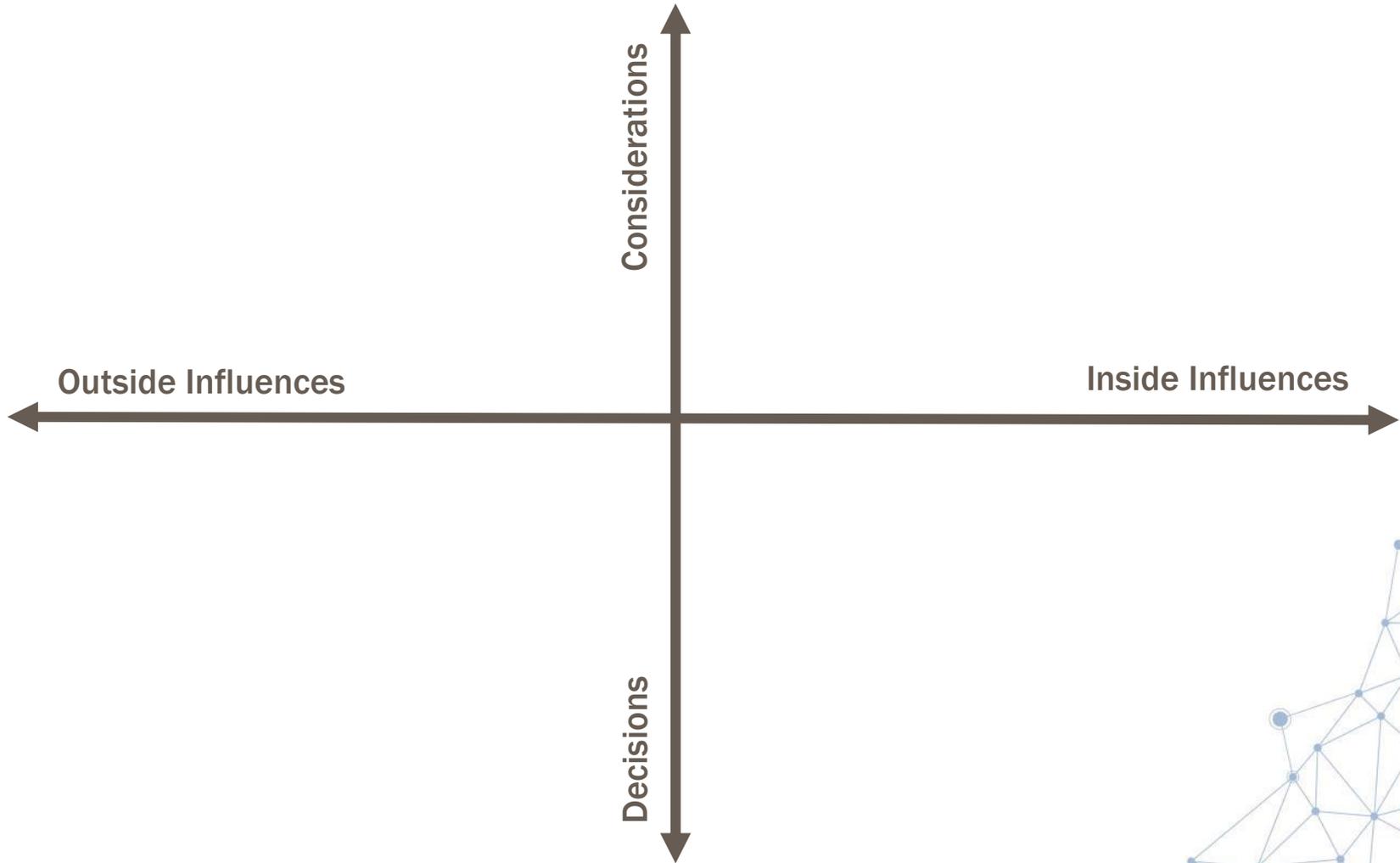


Which is Better: In-House or Contracted Collections?

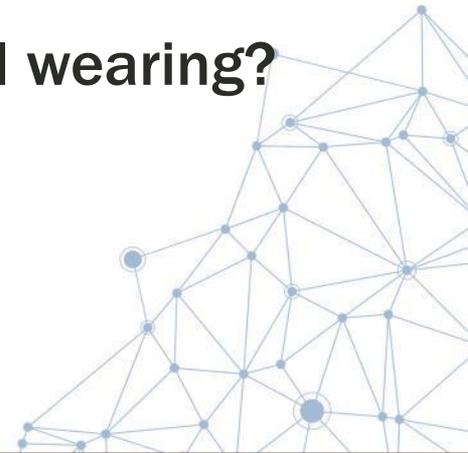
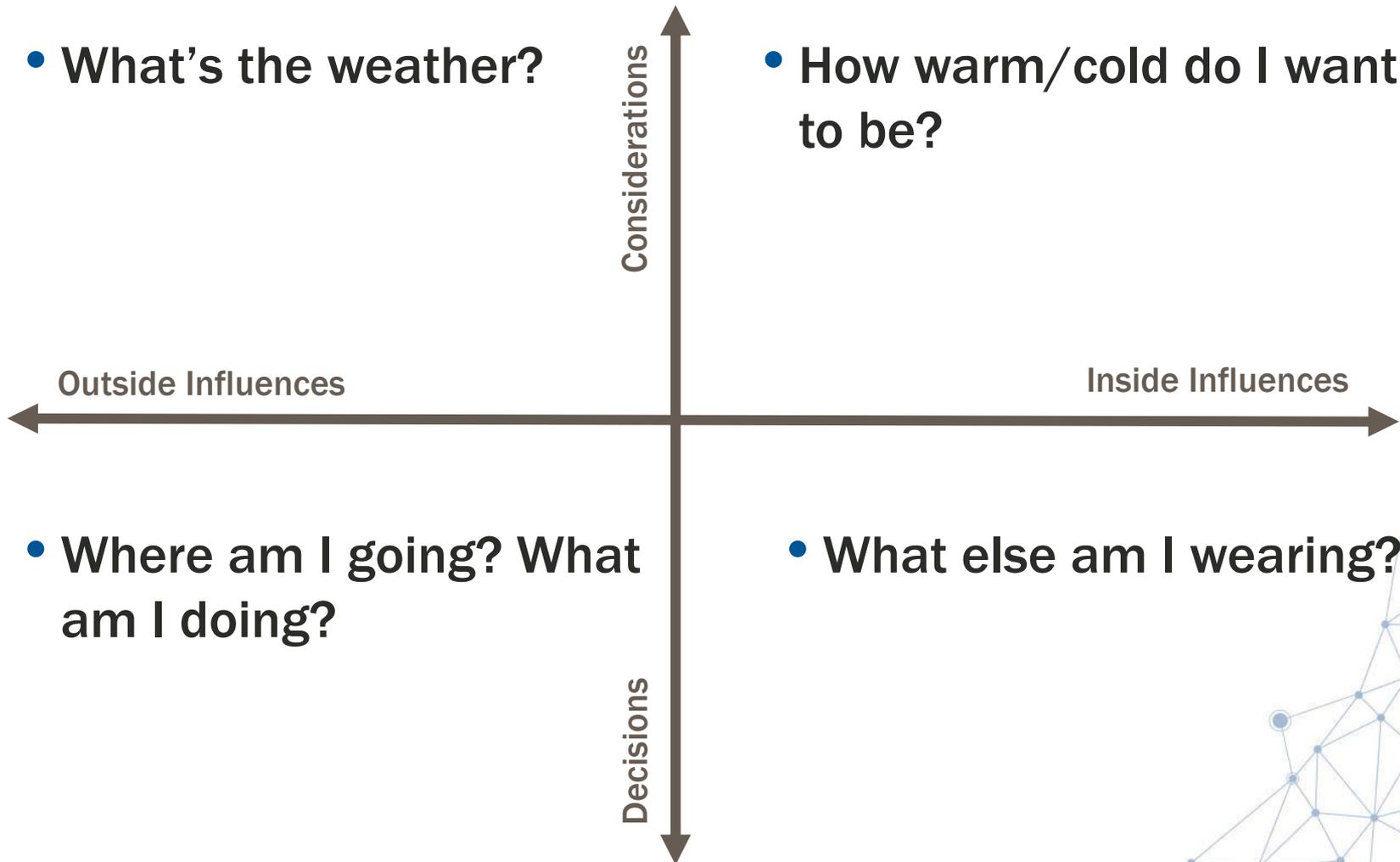
It depends...



