



Whether you own a single- or multi-location operation, WM can help make your life easier and save you money. Our fully customizable Preferred Vendor Program provides a wide assortment of advantages that meet the unique needs of franchisees.

FRANCHISEE CHALLENGES

As a franchise owner with one, tens or hundreds of locations, often in multiple states, managing waste service vendors, addressing service issues and sorting through invoices can be overwhelming— especially when added to the endless list of responsibilities you juggle to realize a profit on your investment. We understand that your time is valuable and how important it is for you to work with a provider who has the flexibility, expertise and perspective to meet the ever-changing needs of your restaurants.

PREFERRED VENDOR PROGRAM SOLUTION

The WM Preferred Vendor Program (PVP) offers franchisees an all-in-one solution that saves time and money. By consolidating services for all restaurants into the program, PVP provides a single point of contact through which to manage service and billing, and also to track spend and performance. This consolidation also allows you to leverage your spend and take advantage of the aggregate spend of your parent brand to realize cost savings. In addition, you benefits from the proven reliability and service delivery capabilities of WM when your services are transferred from other providers.

CUSTOMER SUCCESS STORY

- Recently a franchisee with 39 restaurants in two states joined the PVP Program to consolidate their billing, improve recycling service delivery, and see if they could reduce costs on their existing services.
- The PVP Team was able to move all of their services under WM, and deliver savings on every single service— leading to 15% or \$30.8K overall.
- WM provides the franchisee with a single point of contact through which to manage his waste program, and a single consolidated invoice every month. In addition, the franchisee leverages WM’s Elements reporting and analytics platform to track his program and continue to identify opportunities for improvement.

39 Restaurants in 2 states	15% Savings Cost Savings delivered to Franchisee	Consolidation of Customer Service, Billing and Reporting
--------------------------------------	--	--

CUSTOMER BENEFITS

-  Proven service reliability
-  Competitive, national, market-based pricing
-  Industry-leading customer service
-  A full range of customizable services
-  Multi-area/ regional service with national billing
-  Dedicated account team
-  Operational and cost efficiencies
-  Reporting and business intelligence
-  Education and training

TO SEE HOW YOUR BUSINESS CAN BENEFIT FROM THE WM PREFERRED VENDOR PROGRAM, REACH OUT TO YOUR ACCOUNT MANAGER.

