



WasteStrategies
ZERO WASTE. INFINITE IMPACT.

Capabilities Statement

SaaS Management Tools | Compliance Management

Environmental Management

www.wastestrategies.com



Introduction

Future generations are counting on us all to stop making excuses; to admit we have a problem; and to proactively and aggressively work toward fixing it.

Regulatory bodies like the EPA and OSHA are on the scene increasing organization's obligations to effectively eliminate environmental health and safety (EHS) exposure and protect environmental and human health for generations to come. Running into compliance problems is not only bad for your reputation; it can also negatively impact your operations as well as reduce your bottom line.

Yet ever increasing regulatory obligations pale in comparison to the expectations and demands raised by other stakeholders.

Employees, customers, students, faculty, donors, suppliers, investors, the media and the general public at large their demand for environmental action is strong and only getting stronger.

Reduce, Reuse, Recycle has long been the mantra and now Zero Waste is the new norm.

All facets of the economy and all organizations from industrial settings to educational institutions require proactive management and systems in place to identify EHS risk, avoid costly fines and protect valuable resources.

WasteStrategies is your partner in this endeavor; offering flexible solutions that help organizations achieve aggressive EHS goals and reduce regulatory exposure by demonstrating compliance.

We invite you to discover our capabilities.



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Company Overview



WasteStrategies, LLC is a privately-held environmental management company, headquartered near the nation's capital in Annapolis, MD.

We offer comprehensive solutions to help organizations achieve aggressive EHS goals and reduce regulatory risk by demonstrating compliance. Through a multi-disciplinary approach, WasteStrategies can help you plan, implement, measure, and improve the many processes and actions that affect your EHS impacts and initiatives.

Our experience is deep and spans across multiple industries including healthcare, higher education, manufacturing, property management, national retail, solid waste and recycling operations. Clients come to us for support services and software to identify gaps in current processes, and to support aggressive environmental goals and the ongoing measurement and reduction of EHS risk.

We have dedicated resources and proprietary software available to help you reduce risk and achieve your goals, regardless of where you are on the path to compliance.



Philosophy

We believe companies and institutions want to do the right things for their employees, customers, the environment, and society at large. The challenge is not in desire; it's in knowing what to do, how to do it, and then in making it all happen.

Working within the resource constraints that every organization faces, we leverage our experience and apply proprietary technology to create sustainable environmental outcomes based upon repeatable and measurable performance indicators.

Our goal is to provide customers with the information they require to avoid costly consultants and to instill a culture of compliance within their organization which will lead to an increase in institutional knowledge and an associated reduction of risk over time.

Moreover if a customer is inclined to hire consultants to assist them with compliance issues we are more inclined to provide a more cost effective technology solution so that the customer may access the information necessary to make their own decisions rather than participating in an endless revolving door of costly consulting projects; then only when a large issue is identified the customer may reach out to us as the experts. This both reduces the customers overall cost of compliance and provides us with secure long term revenue.

VALUE ↑ COST ↓

Our Approach

Our approach has been crafted through 100+ years of combined experience among our corporate compliance and environmental health and safety experts.

- Recognizes that in today's world environmental practices and business practices are unified and require systematic integration.
- Focuses first on helping clients achieve regulatory compliance, and then on going beyond compliance with initiatives that move organizations along the path to standards of industry best practices.
- Offers a cost effective subscription based (SaaS) technology solutions both as a framework within which your environmental efforts can be managed and also to ensure that your programs remain relevant with all local, state and federal regulations.



Here's how our approach plays out in real world settings:

- Our proprietary technology based inspection tools are used to perform an overall risk assessment, baseline measurement and gap analysis upon which to make informed decisions. From there clients can either choose to use these tools to manage their own compliance risk or engage us to provide additional services.
- We craft a customized environmental management/compliance plan — updated annually — to turn your current challenges into opportunities for higher profits, lower costs, and an improved environmental profile.
- We invest in your program with co-branded assets and educational materials in and around your organizational setting.
- We provide training for your team on key components of the new and existing processes and programs.
- And if so desired, we have the field resources to provide additional on-site support as needed to manage your programs, allowing you to re-align your existing internal resources, and reduce your regulatory exposure (30% or more of our customers choose some level of on-site support.)