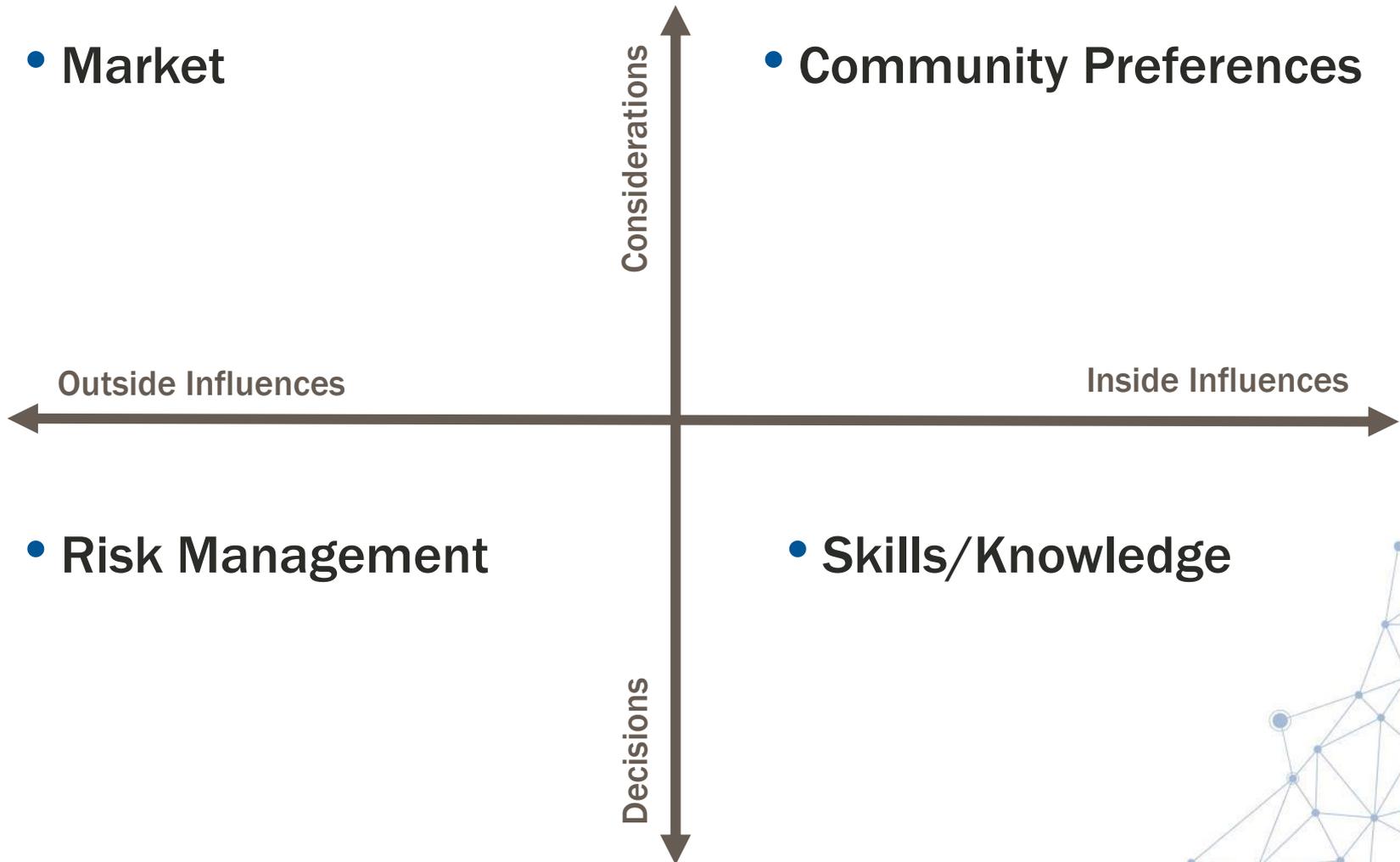
Depends on What?



