



SESCO group

Environmental Solutions

BASELINE Demo



What is Industrial Environmental Compliance?



OTHER INDUSTRIAL ENVIRONMENTAL SERVICES (THE MAJORITY OF SESCO WORK RIGHT NOW)

- Remediation
- Waste Management
- Stormwater/Wastewater Services
- Petroleum Services
- Phase I Assessments
- Site Redevelopment



SHORT LIST OF COMPETITION DOING MAIN INDUSTRIAL ENVIRONMENTAL COMPLIANCE

- Keramida 70+ Professionals
- August Mack 80+ Professionals
- Cornerstone 175+ Professionals

Let's make the assumption that 50% of them provide the main compliance services and 50% provide the other services that SESCO does. Any way you look at it, we are vastly outnumbered for the main compliance services.

In addition, the other companies have collections of resources and cookie cutter templates that allow them to quickly complete projects.



WHAT'S IN A TYPICAL EMISSION SPREADSHEET

- About 90% database functions (data collection, sorting, sums, formatting, etc.)
- About 10% actual calculations
- There can be up to 80 hours involved in creating one unique emission spreadsheet for a process.
- The typical approach is to make a spreadsheet for a project and re-use that spreadsheet for similar projects, putting new data in each time. That is typically about 10 hours for someone to enter the data and about 20 hours to collect the data each time.
- That's about between 10 and 110 hours **just to get some calculations done**, depending on whether it's a new type of project and how much data there is.
- We cannot afford to use that approach, we will be sunk.



WE Need **BASELINE**



- Eliminate lengthy process of creating separate spreadsheets for different processes and entering data in each one.
- Eliminate client and consultant sending files back and forth. Greatly reduced data collection, data re-used for multiple projects.
- Eliminate missed deadlines, missed requirements.
- One application means **WE** do things **one time**.
 - One time data entry
 - One records library
 - One calendar
 - One task list