

PAST PERFORMANCE PROFILE A · RENEWABLE ENERGY EPC

Multi-service program in a low-density provider market

Utility-scale solar construction, northern New England. Sanitation, waste, potable water, ice, and consumables on one agreement across a 16-month build.

SECTOR	REGION	PERIOD	STATUS	VALUE
Renewable EPC	N. New England	Apr 2025 – Aug 2026	Active	\$1.5M – \$2.0M

No single provider in the region could cover peak demand. Coverage was assembled from nine providers under one client agreement, and the client never saw the seam.

Scope delivered

Portable sanitation	423 unit placements
Waste containers	159 roll-off placements
Providers coordinated	9, under a single client agreement
Peak month	59 units placed
Service lines	Restrooms, hand wash, roll-off containers, potable water, packaged ice, lubricants, pallet recycling
Client interface	One named account manager; 5 internal functions behind them

Documented service events

Real events from the program record, offered as evidence of how exceptions were handled rather than a claim that none occurred.

Event	Resolution
One client call raising seven items across five service lines: unit counts, an urgent water request, a hardware defect, consumable resupply, a new recycling requirement, and a scheduling complaint	Logged as a single request, decomposed and routed to each responsible function. Urgent water delivery confirmed with a firm date returned to the client.
Waste provider invoiced tonnage on containers the site reported as empty	Disputed provider-side. Charge not passed through.
Waste provider contacted the client directly regarding its own receivables and raised the prospect of a service hold on an active site	Routed to Vendor Relations and resolved provider-side. Site service was not interrupted and the client was not asked to intervene.
Client requested a dedicated pallet recycling stream after pallets began consuming container capacity intended for construction debris	Added as scope on the existing agreement rather than returned to the client to source.

How the program was run

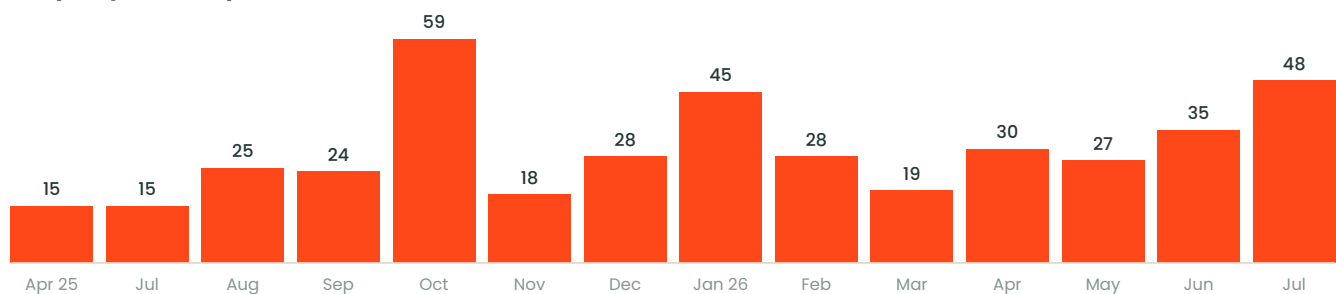
Coverage from a distributed provider set

Rather than commit the program to one regional hauler, sanitation coverage was built from nine providers, each carrying the share its inventory and service radius could actually support. The client held one agreement and one rate card. Provider substitutions mid-program required no renegotiation on the client side.

Absorbing the full site scope

As crews requested additional consumables, each was added to the same program rather than routed back to the client to source. Water, packaged ice, and lubricant refills were scheduled alongside sanitation service cycles on one invoice.

Deployment profile



Sanitation unit placements by month. Placements, not peak simultaneous units on site; a swapped or relocated unit generates a new record.

Verification and disclosure

- All counts, dates, provider totals, and monthly figures are drawn from Detritus service records for this program. Service events are summarized from change requests created contemporaneously.
- Client name, location below regional level, provider and personnel names, and all contract and invoice numbers are withheld. Program value is stated as a band.
- Exact figures, client name, and a reference contact are available to a qualified party under mutual NDA and with client consent.