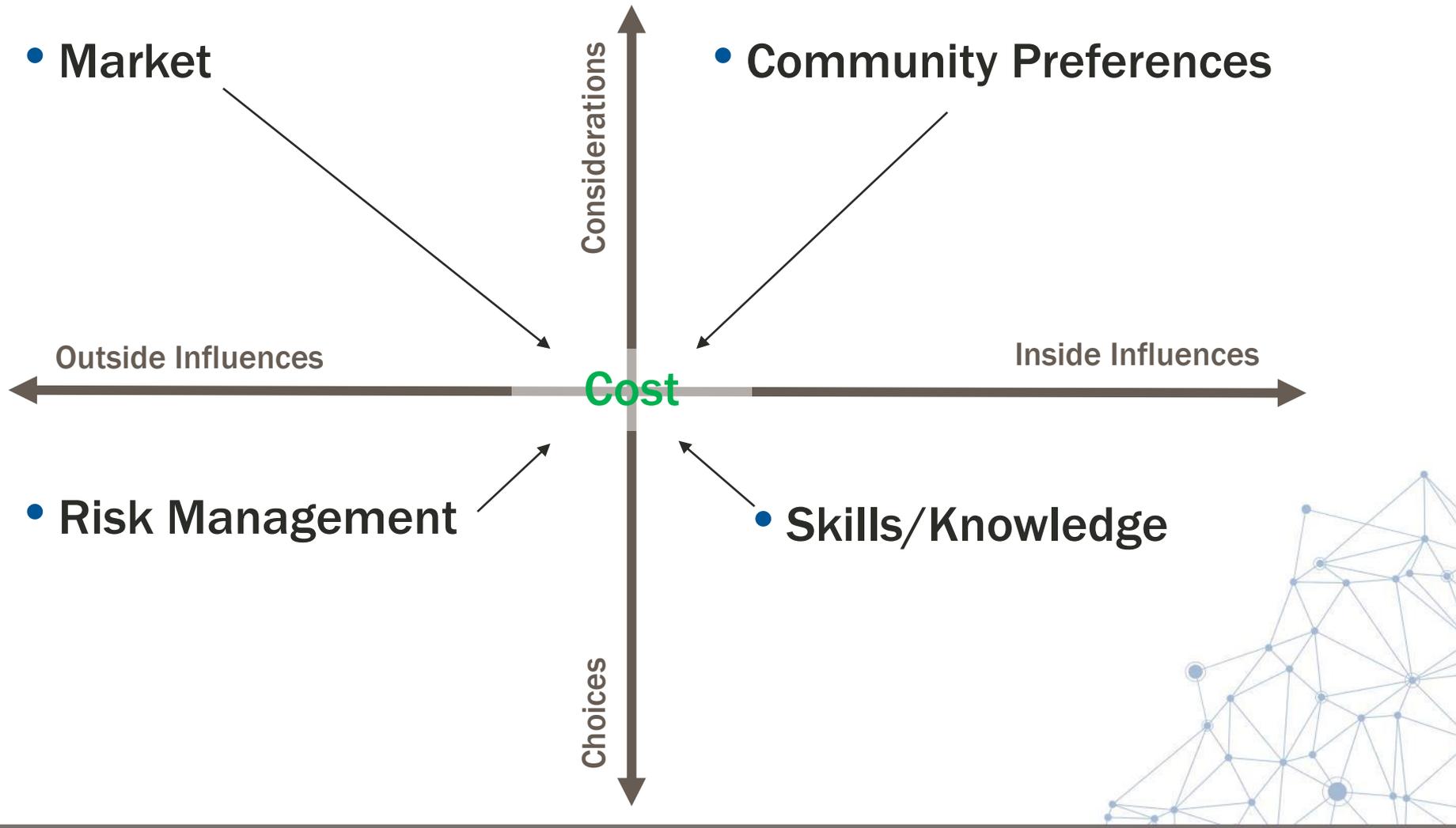
Which jacket should I wear?



Depends on What?



Depends on What?



Depends on What?

- **Market**

- **Community Preferences**

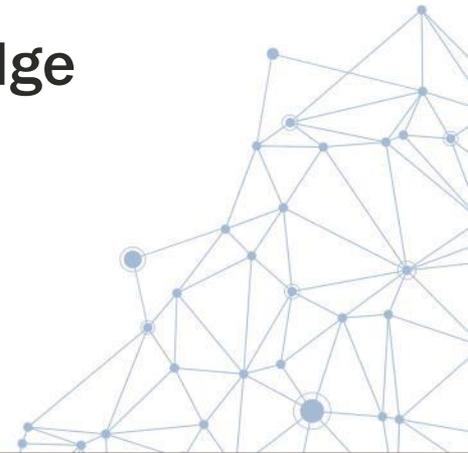


Outside Influences

Inside Influences

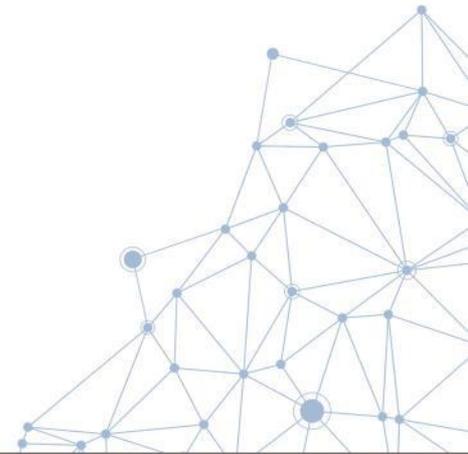
- **Risk Management**

- **Skills/Knowledge**



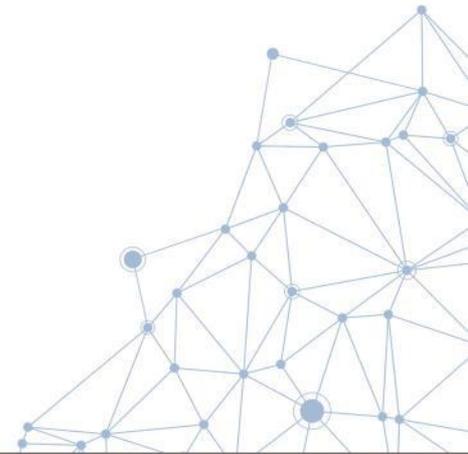
Market

- Who could offer the services we want delivered?
- Are there multiple competitors for our services (private-private or private-public)?
- Is there competition for labour?

