wastedge.com

An AMCS company

Digital ways to a cleaner world

Re-inventing
How Waste Companies Work

We help waste companies adopt and adapt new innovative Information Communication Technologies (ICT) and software solutions to simplify and streamline business processes, with:

- Cloud hosted software as a web service
- Mobile apps on tablets and smart phones
- Integrated GIS and GPS Mapping functionality

To increase efficiency, reduce paperwork, operations and admin costs, freeing resource capacity for growth and increased service agility.

> *The rise in the reliability of high-speed internet access and the evolution of new low-cost mobile devices, embedded with GPS and other sensors, vastly simplifies the process and speed of completing transactions in the field. These innovations slash costs and remove the entry barrier around price for small- to medium-sized waste companies.*
>
> *This enables whole new groups of field workers, sales reps, and drivers to be included in your corporate 'always-on' communications network. These changes improve user accessibility, communication workflows, and data capture, and increase productivity immensely.*
>
> *Our amcsgroup.com public cloud platform runs secure world-class data centres around the globe and provides our customers with capital-expenditure free software and automatic software updates. The platform also provides flexibility to scale, excellent robustness, and hassle-free disaster recovery.*
>
> *These new web and mobile communication networks can also reach out to your customers, subcontractors and suppliers via self-service access portals that extend your open-for-business hours.*
>
> *Wastedge is designed for change. In an industry that is rapidly transforming from waste collection and landfilling to a circular economy - recycling and material trading - this is of great value. The state-of-the-art API layer and off-line replication mechanism give our more demanding customers the ability to fully integrate and build add-ons as well as create data analytics.*
>
> *Wastedge challenges existing ways of conducting business, exposing end users to exciting new opportunities to apply ruthless efficiency to their true business problems - software with a "Wow!" Factor."*

Michael Bates
Head of ANZ Region, Wastedge International.

The Journey:
Re-inventing waste collection processes

For over 30 years, we've been focused on developing and supporting waste-specific software across a wide range of business sectors , for large and small customers. We started with custom modifications to services accounting systems and have re-invested heavily in research and development .

Our recent multi-million dollar re-development of the software for new web-browser and mobile user interfaces on true stateless cloud server hosted environments has put us two years ahead of older Windows client server-based products that are struggling to web enable the front end of their legacy applications.

In the last years we've released new web version modules for skips, regular lift and residential.

Mobile software solutions for waste management

Who do we help?

Waste Business Process Areas:

The effort that goes on behind the scenes in waste processing is phenomenal. It's fair to say that a lot of people don't appreciate this. The logistics of operational aspects such as scheduling jobs, workload balancing, route optimisation and managing customer enquiries are complicated and have historically eaten up a lot of time and money (until Wastedge came along!).

Wastedge helps streamline the following functional business process areas for sales reps, office admin and operations staff and drivers:

- Sales prospecting & contract renewals
- Commercial accounts & service pricing administration
- Resource scheduling & workload clustering
- Regular route optimisation
- Regular route generation & dispatch
- On-board job lists, GPS tracking & navigation guides
- Mobile software for iPads, tablets, PCs & PDAs
- Invoicing by email & Accounts Receivable
- Residential route workload balancing
- Residential on-board truck data capture (GPS, lift events, photos, RFID)
- Kerbside Cleanups & Bin Maintenance
- Commercial weighbridge services, tipping
- User-defined reporting and KPI business activity monitors
- Self-service customer enquiries, reprints and bookings
- Broker & Subcontractor Portals
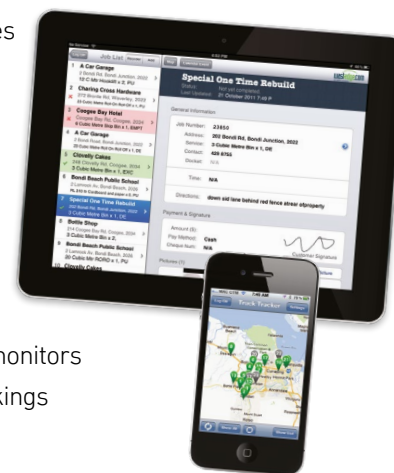
Lines of business we support:

- C&I Commercial & Industrial Regular Route Collections
- C&D Construction & Demolition Ad-hoc Bin Hire Bulk Waste
- Security Shredding & Document Destruction Services
- Recyclables Collection & Reprocessing
- Medical Waste Collection & Disposal
- Grease Trap & Septic Tank Liquid Wastes Collection
- Hazardous Wastes Collection, Testing & Disposal
- Mobile Field Service Staff / Site Inspections
- Broker / Subcontractor Collaborative Systems
- Residential Routes & Resident Service Requests Management
- Weighbridge Operations for Landfill and Transfer Station Operations
- Washroom Cleaning Services
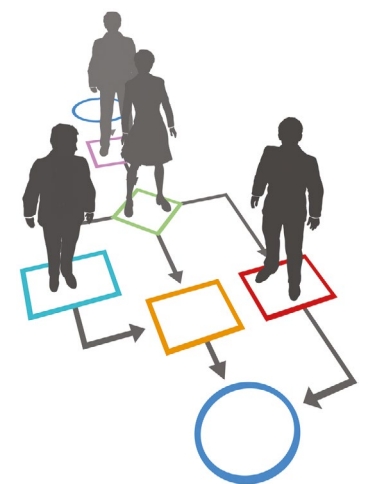- Mining Liquid Wastes
- Oils Recycling

Streamlining Business Processes

In today's economic climate, companies demand higher productivity, better cost control, and improved risk management to cope with frequent market changes and increasing competitive pressure. To deliver continuous business improvement and operational excellence, companies need to focus on their processes and manage them well.
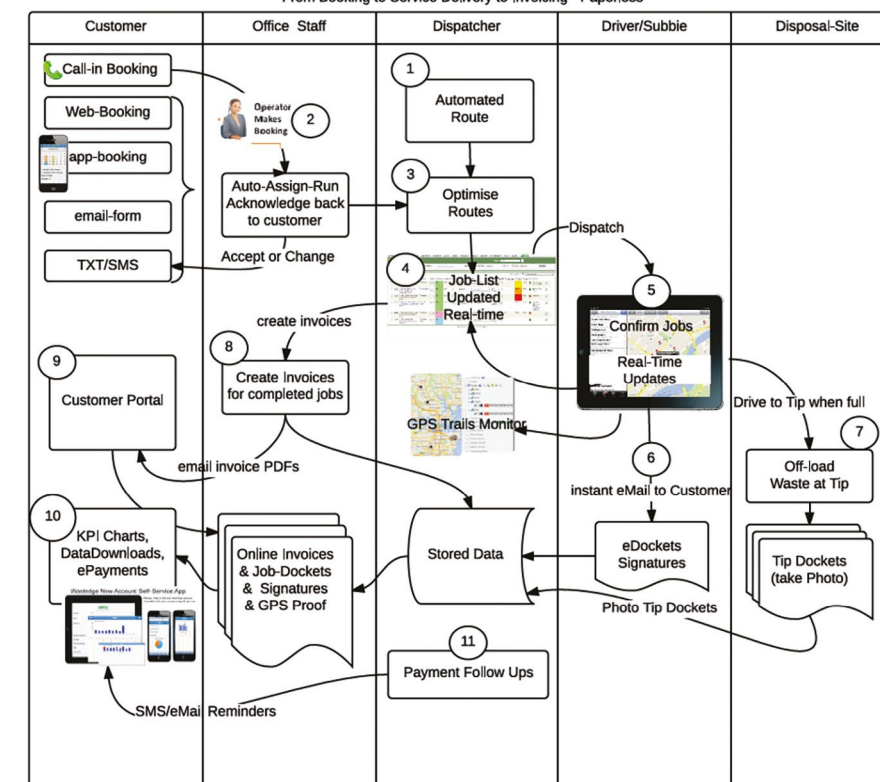
Business Process Management (BPM) is an holistic management approach to continuous process improvement that promotes business effectiveness and efficiency while striving for innovation, flexibility, and integration with technology. Changes in business processes due to the churn in today's frenetic fight-for survival business environment can become a major barrier to companies getting full value from their software systems. This is largely due to poor user adoption, reduced application usability and functional relevance that can so quickly drift out of sync with changing business needs as the pace of business change accelerates.

