

SEQUOIA

Compactor Monitor Case Study

Westin Hotels & Resorts

Executive Summary

The Westin Downtown Cleveland implemented the Sequoia Compactor Monitor to reduce total annual pickups and improve ROI by reducing costs.

Challenge

The "way we've always done it" was resulting in 40% wasted space with each compactor pull - not good enough anymore. The Westin needed to reduce costs and maximize compactor utilization, while allowing for additional capacity during peak hotel booking times.

Solution

The Compactor Monitor allowed Sequoia to view real-time compactor utilization levels to accurately schedule pulls for only full compactors. This increased compactor tonnage efficiency by 67%, resulting in \$4,000 annual savings and an annual ROI of 691%.

Results:

- **31%** Fewer pickups/year
- **29%** Heavier loads
- **3,880 lbs.** Less CO2/year
- **Improved daily operations**

Annual Savings: \$4,000+
Return on Investment: 691%



Company Profile:

The Westin Cleveland Downtown

The Westin is world-class hotel located in downtown Cleveland, managed by the Starwood Hotels & Resorts group.

- 484 Hotel Rooms
- 20,000 sq. ft. meeting space
- 54 pickups/year prior to implementation

Compactor Monitor Benefits:

- Simple, 10-minute installation
- No hardware cost or upfront fees
- Affordable \$100/month device usage fee
- No staff input needed once operational
- No additional points of failure, unlike hydraulic monitors
- Small size - about two decks of standard playing cards
- Easily attaches to the existing compactor electrical supply
- Cellular connection to Sequoia's cloud transmits real-time fill levels