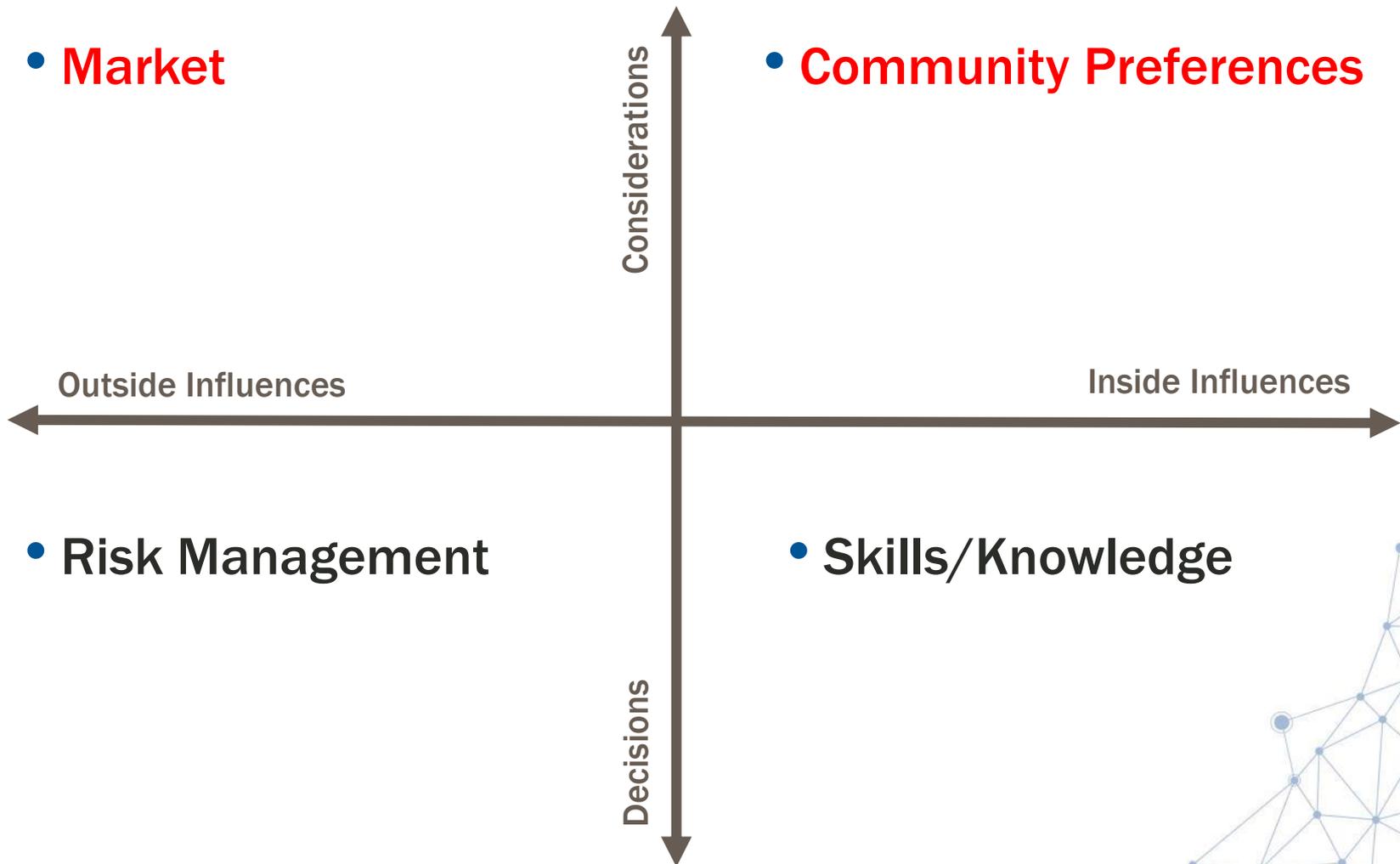


Market

- Who could offer the services we want delivered?
- Are there multiple competitors for our services (private-private or private-public)?
- Is there competition for labour?

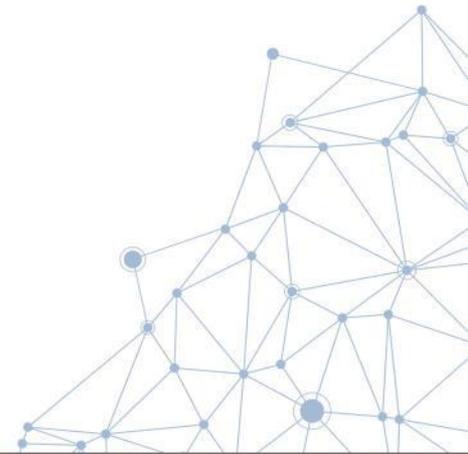


Depends on What?



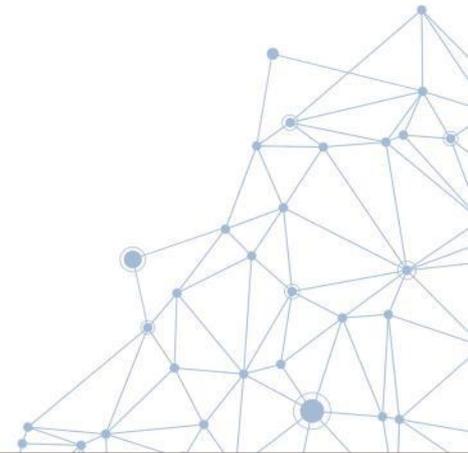
Community Preferences

- Control needed
- Public and political preferences
- Processing and disposal facilities
- Level of Service