All services are available on flat fee budgetable long term discounted subscriptions.



Core Competencies

Software designed to measure performance, track risk and maintain compliance:

- Software managed and written by regulatory compliance experts
- In house software development team
- Multi-million dollar data portal
- World class security platform
- Proprietary algorithms
- Dedicated help desk

Professional support services in the following areas of discipline:

- Comprehensive EHS/EPA/OSHA Risk Assessments
- Industrial Hygiene Assessments and Sampling
- Written Program/Policy Development
- Behavioral Based Safety Programs
- On-site EHS Support Services
- Training

Environmental programs that adhere to latest regulatory requirements:

- Waste Stream Management, Waste Reduction, Recycling, Zero Waste
- Lab-Packs, Chemical Moves and High-Hazard Remediation
- EPA Regulatory Compliance Programs
- Storm water Management Plans
- Waste Management Plans
- Green Certifications
- Waste Audits



Key Successes

Our success is highlighted by the individual accomplishments of our leaders.

- Established a world class waste stream compliance program adopted by leading healthcare providers within the northeast US combining on-site staffing, applied technology and lean enterprise tools to eliminate waste, demonstrate compliance and reduce costs.
- Created and operationalized Stericycle's Integrated Waste Stream Solutions (IWSS) program which became a standard of industry best practices by many of the world's leading healthcare providers for the management of waste generated within an environment of care.
- Developed the first professionally led environmental peer audit practices for Region 2 and 3 colleges and universities that has since been accepted as the preferred national practice standard by the US EPA.
- Published the first commercially viable, professionally-guided EHS inspection software (AuditPRO V1.0) combining a series of interactive yes or no questions with proprietary algorithms to provide customers with professional environmental health & safety determinations.
- Awarded exclusive agreements with numerous state college and university associations.
- Negotiated channel sales relationships with leading industrial wholesale suppliers.



Leadership

John Nicklin, Managing Member



John is best described as a pioneering entrepreneur whose driving passion is to improve the world while helping industries thrive. Since founding his first company, Allquip, in 1985 John has become expert at managing and growing business startups, developing business opportunities, strategic partnerships, and rolling out highly successful business models that support environmental regulations and initiatives across multiple industries.

In 1995, John launched Nicklin Associates where he continued with his client-first service model and consulted with major health systems on process design, turnkey equipment, and staffing models for the on-site collection, processing, and disposal of multiple waste streams including bio-hazardous

waste. He quickly established long-term contracts with some of the most prestigious health care systems in the United States including Johns Hopkins Health System, University of Rochester Health System, Medstar Health and University of Maryland Health System, among others. Nicklin Associates grew into a seventeen million dollar operation with 100 full-time employees.

Nicklin Associates was acquired by Stericycle in 2005 and John stayed on as Stericycle's Corporate Director of New Business and launched the Integrated Waste Stream Solutions division, which achieved double digit growth in its first year and grew to over 200m in annual revenue under management.

Now as the founder and Managing Member of WasteStrategies, John continues to deliver a client-first strategy to help businesses and institutions reduce regulatory exposure and increase brand value through the implementation of sustainable environmental management programs.

John can be reached at jnicklin@wastestrategies.com.



Tony Martinez, Vice President Sales and Marketing



Tony is a Strategy and Operations executive with more than 15 years of P&L responsibility and is responsible for WasteStrategies top end revenue growth and profitability.

With a focus on team development and execution, Tony has grown revenues inside of large cap, mid-size, and start-up companies. Prior to joining WasteStrategies Tony co-founded three businesses, two of which were successfully rolled up into larger corporations and the third still operates independently today.

Among the companies Tony co-founded was California Medical Disposal (Cal Med). In this heavily regulated industry Tony and his team built the company to be the second largest in the state. Cal Med serviced some of the nation's premier healthcare institutions including UCSF, Sutter Health, UCLA Medical Center, and the Stanford Medical Center. After the company was successfully sold to Stericycle (NASDAQ: SRCL), Tony led the national expansion of Stericycle's pharmaceutical waste collection and disposal service. Today the Rx Waste Disposal program is the nation's largest, and diverts millions of pounds of pharmaceuticals from our nation's watershed and landfills.

