



Outsourcing Partnership

The partnering relationship our staff has entered into with our client, has been mutually successful and profitable. This type of arrangement exemplifies the true definition of the word partnering.

Objective

The objective of the partnering relationship with the client is to mutually develop timely, innovative, and economically feasible solutions to manage the environmental liability and risk management issues facing our client's business. Our partnership facilitates the mitigation of short- and long-term liability while allowing our client to achieve record profits each business year.

Back Ground

In September of 1990 our staff entered into a pilot program with the client where we supplied an environmental professional to work at their office under the direction of their corporate environmental engineers. The purpose of this initial pilot study was to reduce project management costs (typically 15 to 30 percent of project costs) incurred for routine daily office related activities. Within six months project management costs decreased to less than 9 percent for project specific work and less than 1 percent for routine daily activity assistance. As a result, the relationship expanded and the client requested that we provide several professionals at their office and begin to conduct a wide variety of environmental services including permitting, investigation, and remediation projects throughout the United States, Canada, and Europe. Since then we have teamed with the client to

develop, evaluate, and quantify the value of the partnership and how to increase this value in the future. Three main classes were reviewed regarding value including value added services, revenue savings, and business synergies (developing mutually profitable opportunities).

Work Scope

Our partnership has encompassed all types of professional services throughout the world including, but not limited to merger and acquisition work, site investigation and remediation activities, vendor audit programs, health and safety training, waste reduction programs, phase I environmental assessments, site closure activities, underground storage tank removal and compliance programs, regulatory negotiations and correspondence, budget development and tracking, and participation in annual client budget and project reviews. These programs are conducted under all major local, federal, state, and foreign regulations and policies including such programs as RCRA, CERCLA, voluntary programs on the federal and state level and ISO and various environmental quality management programs abroad.

Project Result

As a result of our combined efforts we have continuously improved and grown the relationship. We have created an atmosphere that allows the partnership to provide and cultivate win/win scenarios that address both short and long term environmental challenges and are mutually successful and profitable.