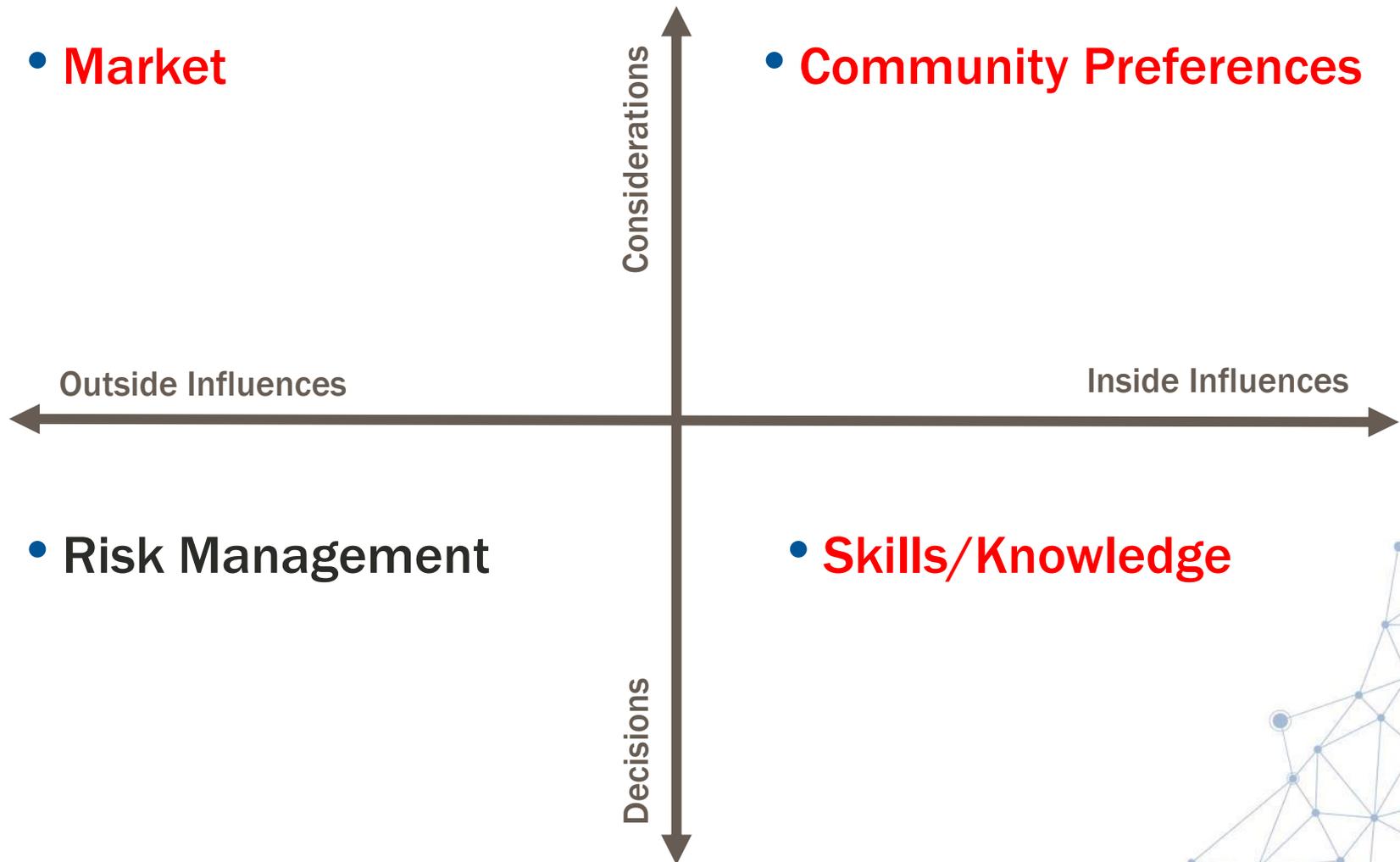


Community Preferences

- Control needed
- Public and political preferences
- Processing and disposal facilities
- Level of Service

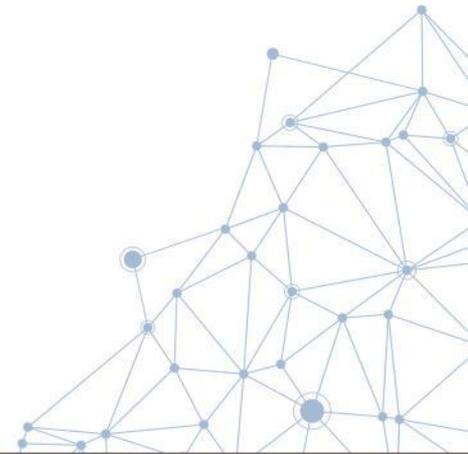


Depends on What?



