



## The Business Case for Sustainability

Why Infrastructure, Data, and Verified  
Diversion Are Now Strategic Priorities

For years, excess products and materials were disposed of as waste – treated as an unavoidable cost, a necessary part of doing business, but not a source of strategic value.

Today, that mindset puts your company at risk.

**Sustainability is more than a compliance issue. It's a strategic opportunity hiding in your waste streams – if you have the right data and infrastructure to act.**

Sustainability expectations are rising fast, driven by investors, customers, and even your own employees. They're not just asking whether you have goals – they want proof of measurable progress. At the same time, regulations are tightening around landfill diversion, waste reporting, and environmental impact disclosures.

The result is that waste operations have moved from a background task to a strategic priority – directly tied to your brand value, compliance risk, and market position.

Success now demands real infrastructure and real data. Without it, you're flying blind. You risk falling behind competitors who can verify every claim, meet every mandate, and move faster in a shifting market. With it, your waste data is business intelligence – powering trust, transparency, and action, while helping you reduce costs and recover financial value from materials previously written off as a loss.

## **The Pressure Is Mounting: Why Sustainability Can't Wait**

The pressure to deliver measurable sustainability results is accelerating. The cost of excess and unsellable inventory, customer returns, and non-traditional waste materials is climbing. And not just in dollars. It's creating operational drag, missed recovery opportunities, and brand risk.

It's also your customers who are aligning spending with their values. It's investors looking for real ESG performance, not just public commitments. And regulations that are changing faster than most companies can track – especially when your sites span geographic regions and states, cutting across widely varying mandates.

"Products making ESG-related claims accounted for 56 percent of all growth—about 18 percent more than would have been expected..."

(Source: McKinsey)

Waste plays a part in major line items in ESG disclosures, climate reports, and stakeholder communications. It's visible, it's material, and it has the potential to differentiate your brand in the market. In fact, McKinsey reports that companies with high ESG scores outperform the market in both the medium and long term.

But behind the pressure for sustainability is an infrastructure problem. You can't meet modern expectations without modern solutions. You're being asked to report what you can't fully track, reduce what you can't fully measure, and prove outcomes without the systems to verify them.

## Proof Matters More Than Promises

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Stakeholders are increasingly skeptical of unsubstantiated sustainability claims. Without verifiable data, even well-intentioned messaging can raise damaging questions about greenwashing.

So there's a disconnect. You're being evaluated on results – as if you already have the right systems and infrastructure in place to deliver and report them, even if you don't.

And while you're navigating that disconnect, your competitors are closing the gap. Leading companies are investing in scalable infrastructure and setting new benchmarks. They're aggregating waste and excess products from across their operations, optimizing costs, and producing auditable diversion and emissions data – and doing it all as a standard operating procedure.

They're moving the bar higher for everyone else.

## **Waste as a Strategic Blind Spot**

The real cost of waste isn't always visible, but it's quietly eroding your bottom line.

Even as sustainability becomes a board-level priority, most companies still treat waste as an afterthought – something to dispose of. It's often buried in facilities' budgets or handed off to vendors without much strategic thought or oversight.

That lack of visibility is more expensive than it looks.

### **What It's Costing You**

Every time a material or product is scrapped, returned, damaged, or overproduced, there's more at stake than disposal fees. You're losing recoverable material value. You're storing and moving items that won't generate revenue. You're adding labor, logistics complexity, and brand risk – especially if those items aren't securely handled, debranded, and properly tracked.



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And despite all that movement, many companies still don't know what's actually leaving their facilities. Without clear data on waste volumes, material types, or final disposition, it's impossible to identify inefficiencies or make effective decisions. So the cycle repeats: materials are handled multiple times, sorted inconsistently, and defaulted to landfill when the infrastructure falls short.

## Sustainability Teams Can't Own What They Can't See

The problem is especially painful for sustainability teams. They're expected to hit landfill diversion targets and support ESG goals, but rarely have the data or tools needed to do it. Some vendors may provide summaries, but they're not granular enough, traceable, or designed to meet your reporting needs. And your internal operations teams are probably more focused on disposal logistics than on downstream outcomes or environmental impact.

If you can't measure your waste, you can't manage it. And if you can't manage it, you're leaving value on the table – and opening the door to financial and brand risk. Solving it takes an infrastructure that can track, separate, aggregate, and verify materials across every site.

When that infrastructure is in place, waste is a source of insight. And systems that were once siloed start working in sync.

## Waste Data Is Business Intelligence

Waste data doesn't just tell you what's being thrown away – it tells you why.

Every discarded material, returned product, or overproduced item tells you something about how your business is running. It reveals inefficiencies and highlights lost margin. It shows you where your processes, inventory, or packaging are unnecessarily adding cost or complexity.

And the more granular the data, the more powerful the insight. Waste data at the individual site level can identify where diversion is lagging for that facility, where high volumes of specific waste materials are being generated, or where materials are being landfilled that could have been recovered. You can use it to prioritize resources, set realistic goals, and confidently course-correct because you're making decisions based on what's actually happening on the ground.

