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**From:** Maui Orozco [Maui.Orozco@rubiconglobal.com]  
**Sent:** 1/26/2018 10:33:02 PM  
**To:** Greenwalt, Sarah [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=6c13775b8f424e90802669b87b135024-Greenwalt,]; Nishida, Jane [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=65e465e683c54e1b825f1bad32dcb099-Nishida, Jane]; McMurray, Forrest [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=344246fb2cb643bfab4f92fe016566e2-McMurray, F]; Hupp, Millan [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=92cac7b684b64f90953b753a01bee0d5-Hupp, Milla]  
**CC:** Michael Allegretti [michael.allegretti@rubiconglobal.com]; David Rachelson [david.rachelson@rubiconglobal.com]  
**Subject:** Rubicon follow-up

Sarah, Jane, Millan, and Forrest:

Thank you for taking the time to speak with us this week. We are honored that the Administrator sees the value of Rubicon's work and look forward to staying in touch with you all regarding opportunities to work together.

@Jane, as promised, below is a short description of Rubicon, our Smart Cities work, and how we interact with cities.

**About Rubicon**

Rubicon Global is a leader in sustainable, cloud-based waste and recycling solutions. Using its proprietary technology-enabled platform, the company provides comprehensive waste stream solutions that enable companies and governments to reduce operating expenses, divert waste from landfills, implement and improve recycling programs, track key metrics and work towards long-term sustainability goals, all with a focus on doing things in a way that are economically sustainable for businesses and governments. Rubicon is transforming an industry by empowering independent haulers and recyclers to grow their businesses. Through our extensive, pre-qualified network of haulers and partners in government, we currently service approximately 700,000 unique service locations worldwide.

**About RUBICONSmartCity**

RUBICONSmartCity is a suite of asset-light technology products that work together to improve the efficiency and effectiveness of municipal waste and recycling operations, while gathering and analyzing data around recycling participation and trends that can be used to guide long-term sustainability planning. At Rubicon, we believe that garbage trucks are a city's largest untapped resource. What other resource do local governments own that go up and down every single street of a city at least once a week? If equipped with the right technology, these trucks can turn into roving data centers, collecting pertinent data city-wide that can be used to increase visibility into a city's environmental impact and sustainability needs.

In 2017, Rubicon launched three municipal partnerships in Atlanta, GA, Santa Fe, NM, and Columbus, GA. In these cities, Rubicon deployed its Smart City technology into all city-owned waste collection vehicles to start tracking metrics around driver safety, route and operational efficiency, service confirmations, recycling participation, contamination issues, and more. Throughout the duration of the Atlanta pilot, 355 tons of recyclables were diverted from the landfill, which delivered greenhouse gas emissions savings of 4,752 MTCO<sub>2e</sub>. This is the equivalent of eliminating 534,714 gallons of gasoline being consumed or 1,018 vehicles being driven for one year.

Please do not hesitate to reach out with any questions. We look forward to continuing the dialogue between Rubicon and the EPA.

My best,

Maui



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