



Waste Management Launches Vendor Alliance Program

Mar 19, 2012

Program discounts benefit small and medium commercial customers while providing leading waste management solutions

HOUSTON, TX — March 19, 2012 — [Waste Management, Inc.](#) (NYSE: WM) today announced its Vendor Alliance Program, a program designed to provide its small and medium sized business customers with discounts on various goods and services. The program is being rolled out with the [Hewlett Packard Development Company, LP](#) (NYSE: HP) to provide discounts on select HP commercial technology and equipment.

"We're already a strategic environmental services provider to our customers, and we believe this program will be of great value to business owners," said Downs Deering, vice president of Waste Management's Small and Medium Business Solutions. "With our large and diverse customer base, we believe other major retailers and service companies will want to participate in our program."

"HP is proud to deliver the technology solutions that small and medium businesses need to become more efficient, reduce costs, and support process improvements," said John Hood, vice president and general manager, Americas Small and Medium Business, HP. "This relationship allows us to work closely with Waste Management customers to help them remain competitive in today's constantly changing business environment."

The program between WM and HP is the first of several discount offerings being developed by Waste Management, benefiting its vast small and medium business customer base. The Vendor Alliance Program will provide new ways for business owners to stretch operating dollars and find savings on everyday products and services.

The savings largely stem from Waste Management's ability to leverage a greater pricing advantage than individual business owners could achieve on their own. Waste Management plans to introduce discount programs with several national retailers and service providers. Qualified WM Small and Medium Business customers can subscribe to the program by contacting their local WM office at www.wm.com.

Outside of the program with HP, WM also provides a recycling solution and rebate program to business owners seeking to upgrade or replace their old electronics and computer equipment. Three different rebates will be offered to enable the recovery of used smart phones, laptops, digital cameras, and even navigation devices. For more information, visit www.ewastetracker.com or call 602-268-2222.

ABOUT WASTE MANAGEMENT

Waste Management, Inc., based in Houston, Texas, is the leading provider of comprehensive waste management services in North America. Through its subsidiaries, the company provides collection, transfer, recycling and resource recovery, and disposal services. It is one of the largest residential recycler and also a leading developer, operator and owner of waste-to-energy and landfill gas-to-energy facilities in the United States. The company's customers include residential, commercial, industrial, and municipal customers throughout North America. To learn more information about Waste Management visit www.wm.com or www.thinkgreen.com.

This press release contains forward-looking statements as defined in the Private Securities Litigation Reform Act of 1995. Forward-looking statements are information of a non-historical nature or which relate to future events and are subject to risks and uncertainties. In many cases, you can identify forward-looking statements by terminology such as "may," "will," "should," "expects," "plans," "anticipates," "believes," "estimates," "predicts," "potential," or "continue," or the negative of these terms and other comparable terminology. These statements are only predictions. Actual results could differ materially from those anticipated in these forward-looking statements as a result of a number of factors. The forward-looking statements made in this press release relate only to events as of the date of this release. We undertake no ongoing obligation to update these statements.