Waste data gets everyone on the same page with measurable goals—sustainability, operations, and procurement can collaborate.

## From Reporting Burden to Strategic Visibility

When you understand what's being wasted – and what that waste is costing you – you can improve processes and build out your recovery and diversion strategy. You can rethink your product or packaging design, or refine your product returns process. You're able to eliminate waste at the source instead of just managing it at the end.

Most importantly, waste data gets everyone on the same page with measurable goals. When sustainability, operations, and procurement – who often work in silos and are measured on different KPIs – have access to the same verified data and analytics, they can collaborate. Your sustainability team gains transparency for reporting and improvement. Procurement gets evidence to make better supplier decisions. Operations sees where performance gaps can be closed.

# The Infrastructure for Scalable Waste Insight and Diversion

You've built sustainability goals. You've committed to ESG targets. You may even have some recycling programs in place. But without a scalable infrastructure to close the loop, the gap between intent and execution keeps getting wider – and with it, the risk grows.

We built our ZeroPoint Facilities to close that gap between sustainability commitments and on-the-ground execution.

They aren't just processing centers. They're the infrastructure layer most companies lack. ZeroPoint Facilities are purpose-built hubs strategically located across North America that have the expertise and capabilities to maximize landfill diversion and bring consistency and accountability to how waste and excess materials are handled – and reported.

You don't need to pre-sort, separate material by type, or figure out how to handle complex, mixed-material or hard-to-recycle items. We'll pick it up in whatever state it's in, and handle the rest. Giving you confidence, peace of mind, and results.

ZeroPoint Facilities also streamline logistics, minimizing carbon emissions by reducing the distance materials are transported for processing. These distributed facilities manage secure debranding, certified destruction, material-specific sorting, and aggregation at scale – all with end-to-end track and trace accountability.

We deliver measurable, repeatable outcomes. From post-consumer product returns and industrial materials to unsellable inventory, ZeroPoint Facilities handle what traditional systems can't. That includes items like branded apparel, cosmetics, and electronics – the kinds of mixed-material products that require secure handling, verified data, and full documentation.

With two ZeroPoint Facilities in full operation, and six additional facilities coming online over the next eighteen months, we're rapidly scaling the infrastructure that delivers verified diversion at the enterprise level.

## Verified Data at Every Stage:

- Material types and weights
- Source location and inbound logistics
- Sorting, aggregation, destruction method
- Outbound destination and final disposition
- CO<sub>2</sub> savings for recycled materials
- Scope 3-aligned waste data (Category 5)
- Carbon inset and offset support
- Certificates of Diversion and Destruction
- Job-level documentation and before-and-after photos
- Real-time dashboards and analytics

**Your landfill diversion efforts aren't just operational, they're strategic guideposts—backed by real data and verified certificates.**

That means your landfill diversion efforts aren't just operational, they're strategic guideposts. You have the documentation to prove every outcome, backed by real data and verified certificates you can share with regulators, investors, and auditors.

Instead of managing a patchwork of systems, you get centralized visibility: one infrastructure, one data platform, one source of truth.



## Turning Diversion Into Brand Value

The value of landfill diversion goes beyond sustainability goals. It touches the core of your brand.

Excess product, damaged goods, and unsellable inventory aren't just waste – they carry your logo, your packaging, your intellectual property. When these items are mishandled, it's not just an environmental liability. It's a reputational risk.

Improper disposal or resale can dilute your pricing strategy, fuel warranty fraud, and expose your brand in places you never intended – from unauthorized markets to viral social media posts. In sectors like retail, electronics, CPG, fashion, and entertainment, this isn't a minor issue. It's a legal, operational, and brand integrity threat.

When your outcomes are verifiable, diversion stops being a compliance metric and becomes a brand asset – secure, measurable, and transparent.

## When Brand Protection Is Built Into the System

That's why brand protection has to be embedded directly into your sustainability infrastructure. Secure debranding, certified destruction, and verifiable chain-of-custody are essential. When these elements are built into your material flow, you reduce risk, protect equity, and maintain control over how your brand shows up in the world. That's why we ensure traceability as an additional layer of brand protection.

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# Closing the Gap Between Vision and Results

Every company is facing the same set of pressures: rising expectations, tightening regulations, and a demand for proof over promises. But not every company is ready to lead through them.

The difference comes down to infrastructure, intention, and action.

You now have the ability to track what matters, protect what's valuable, and prove what you're doing. The question isn't whether you can – it's whether you will. Leadership won't be defined by who makes the biggest commitments, but who leverages the systems to follow through.



CheckSammy is a leader in bulk waste and sustainability logistics, mobilizing a vast network of recycling and reverse logistics facilities across North America. Our proprietary technology, data-backed techniques, and exclusive partnerships divert materials away from landfills, reducing your waste expenses and improving your ESG scores. Our flexible, on-demand approach provides efficient, scalable solutions for even the most complex recycling and bulk waste needs.

**Turn your sustainability commitments into results.  
Connect with our ZeroPoint Facility team today:**

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