



Partnership Allows us
to Extend our Reach
and Achieve More.



BUSINESS
EAST TĀMAKI

Partnerships

This case study illustrates the partnership between Echo and Business East Tamaki to deliver the following objective.

Business East Tamaki represents over 3,300 business and wants to provide a practical and sustainable solution for managing electronic waste, ensuring valuable materials are recovered and hazardous components are kept out of landfill.



Discovery

The team at Business East Tamaki and the account manager at Echo spent time understanding what the opportunity was and how we would find a solution.



We started by understanding the need.

Business East Tamaki wanted to offer an electronic recycling solution for all 3,300 of it's business members.

With Echo's system, we were able to service Business East Tamaki Trust entire network efficiently, working closely with their team.

The trust coordinated all collections and provided the necessary contacts, allowing us to streamline the process and keep costs to a minimum.

Solution Proposal

The solution we proposed included:

To maximise efficiency and minimise environmental impact, multiple collections were completed in a single day. This approach made van use more cost-effective and reduced emissions.

The project was primarily a logistics operation for both Echo and the Business East Tamaki Trust. Material was collected from over 40 sites, with all costs and recycling information consolidated into a single billing entity.

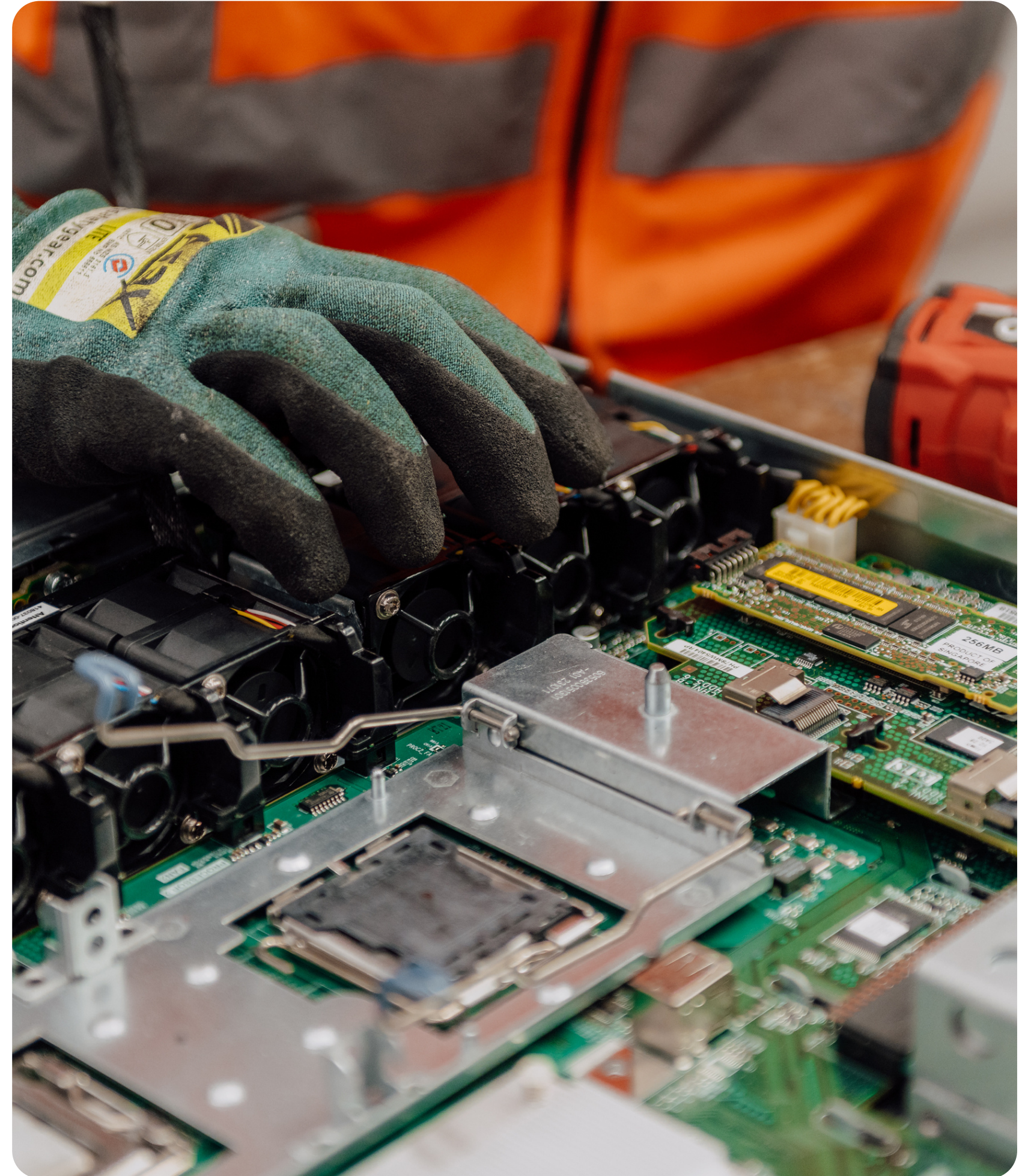
All materials were required to be weighed and processed at Echo's facility before reporting.



