For resource management companies, procuring waste and recycling contracts is an increasingly competitive and challenging environment.

And this is the case when procuring in both the municipal, and commercial and industrial, sectors: local authorities continue to see their budgets cut, so are seeking innovative ways to deliver services for less; new players are entering the market and increasing competition; and brokerage in current recyclate markets can be challenging.

Companies need to demonstrate how they can deliver cost competitive services, using innovative technologies and delivery approaches to benefit clients, and maximise the quality and quantity of recyclable and compostable materials being collected and processed - as well as show an understanding of the consistency framework.

Our services

Our service offerings are applicable at all stages in the contract life cycle.

1. Strategic planning and pre-procurement

We can work with you to plan the strategic direction of your services. For example:

- Exploring the range of services for different client types
- Identifying likely procurement processes and approach to sales
- Analysing competitors
- Assessing client needs
- Identifying supply chain integration opportunities

We can help to develop a target pipeline both in the public and private sectors, and work with you to prioritise, and develop a pre-procurement strategy relating to marketing and information gathering.

2. Contract procurement support

We can provide your bid teams with a variety of support to meet the needs, experience and resources within your team, including:

- Service solution development – specialising in collection and treatment services design, and behaviour change programmes.
- PQQ & Method Statement support – writing, peer reviewing and/or evaluating documents against tender requirements.
- Delivering specific tasks – e.g. waste flow modelling, necessity and TEEP assessments*, social value modelling and financial model critiquing, as well as demonstrating knowledge of the consistency framework.

*The Waste (England and Wales) (Amendment) Regulations 2012 require Waste Collection Authorities to institute separate collections of waste paper, metal, plastic and glass from the 1st January 2015. It is subject to two tests: the Necessity and TEEP tests.
3. Contract mobilisation support

We can assist new contract mobilisation. For example, by providing individuals/teams with support to launch, modify and communicate services; introduce the new contract requirements; and engender cultural changes.

4. Contract delivery support

We can support your current contracts to ensure they operate at their full potential and enhance your reputation within the resource management sector, including through:

- Surveying customer and key client satisfaction, to provide an independent review of your customers’ experiences of service delivery with suggested areas for improvement.
- Reviewing services and engaging with clients and/or local stakeholders to identify service successes, and opportunities for improvements.
- Facilitating improvements within the contract, and assisting/independently reviewing financial negotiations with clients.

5. Contract extension negotiations

We can work with the contract team to support a pro-active and innovation-led approach to contract renegotiations. This could include reviewing services and contract performance to identify areas to improve through the contract extension, and identifying innovative and cost-efficient solutions that address any issues your client has with their current contract.

Our clients

We have undertaken work on behalf of many of the top resource management companies in the UK and a number of regional players. Some of our clients include Veolia Environmental Services, Suez, First Mile, Viridor, AmeyCespa and FCC Environment.

Why Anthesis?

Our team of specialists has worked in the resource management sector for over 15 years, supporting resource management companies, local authorities and private sector clients. The team has significant insight into the drivers, challenges and internal dynamics within these organisations and can translate our expertise into pragmatic and informed advice to enable resource management companies to deliver efficient, effective and responsive services for their clients.

About Anthesis

Anthesis is a global sustainability services and solutions provider, which believes that commercial success and sustainability go hand in hand. We develop financially driven sustainability strategies, underpinned by technical expertise and delivered by innovative collaborative teams across the world.

For further information, contact:

Ellen Struthers
Principal Consultant
Ellen.Struthers@anthesisgroup.com
M: +44 (0)7944 283 554

Peter Scholes
Principal Consultant
Peter.Scholes@anthesisgroup.com
M: +44 (0)7852 589 762