A new approach is required for organisations that wish to make significant improvements in end-user productivity and reduce systems utilisation waste in this era of "doing more with less".

Extended Business Networks:

In the emerging and increasingly dynamic arena of e-business interactions, one of the most important challenges is to capture and put into effect the business rules of the processes that span the extended enterprise.

Processes now can extend (via portals, collaborative systems and web services) to include customer self-service and supplier or subcontractor data shares.

Mobile Order Management Workflows
From Booking to Service Delivery to Invoicing - Paperless

Why Choose Wastedge?

Weighing up the business benefits

Agile, early-adopter waste companies look to amcsgroup.com for competitive advantage and differentiation, seeking to create new business value and innovation, at reduced cost.

Eliminate the waste in your business processes:

Our innovative, on-demand, cloud-based mapping and mobile software solutions are designed specifically to help you run a tighter ship, impress your clients AND help your field staff work more efficiently.

Our software is DIFFERENT from other offerings because of its extensive integration of Google mapping and mobile apps with GPS tracking, picture/ signature capture capabilities and the extensive waste specific functionality.

Location-based map pictures of where customers, bins, bookings and routes are on the map relative to location of depots and disposal locations offer your business a powerful new management tool that enables you to see at a glance where your business has spread and where any inefficiencies or productivity gaps might be.

But, perhaps the most important benefit of our software is that it really is designed to make your work life easier.

Easy to get started
- Load your own data & go (DIY)
- No software to install on desktop

Easy to learn
- Intuitive/web tutorials LPI

Easy to use
- Simple web bowser interface

Easy to buy
- Pay as you use
- Flexible expansion options

Easy to configure/customise
- Codes/field-labels/reports
- Customised UI

Easy to upgrade
- We do it for you (overnight)
- Always the latest version

Easy Integration
- Quickbooks, Xero, Sage, Navision, Exact etc.

Easy support
- Online help & FAQs
- Professionally hosted
- Automated data backups

Reduced operating costs
- Reduced kilometres travelled (from optimised runs and automated jobs allocation)
- Reduced vehicle maintenance costs (less travel, less wear and tear)
- Higher resource utilisation (productivity) for trucks and people
- Reduced overtime

Reduced admin costs and effort
- Less paperwork (electronic run-sheets / dockets / invoices)
- Less data entry / automated data capture / less double handling
- Reduced filing of paperwork – job dockets & tip dockets

### Reduced risk / improved service reliability, quality and consistency
- Less reliance on key personnel
- Increased customer satisfaction / retention
- Less equipment failure
- Fatigue regulations adherence & maintenance history

Increased revenue and profitability
- Increased efficiency (able to do more with same resources)
- Reduced travel time between jobs (less fuel costs)
- Reduced maintenance costs
- More accurate billing / less disputed invoices
- Reduced debtor days outstanding

New business activity visibility – improved management info and control
- Customer, route and job location maps (reduce cross-overs and gaps)
- On-board weighing to give better customer profitability perspective
- Increased operational responsiveness
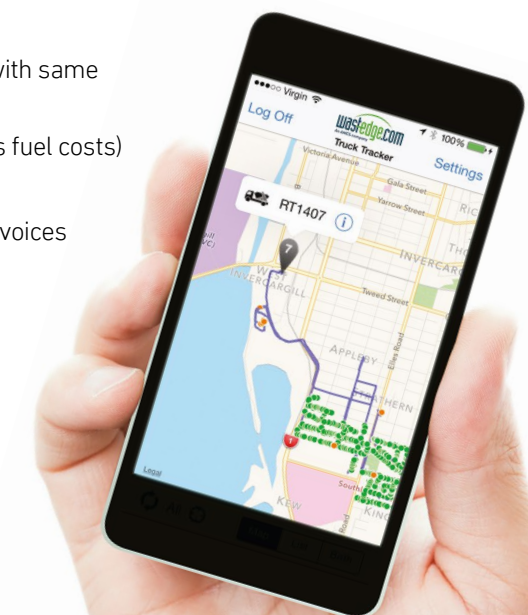
Comprehensive ✓
Complete suite of robust applications