Tony started his career with Accenture in the San Francisco office prior to his entrepreneurial ventures and was the general manager of the aviation business for IHS (NYSE: IHS), an electronic publishing company. He also led a Revenue Management team for Caribbean markets at American Airlines.

Tony and his wife Kristine reside in Washington, DC.

Tony can be reached at tmartinez@auditpro.com.



Mike Harvey, Director IT/IS



Mike Harvey is a Technology and Operations executive with broad experience in enterprise technology strategy, development, implementation, and management. Mike has achieved proven results leveraging emerging technology solutions to solve real-world challenges including rationalization of business capabilities, architecture solutions, reference architectures, and service delivery models for both commercial and government sector clients. Prior to Mike joining WasteStrategies, he spent 7 years as the CIO of a non-profit government contractor specializing in development of field data collection and regulatory compliance solutions for Federal, state and local Government clients.

Prior to his work in the government sector, Mike spent 15 years in the corporate sector at Time Warner/AOL developing and managing corporate capabilities in the areas of enterprise and unified messaging, identity management, and back office service development and support

Mike brings a unique blend of both a strong business and operational background to compliment his technical experience to identify emerging opportunities, design and develop solutions, and manage scalable service models. Mike has over 20 years of leadership experience developing organizational strategy as well as building technology service/support capability and highly effective customer-focused teams and partnerships. Mike's deep practical experience in IT service delivery and field data collection enables him to forge high value and lasting relationships with clients and partners. Mike is a highly sought after solutions architect, writer and speaker and serves in advisory and consultative roles with several progressive technology companies. In his spare time, Mike enjoys building electric and plugin-hybrid cars, reading, sports, and helping his wife Angelique run their horse farm in Lincoln, VA.

Mike can be reached at mharvey@wastestrategies.com.



William J. Shoemaker, CIH, Regional Environmental Health & Safety Director



Bill Shoemaker is a seasoned professional and consummate collaborator with more than a decade's experience directing environmental health and safety in higher education. Prior to joining WasteStrategies, Bill served as the Director of Enterprise Risk Management at Dickinson College and as the Director of Environmental Health & Safety at Dickinson and Gettysburg Colleges, where he led each institution through the AICUP endorsed EPA voluntary peer audit program. Bill was a strategic partner in the development and testing of the AuditPro system and his experience and expertise is frequently sought after by his peers. Bill is a certified chemistry teacher and a board certified industrial hygienist.

In his role with WasteStrategies, Bill will direct a team of EH&S Compliance Managers who serve as or support institutional environmental health and safety departments. He will also serve as our technical sales lead working directly with Clients as well as supporting our Channel Sales Partners.

Bill resides in Carlisle, PA with his wife Cheryl and daughters Amanda and Jennifer.

Bill can be reached at wjshoemaker@auditpro.com.



Our Solutions

Our solutions simultaneously protect the environment, worker safety and the reputation of our clients.

We offer a comprehensive approach to environmental, health and safety programs for clients spanning across multiple industries and market sectors throughout the United States.

Our solutions include:

**SAAS
MANAGEMENT
TOOLS**

**COMPLIANCE
MANAGEMENT**

**ENVIRONMENTAL
MANAGEMENT**



SaaS Management Tools

www.auditpro.com



Cloud-Based, Self-Guided Compliance Management System

Designed to help organizations achieve and maintain compliance with EPA and OSHA as well as other Federal, State and Local regulations. The AuditPRO, a WasteStrategies product, is a game-changing compliance management system.

AuditPRO saves both time and money by allowing clients to better understand their risks and increase productivity in the management of EPA, OSHA, and a host of other safety and compliance issues. It is a cloud-based compliance system that combines smart protocols with actionable findings and corrective recommendations—utilizing a BYOD mobility platform.

The system enables comprehensive self-directed compliance and reporting activities, ensuring thorough, accurate and professional audits. Clients can perform regular, no-cost spot inspections with data collection, reporting, and management capabilities, including advanced features such as handwriting recognition, photo capture, and intelligent logic to guide even inexperienced staff members through state-specific protocols.

