

Think outside the trash - Reduce Waste and Improve Recycling!

WasteXperts, a company founded in 1992, is an industry leader in waste diversion and recycling management, assisting companies in reducing waste disposal expenses.

With on-site management, WasteXperts are committed to providing triple bottom line (TBL) value to their customers and communities, where all their stakeholders (Social, Environmental and Economic) benefit.



Industry
Waste

Customer since
2020

Products
Titan Web, Titan Forms, Titan Docs

Features
Powerful Integrations



Innovative Processes to Overcome Challenges

Until a few years ago, WasteXperts relied on paper and manual processes to capture customers' information; data was written down on paper, typed onto spreadsheets, and uploaded onto Salesforce.

Another hurdle for WasteXperts was that each time the waste collectors visited a work site, photos had to be taken, uploaded, and then stored in Dropbox.

Beyond schedule changes, they also faced challenges with streamlining tracking of hauling tickets when requested by customers.

Leveraging No-Code Solutions

WasteXperts sought a solution to digitize business processes and improve customer experience. After extensive searching, they found Titan and its seamless Salesforce integration. With Titan, the team was able to create a dynamic form to request the information they need. In addition, WasteXperts can now easily generate and view reports that are based on the day's submission data and create powerful proposals with data pulled directly from Salesforce. All of WasteXperts customer records and documents are in now in one easy place, where everyone has access, eliminating errors and ensuring efficiency



Resourceful Results with Titan



Seamless Integration

WasteXperts have directly integrated Titan within their system in a short timeframe, with access to real-time customer data. The result is increased team productivity and sales.



Automated Business Processes

Overall, by improving its operations with a fully automated internal process, WasteXperts were able to migrate and consolidate all data into Salesforce without any code being written.



Increased Efficiency

WasteXperts have reduced data duplication and manual data entries, improved data quality, and saved countless hours, improving and providing better customer service.



Improved Communication

There is now improved communication between the waste collectors with detailed information uploaded onto Salesforce from their smartphones in minutes.



Enhanced User Experience

WasteXpert's staff has 24/7 data access through an online portal that has an intuitive interface and continuous upgrades to the latest software.