Tailored industry solutions from one vendor

Real-time business analytics scorecards

Depth of Industry Specific Function

Affordable ✓
Pre-configured for rapid deployment

Easy to maintain and operate

Common user experience

Pay as you use for only what you use

Low Cost Subscription service

Operating Cost not CAPEX

Flexible ✓
Extensive configuration options

Business process changes without programming

Non disruptive migrate of new modules

Extensible – add on options to grow into

wastedge.com
## An AMCS company

Commercial Operations
- Commercial account management
- Services pricing and updates
- Regular collection scheduling
- Bulk casual hire bookings
- Liquid/industrial services
- Medical/hazardous services
- Invoicing/eBilling
- Price uprates

GIS/GPS Mapping
- Regular routes display
- Route optimisation
- Bulk jobs/bins allocation
- GPS trail display/replay
- Residential route areas
- Route workload balancing
- Bin locations display
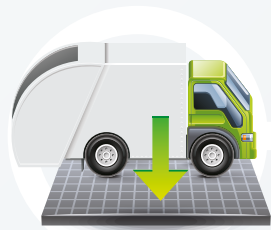
Weighbridge
- Gatehouse scale data capture
- Material movement management
- Landfill/transfer/recycling MRF
- Hauler/customer material pricing
- Public/commercial/unmanned
- Integrated weight billing

Mobile Apps
- Regular collection routes
- Bulk casual bin hire
- Mobile GPS truck tracker
- Residential route events
- Kerbside clean-up collections
- Bin delivery/maintenance
- Field inspector audits
- Track record/replay

Accounts Receivable
- Cash receipts processing
- Debit/credit adjustments
- Aged receivables review
- Debt collection reminders
- Banking payments integration
- API: Xero, Quickbooks, Sage, AX...

Residential Services
- Resident/property/services data
- Service requests call centre
- Missed service complaints
- Proof of service GPS replays
- Route area management
- Bin inventory management
- Driver/vehicle rosters

Vendors
- Sub-contractors
- Disposal site imports
- Vehicle maintenance

Sales Rep CRM
- Prospect data capture
- Sales management reports
- CRM contact management
- Contract renewals reminders
- Prospect quotations and SAFs

Reporting
- Bin movement reports
- Route operations reports
- Customer revenue reports
- Financial revenue reports
- Gains and losses reporting

Portals/KPIs
- Broker portal
- Resident portal and calendar apps
- Customer self-service portal
- Contractor jobs portal

Additional details available at
www.wastedge.com

Extensive Module Options

Choose exactly what your business needs

The great thing about Wastedge's web and mobile software solution is that it's not a one-app-suits-all kind of product. This industry-specific, work-flow matched software can meet vertical niche markets more closely than the monolithic ERP vendors.

There are a number of modules to choose from so you can pick the ones that are relevant for your business. And our apps integrate with a range of back office apps such as Xero, MYOB, Quickbooks, Sage, Exact, Twinfield and more, making integration with your business as seamless as possible.

Head to **www.wastedge.com** now to download our one-page Module Flyers for more information on each module.

Customer Feedback:

- **Easier earlier data capture** at the point of customer contact (cheaper/faster and more streamlined work and data flow)
- **Improved employee time utilisation** (less paperwork, more productivity/efficiency)
- **Increased asset utilisation for vehicles and equipment** (reduced operating cost, more lifts per km)
- **Improved Agility and Flexibility** through real time driver communication allows us to react to changing events a with faster response at less cost
- **Drivers love simplicity of use** and integrated mapping & on-board navigation assistance (shorter paths)
- **Better activity visibility** - faster, more effective service response
- **Location-aware systems are enabling real-time responsiveness**, increasing flexibility without sacrificing efficiency, greatly reducing callback costs – better proof of service & blocked access pics
- **Collaborative systems capability** enables extension of our business ecosystem to include data share with our customers, subcontractors and disposal suppliers - saving us all money and effort in the process

Testimonials:

Wastedge staff are always prepared to go the next step! They listen, they're available and they continue to improve and extend Wastedge. As a result our business is benefiting from those actions."