It is also the only web-based platform on the market that offers a multidisciplinary, industry-specific safety and compliance assessment tool (patent pending) presently servicing the following verticals:

- Education
- Healthcare
- Research
- Hospitality
- Industrial
- Retail

AuditPRO is an affordably priced system with a low monthly subscription fee, no installation expense, no upfront fees, and no equipment costs required.



WASTE²0

Cloud-Based, Self-Guided Waste Stream Management Program

Our professional waste management portal allows organizations to easily manage their own waste streams without the expense of costly waste brokers and consultants.

Choose from hundreds of waste stream descriptions to create a waste profile, create a custom waste management plan, track and manage multiple vendors, archive manifests, issue RFPs, perform professional waste audits, establish waste reduction campaigns and forecast long term environmental and financial performance targets on a BYOD basis right from your own cloud based waste management portal.



Compliance Management

www.compliancestrategies.com

Helping clients create a culture of safety and compliance.

Working across industries from manufacturing, industrial, and commercial facilities to healthcare and education institutions, ComplianceStrategies, a wholly owned subsidiary of WasteStrategies helps clients meet OSHA compliance standards, while building health and safety programs to address the core issues of maximizing worker safety and minimizing costs.

From program development to implementation and sustainability, ComplianceStrategies compliance coordinators create customized solutions to meet the needs of employees, company stakeholders, and customers—and to track and measure performance to ensure long term success.

OSHA Standards (29 CFR 1904, 1910 and 1926)

ComplianceStrategies provides a full range of OSHA-related services, including:

- Independent 3rd Party Audits
- Comprehensive Risk Assessments
- OSHA Program, Policy Development and Safety Training
- Industrial Hygiene Assessments and Sampling
- Contractor Worker Protection Plans
- Behavioral Based Safety Programs

Health and Safety Support Services

Services are tailored to the needs of each organization, from on-the-spot accident or incident investigations to complete insourcing.

- Incident/Emergency Response Management
- PT/FT Staffing Programs



Environmental Management

www.wastestrategies.com

WasteStrategies provides full scale environmental solutions to help clients keep pace with environmental compliance requirements.

Strong enforcement of environmental regulations set at the local, state, and federal levels place a heavy burden and require diligent practices. WasteStrategies helps clients address compliance issues related to their organizational impacts on the land, air, or water and in more effectively managing the ongoing activities required to stay in compliance.

Dedicated resources can be applied to assist clients regardless of where they are on the compliance-to-sustainability path. Our field associates work to identify opportunities to reduce risk and assure compliance with ever-changing requirements.

Full-scale environmental solutions include:

EPA / LEED / Green Certification

- Independent 3rd Party Audits
- Comprehensive Risk Assessments
- Written Program, Policy Development and Environmental Training
- Local, State, Federal Permit Assistance
- Audit/Peer Audit Training

Environmental Support Services

- Incident/Emergency Response Management
- PT/FT Staffing Programs

Managing Solid Waste – From Compliance to Sustainability

As organizations face significant and ever-increasing responsibilities related to solid waste management, the challenge is staying current with and meeting basic compliance requirements even as the bar rises well beyond these basic measures.

WasteStrategies provides customized solutions aimed at helping organizations meet their solid waste management obligations and sustainability goals. Offering a wide range of waste management services and resources to meet any need and budget, including hazardous waste disposal, zero waste programs, recycling, and waste audits, WasteStrategies helps clients avoid costly mistakes in waste stream management.



Solid waste management solutions include:

- **Waste Audits** - WasteStrategies' waste audits deliver a clear understanding of total current spend, environmental profile, and current infrastructure.
- **Hazardous Waste Disposal** - Hazardous waste disposal experts can identify issues and put programs in place to keep organizations confidently in compliance.
- **Recycling** - Specialists design, implement, and sustain cost effective waste stream diversion programs that fit the unique goals of each client--from the initial waste stream audit to all areas of planning and implementation.
- **Zero Waste** - WasteStrategies' turnkey service model helps companies and institutions achieve waste reduction and recycling targets, with the ultimate goal of reaching zero waste.



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