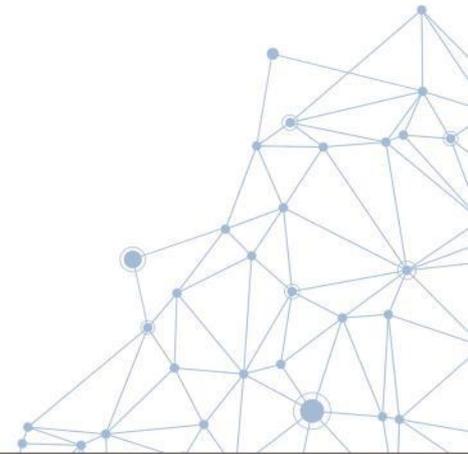
Skills/Knowledge

- Services
- Contract
- Special Service Requirements

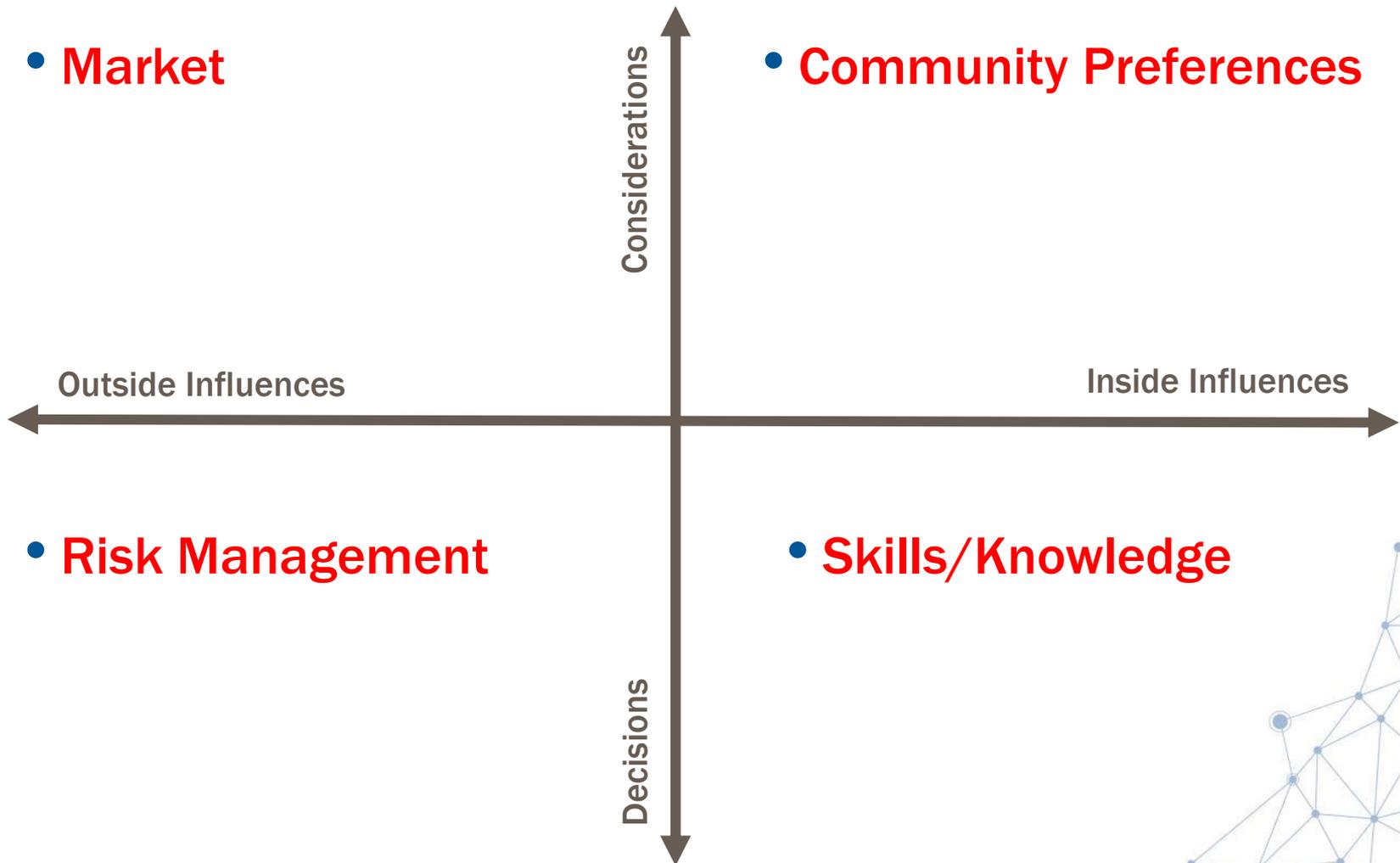


Skills/Knowledge

- Do we know how to deliver these services?
- Do we know how to develop and manage this type of contract?
- Is there anything specialized about our services that we need to maintain?

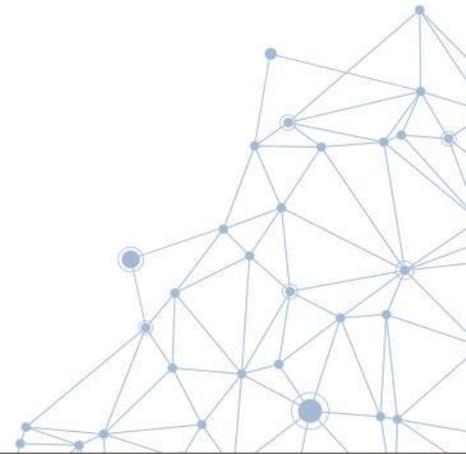


Depends on What?



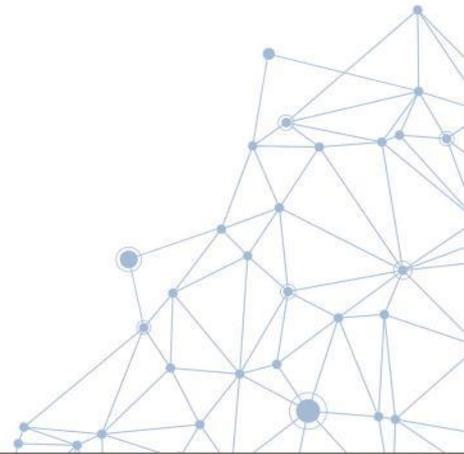
Risk Allocation

- There is always risk.
- **What balance do we need to strike?**



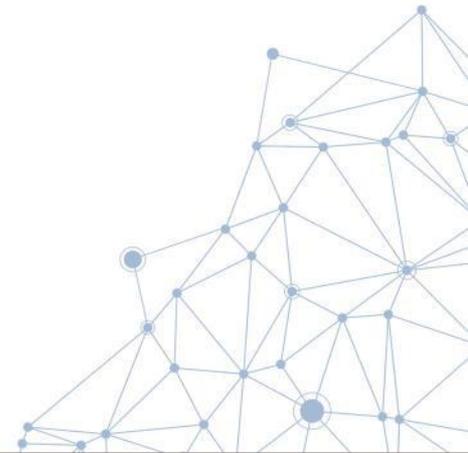
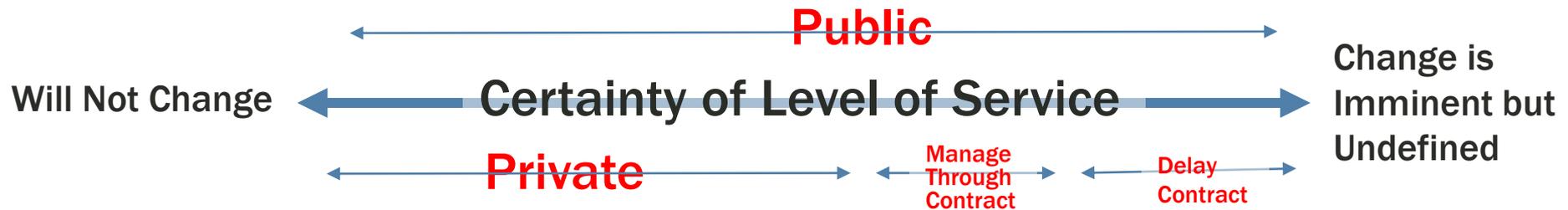
Risk Allocation

- There is always risk.
- What balance do you need to strike?