Warren Edwards
Watts Waste

The iPads, while being a low-cost consumer grade device, have proved a robust, cheap and very easy way to achieve all this. We have had no issues with the hardware at all, and the software is very simple and easy to use."

Chad Holland
Premier Waste

Why work with us?

Customer focus, business know-how, ingenious solutions

Result: Empowered Drivers, Eliminated Paperwork, Improved Productivity and Operations Visibility!

Sharing excellence in IT solutions

"Wastedge is since 2015 part of the AMCS network. Our exclusive focus on automation for the collection and processing of waste and resources has made us who we are today: a European trendsetter. We are proud of that. We have contributed to the operational excellence of our clients for the last 30 years. As the planet becomes ever more polluted and the natural resources deficit grows, new recycling methods are being introduced - an urgently needed development indeed. Efficiently achieving social sustainability is high on the international agenda after all.

Innovation

The time has come to offer our expertise to organisations looking to grow in a quickly changing market. By offering ingenious solutions which save considerable costs. With software which can be flexibly used independent of time and place because we think 'Mobile First'. All the more reason to continue to surprise the market with new products. Remaining ahead of the curve is crucial for your success and ours. We want to share our solutions with you. Dedicated and with a forward-looking vision.

Our people

At AMCS, innovation, dedication and loyalty are core values. It reflects in our personnel, many AMCS-ers have been with us for a long time. In such a way, we can retain the expertise and experience. And that generates trust. Besides, we jointly add to the growing of our organisation and development of our staff. We know our experience to be a springboard to aid us and our partners in making great leaps. Therefore we insist in high education and anticipating character-traits of our people. In the end it is our people that who ensure the success, tenor and advance we make.

We care about your business and respect the trust you put in ours.

Premier's General Manager, Chad Holland was quick to see how innovative tablet computers in trucks could empower drivers on the front line and improve driver communications at a far lower cost than traditional on-board systems.

Use of iPads as electronic run-sheets has delivered a range of tangible day-to-day benefits, including:

- *The significant reduction of paperwork*
- *The elimination of manual entry of data – reducing time and mistakes*
- *Real-time availability of operational and service information to all staff*
- *On-line availability of data from anywhere (only requires an internet connection)*
- *Full transparency of, and easy access to, transactional data for review and investigation"*
- *Integrated on-board weighing also gives us a significant increase in run profitability*

Solutions you can really trust

Safeguarding your data

Cloud is emerging, mobile and hybrid apps will dominate the focus of service providing industries over the next 3 to 5 years. After all, customers are demanding faster service access and response – and embracing cloud technology is the only realistic way of meeting this demand, without expensive in-house expertise and increasingly complex server systems.

Modern applications are now taking a mobile-FIRST approach; location-aware systems are emerging to consume and react to mobile data; and data volumes are expected to sky rocket with apps collecting it faster than ever. As a result, more complex data analysis and exception highlighting systems will be needed to enable businesses to respond to real-time events and exceptions.

This is all very well, but with the emergence and application of this technology, a different kind of responsibility to your customer arises – any data stored electronically MUST be stored securely.

Wastedge understands that the security of your data is essential and, as such, we host our software on the best, high-security, professionally managed servers in a world class data centre.

In short, you just don't need to worry about it – you focus on your business and we'll look after your data.

Secure Mobile Data

With mobile systems, when you go paperless - you need to be sure that your data captured on the device is secure. It also needs to be recoverable in the event of device failure or flat battery as well as alternate data transfer to base methods. And a fall-back ability to sms the run to drivers phones if tablet device fails is essential.

You need to be sure at the server end that systems are available to send and receive data at early start or late finish driver operating hours.

