

Elevator Pitch

Use this as a talk track on any walk-through. A **“no”** or **“not sure”** flags real cost and compliance risk MedPro Disposal / MP1 Solution can fix.

COMPANY VALUE PROP

One organization for everything the law says they have to get right.

Hazardous Waste Disposal

Pharmaceutical Waste Disposal

Mail-back

Data & Document Destruction

Compliance Training Software

Electronic & Medical Device Removal

Medical Waste Disposal



We manage hundreds of trusted providers under one roof, handling every part of your service without the extra cost, headaches, or compliance risk.



Money you save

- ✓ About 30% savings across your services
- ✓ Clear contracts — no hidden fees
- ✓ Price increases capped, so no surprises later
- ✓ No extra charges just because your practice grows



Time you get back

- ✓ Your account manager checks in every quarter to keep cutting your costs and workload
- ✓ One bill for everything, instead of five
- ✓ Check everything online, any time, day or night
- ✓ We manage every vendor for you



Risk you avoid

- ✓ \$33 million in insurance coverage backing every job
- ✓ If something goes wrong, it's on us — not you
- ✓ Every service meets federal and state rules
- ✓ Built-in backup coverage to ensure service is consistent no matter what

Trusted by **40,000+ healthcare providers** in **48 states** — independent for 17+ years, **97% client renewal rate**

Humana

one medical

duly
HEALTH AND CARE

GoHealth.
URGENT CARE

Marathon
Health.

Fagron
Sterile Services US

The questions to ask your accounts

A “no” or “not sure” is worth a closer look.



Medical Waste

~30% overpay

Do you know your true all-in monthly cost — after price increases, fuel surcharges, and stoppage fees?

Billing overspend — hidden fees & annual increases

Annual increases and buried fees (stoppage, fuel, environmental) mean most practices overpay ~30% without realizing it.

HOW WE HELP

- ✓ We typically save practices ~\$2,500 saved per location annually, without hidden fees later, and minimal price increases.



Hazardous Waste

\$81,540/day per container

Do you have any hazardous waste that's been on-site longer than 90 days?

RCRA 40 CFR Part 262.17

Past the storage limit, the facility is reclassified as a disposal site and fines accrue daily.

HOW WE HELP

- ✓ Right-frequency pickups, DOT-approved containers, and manifests in a 24/7 portal keep you under the line.



Document Shredding

Reasonable-safeguards finding on audit

Do you have a written “shred all” policy?

HIPAA 45 CFR §164.530(c) — Privacy Rule Safeguards

HIPAA requires reasonable safeguards — not a specific machine, cut, or certificate. A written “shred all” policy backed by staff training keeps you compliant.

HOW WE HELP

- ✓ NAID AAA-certified destruction with a Certificate of Destruction + BAA on every pickup, no extra charge.



Pharmaceutical Disposal

\$37,500/day

Do you properly dispose of expired or unused medications today?

DEA 21 CFR §1317 + EPA 40 CFR Part 266 Subpart P

Sink, red-bag, or trash disposal is prohibited, and every event requires a DEA Form 41.

HOW WE HELP

- ✓ DEA-licensed CII-CV returns with full chain-of-custody, on a schedule that fits your volume.



Compliance Training

\$15,625/citation + up to \$50,000 HIPAA

If OSHA audited tomorrow, could you pull individual training completion records for every employee?

OSHA 29 CFR §1910.1030(g)(2) + HIPAA 45 CFR §164.530(b) + DOT 49 CFR §172.704

It's not whether training happened — it's whether you can prove it, per person, per course, on the spot.

HOW WE HELP

- ✓ One platform tracks every employee's records with a live current/overdue dashboard and 800+ courses.



Electronic & Device Disposal

\$37,500/day per container

Do you have any computers, servers, or medical devices no longer in active use, sitting on-site?

RCRA 40 CFR 261-262

Retired devices with lead or mercury become hazardous waste — an unlicensed storage site with daily fines.

HOW WE HELP

- ✓ R2v3-certified pickups, fully dismantled to zero landfill, GPS-tracked with docs in the portal.