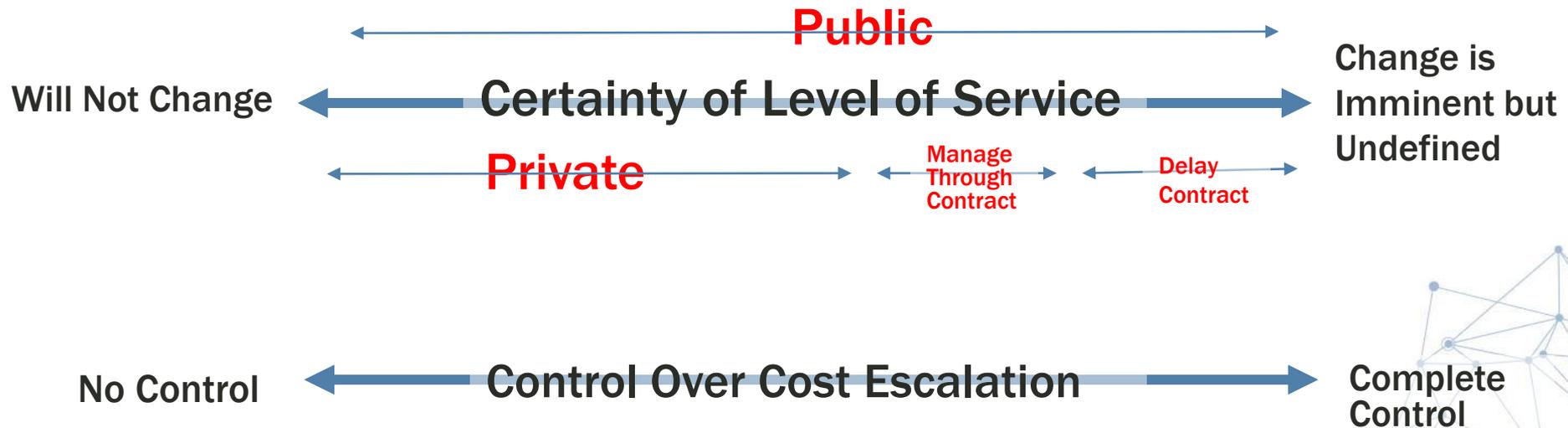
Risk Allocation

- There is always risk.
- What balance do you need to strike?



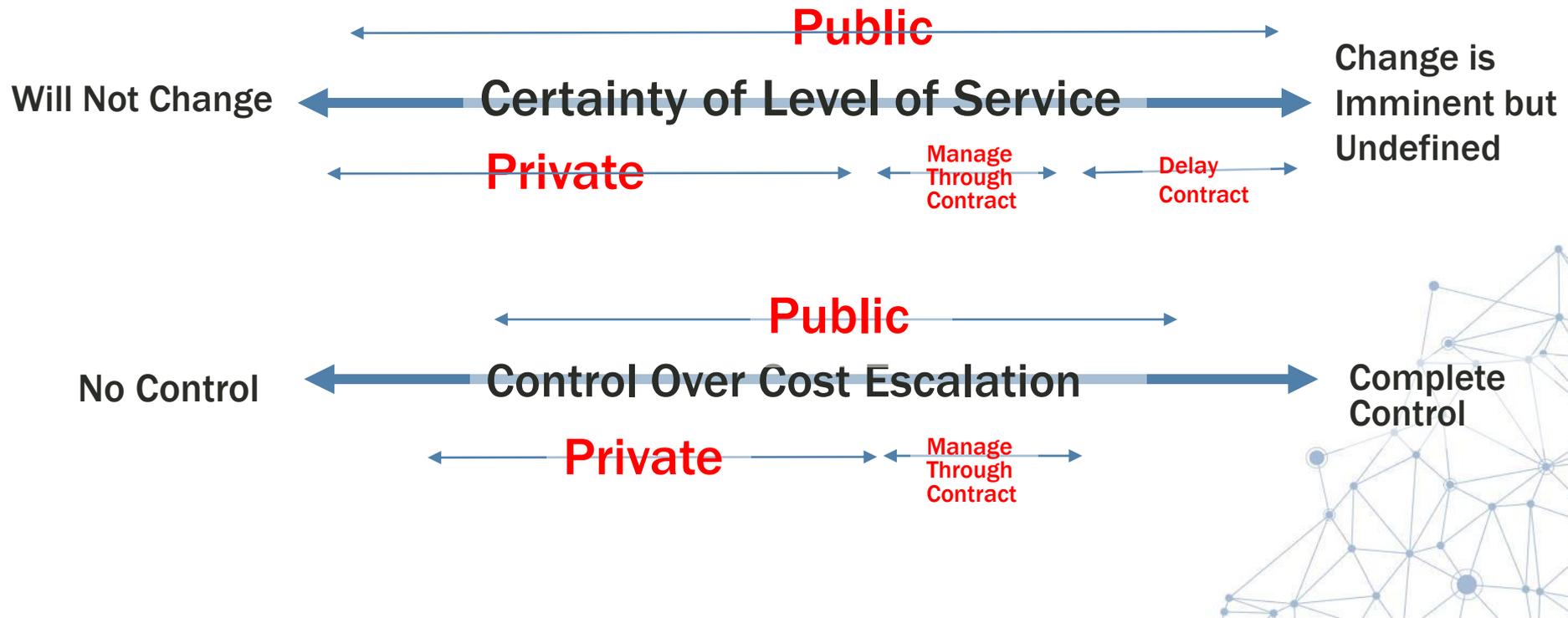
Risk Allocation

- There is always risk.
- What balance do you need to strike?