Simplifying New Information Technologies

Wastedge.com has adopted a **Blue Ocean Strategy** in modernizing our software solutions for the cloud, based on a four-actions framework, as used by Cirque de Soleil when they re-imagined how they could dramatically reduce costs while increasing the impact of their business.

1. Eliminate: Factors that the industry takes for granted (that don't add value)
- No installation costs (software is pre-installed)
- No software upgrade costs
- No on-premise server required
- No need for expensive IT technical support staff in-house
- No disruptive deployment of new software release function upgrades

2. Reduce: Factors that could be reduced well beyond the industry standard
- Reduced time and start-up cost – instant provisioning, 70% less implementation cost
- Reduced software maintenance cost (everyone always on the latest version) upgrades included in low-cost subscription, no up front capital expense
- Reduced risk: availability SLA 99.7%, professionally backed up, high-security network

3. Raise: Factors that could be raised well beyond industry standard
- Extended hours of operation through self service web portals / mobile apps
- Increased data accuracy and timeliness from real-time front-line data capture
- Increase collaborative apps integration (Quickbooks, XERO, SAGE, Dynamics, AX)

4. Create: Factors that the industry has never offered before
- Automated paperless run generate/dispatch to smart mobile devices
- Integrated Regular Route optimising can save over an hour per truck per day
- Affordable mobility - paperless run-sheet and nav-guides, real-time simple data feedback from drivers
- Low-cost integrated on-board weighing

"With Blue Ocean strategy, Wastedge has been able to break the value cost trade-off for its customers, offering them more for less, eliminating expensive information technology cost factors that have been taken for granted and adding back the WOW factor for users.

As Wastedge's technology partner, Progress is proud to supply our high performance multi-tenant database and cloud SaaS infrastructure supporting its scalable, agile waste software solutions.

Wastedge is well recognised by its peers in the software industry for being a leader in the pursuit of Cost Reduction and Value Innovation for its customers.

Wastedge is a true entrepreneur in its area of business expertise and continues to introduce the spark of new ideas to its customers."

Stephen McNulty
MD Asia Pacific, Progress Software

AMCS

Digital ways to a cleaner world

Meet the Team

Working together to strengthen your business

With an average of 10 years' industry-specific experience, every member of our team has a considerable knowledge and understanding of the waste industry. And that's why we're all passionate about amcsgroup.com.

We know how the various modules/apps will improve your specific business, and **we'll work with you to help migrate your data and assist with training to ensure a smooth transition onto our software solution**.

Jimmy Martin – CEO AMCS Group

Jimmy has played a vital role in leading AMCS to exponential growth, from a small start-up in 2003 to an internationally recognised business in 2016.

The establishment of a strong leadership team, combined with the completion of a large number acquisitions, has ultimately lead the business to reach new milestones in revenue, customer acquisition and global expansion in 2016. Prior to co-founding AMCS, Jimmy worked at Analog Devices for 10 years where he held a number of technical and management positions, the most recent being Head of Automation. Jimmy holds a 1st Class Honour's Degree in Maths and Physics and a Masters in Computer Systems, and has received various accolades including the 'Exporter of the Year' 2013 at the Limerick Chamber Regional Business Awards and a finalist in the Ernst & Young Entrepreneur of the Year awards, 2013.

Michael Bates – Head of ANZ Region

Michael has 20+ years experience in a variety of senior management and sales roles for Telstra, Hikvision and TNT. With a strong background in selling services, software and hardware in the Asia Pacific region, Michael also brings significant expertise in delivering large projects and structuring businesses for sustainable growth.

Wim Rosier – Product Manager

Wim has been involved with software implementation projects for small to large-sized companies as well as government organisations in Europe and the Middle East for over ten years. He has worked in various roles such as trainer, sales consultant, business analyst to deliver software modifications, designer for BI portals, and implementation consultant. Since 2016 Wim is responsible for the Product strategy and the Development team in our office in Sydney, Australia.

Intelligent
Optimisation

Enterprise
Management

Mobile
Workforce

Vehicle
Technology

Digital
Engagement

Analytics

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