Process

The process, following our initial discovery, was outlined in the Statement of Work (SOW):

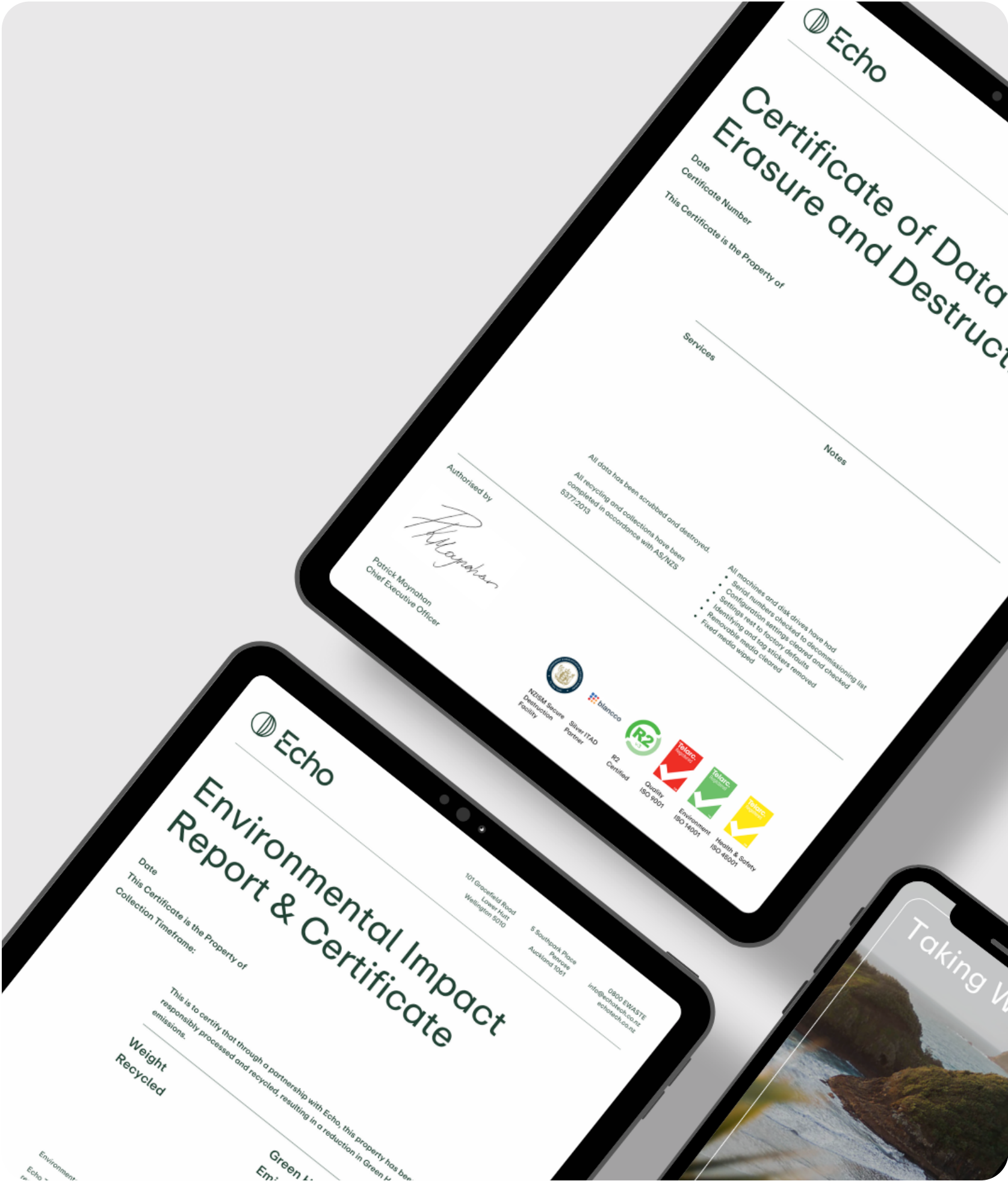
- All materials to be weighed and processed.
- Business East Tamaki provided a list of businesses requiring collections.
- Echo carried out secure, point-to-point collections using internal vehicles.
- Collections were scheduled primarily by grouping locations for efficiency.
- All recycling was weighed at Echo's facility.



Outcomes

The results of this partnership included:

- Efficient collection scheduling – Echo’s customer service team coordinated collections by grouping members in similar locations.
- Significant e-waste recovery – 5,155 kg of material collected and processed.
- Verified disposal – Certificates of Destruction provided.
- Secure data handling – Blancco Data Erasure Reports issued.





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