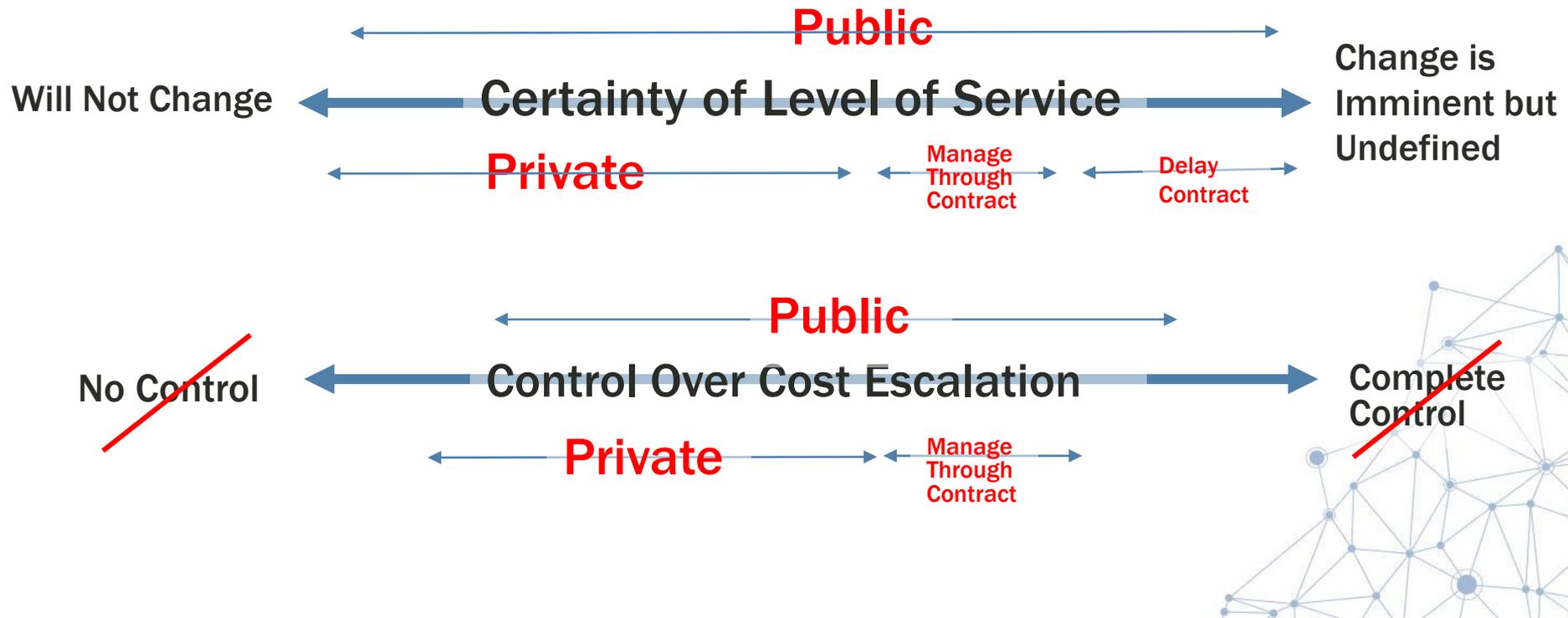
Risk Allocation

- There is always risk.
- What balance do you need to strike?



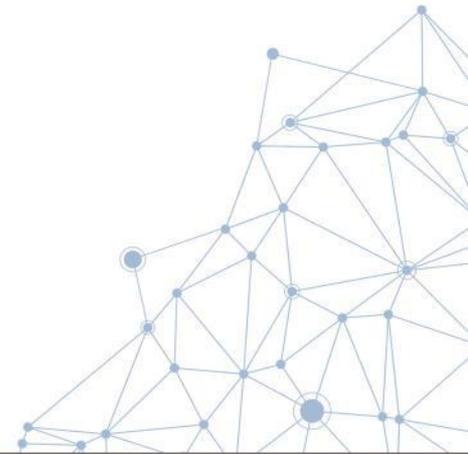
Risk Allocation

- There is always risk.
- What balance do you need to strike?



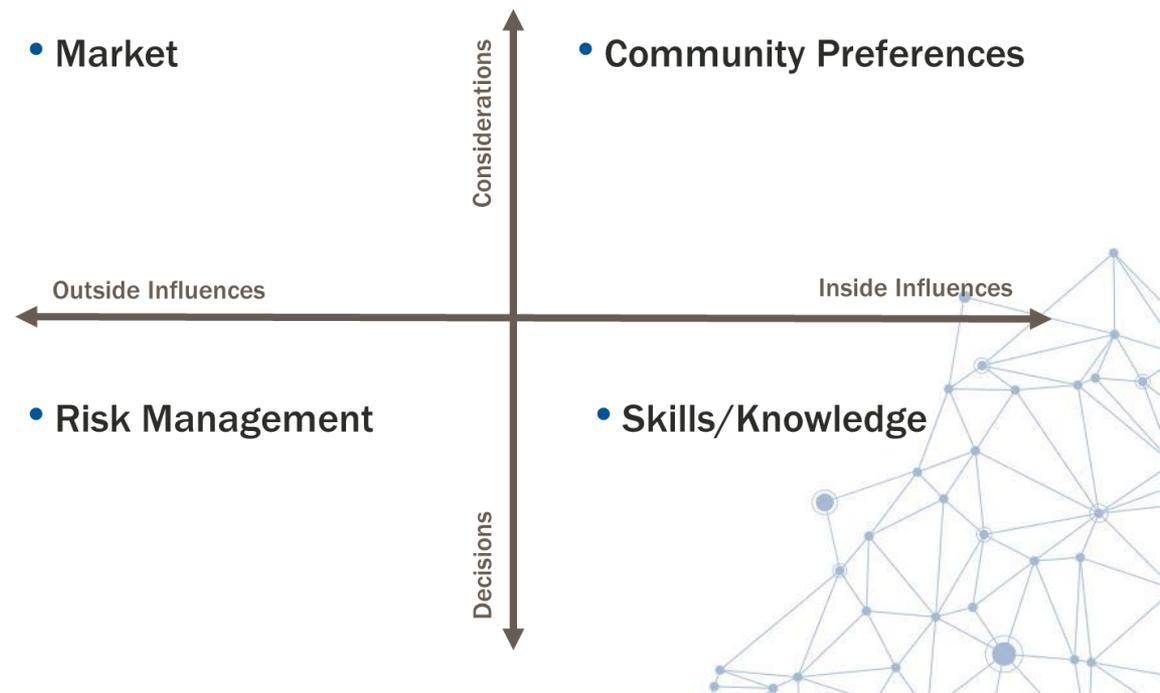
The Bottom Line

- What the Community Wants
- Our Ability to Make it Happen



The Bottom Line(s)

- What the Community Wants
- Our Ability to Make it Happen





Thank You

Lauren Quan, P.Eng.
Lead, Manitoba Solid Waste Management
Direct +1 (204) 954-6850
Mobile +1 (204) 688-4928
Lauren.Quan@tetratech.com