

Leveraging Private Sector Engagement in Solid Waste Management

Technical Deep Dive: Solid Waste
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About SCS Engineers

- Environmental engineering consulting firm
 - Specialize in solid waste management and environmental services
 - Established in 1970
 - Over 800 employees
 - 70 offices
 - Employee owned
- Solid Waste
 - Landfill
 - Planning
 - GHG
 - Studies
 - Financial
 - Construction
 - Energy
 - Environmental Services
 - Remediation
 - Storm water

Countries Work Performed

- Albania
- Argentina
- Bangla Desh
- Brazil
- Canada
- Chile
- China
- Colombia
- Czech Republic
- Dominican Republic
- Egypt
- Ethiopia
- El Salvador
- Ghana
- Guatemala
- Hong Kong
- India
- Indonesia
- Israel
- Japan
- Mexico
- New Zealand
- Nicaragua
- Nigeria
- Panama
- Philippines
- Poland
- Russia
- Serbia
- Sri Lanka
- South Korea
- Taiwan
- Thailand
- Turkey
- Ukraine

Involvement for the Private Sector

- Technical expertise
 - ✓ Design & build landfills, recycling and compost facilities
 - ✓ WTE
 - ✓ Landfill methane to energy
- Equipment
 - ✓ Feasibility studies
 - ✓ Financial analysis
- Program development
 - ✓ Solid waste planning

What we are looking for

- Stable economic and regulatory environment
- Business relationships based on prices and services
- Political leadership
- Partnership including a collaborative environment
- Money already established
- Champion to see the project through
- Working through World Bank

What Conditions Must be Met

- Retainer for work paid in advance
- Signed anti-trust agreement
- Client has worked with private sector previously
- Pass financial background review
- Assurance that long term contracts will be honored (election, change in political appointees)

Challenges

- Difficulty with transfer of money
- Not getting paid
- Inability to get paid in a timely manner
- Tariff's
- Bidding practices
- Local certifications and safety approvals not consistent with international standards (ANSI, ISO)
- Local business culture / bribery

Most Value to Both Public and Private Firm

- Goals are in-line
 - Objectivity from both sides
 - Transparency on project
 - Excellent working relationship
 - Open communication
 - Honest about barriers
 - Good business
- ✓ Understand that waste management costs money and is not likely going to be funded by energy recovery or tipping fee.
 - ✓ A tip fee based on reality is a key foundation.



Thank You!

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