



# Case Study

## BOSTON MARRIOTT QUINCY

Boston Marriott Quincy is one of the premiere hotels in Quincy Massachusetts featuring 464 hotel rooms. Through a partnership with BioHitech America and the installation of the Eco-Safe Digester, Marriott Quincy now recycles 86,000 pounds of food waste annually, reduces its greenhouse gases by 30 metric tons, saves the use of 3,400 gallons of gasoline and creates more than 7,000 gallons of new water.

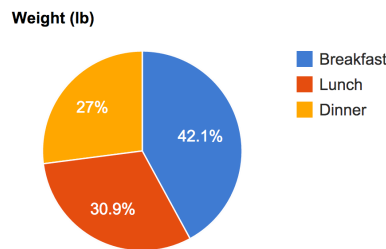
The Marriott Quincy was four years ahead of the October 1<sup>st</sup> statewide food waste ban and any other hotel in Massachusetts in terms of using technology and data to divert food waste from landfills.

The real-time detailed analytics gives the hotel the needed information to benchmark their performance, implement best practices and make adjustments to improve efficiency and profitability.

The Marriott Quincy is facilitating a “zero-waste” behavior, utilizing big data to drive effective changes within the portfolio and for the environment.

### Reporting Delivers Value

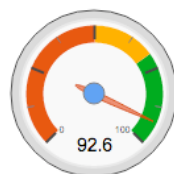
BioHitech America’s Eco-Safe Digester is able to quantify and track key metrics including when waste is generated. In this case, the weight data offers a unique visibility into the specific time waste occurs in order to make changes to generate less waste.



### Optimizing Machine Usage

The Eco-Safe Digester runs using a continual process enabling waste to be added as needed with nothing left to haul away. The data is crucial to the management of efficient operations.

### Overall Performance

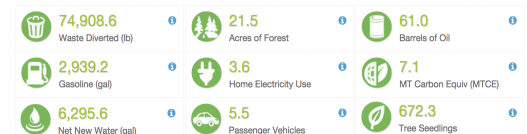


92.6% Utilization  
 Averaging 740.8 lb. per day  
 Operational Capacity: 800 lb.  
 Physical Capacity: 1,600 lb.

### Measuring Environmental Performance

Hotel guests should no longer have to wonder if their preferred hotel brand is actively taking steps to dispose of their food waste in a more environmentally sound way. The proof is in the hotel’s environmental scorecard for the last 365 days.

#### Highlights

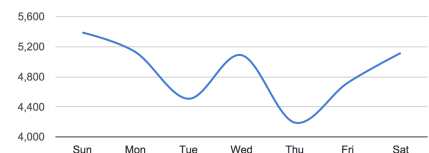


\* Eco Contributions data calculated using Waste Reduction Model (WARM) Calculator and the Greenhouse Gas Equivalencies Calculator from the U.S. Environmental Protection Agency.

### Transparency Drives Improvements

Utilization data improves staff efficiency as well as monitors the utilization of the digester to ensure that food waste is being disposed of properly and not through traditional sanitation collection.

#### Avg. Utilization by Day of Week » Last 30 Days



*BioHitech America manufactures a simple, environmentally friendly, and cost effective solution for food waste disposal. The Eco-Safe Digester is a data-driven technology transforming food waste into nutrient-neutral water that can safely be disposed of via conventional sewer systems. The BioHitech Cloud provides real-time visibility into the efficiencies of the operations of food preparation and consumption of the user on an individual, regional, or national level. While the Eco-Safe Digester already provides significant savings and decreases in carbon footprint, the BioHitech Cloud multiplies that impact by helping the customer to more accurately manage inventory, preparation practices and staff efficiencies.*