



# CASE STUDY

## A MULTI-MATERIAL PRODUCER RESPONSIBILITY ORGANIZATION

Mobius PRO Services is a unique organization dealing with multiple material streams in the province of Ontario. Given the complexity of their business, they needed a simple, elegant solution to manage their multiple programs effectively. Read on to learn why to chose Diversys and how this SaaS solution has benefitted their program management and business.

### BACKGROUND

Mobius PRO Services is a Producer Responsibility Organization (PRO) operating under Ontario's Individual Producer Responsibility (IPR) framework. Initially established with its tire program in 2019, Mobius is transforming to a multi-material PRO as it expands its platform into Electronics and soon Hazardous & Special Products. Mobius works on behalf of Producers, who are obligated by IPR legislation to collect end-of-life products in proportion to their historical supply. This collection obligation then flows into a recovery obligation, with specific Recovery Efficiency Rates (RER) which must be achieved by the set of processors handling the collected material. In Ontario's IPR regime, failure to establish and operate a collection system across the province that achieves collection or recovery targets can result in a compliance order or fines for a producer.

As a PRO, Mobius integrates the core categories of service providers (collection sites, haulers, and processors) that together make the process of collection and recovery happen. All can be enrolled in the Diversys system to ensure material is collected within the province and transported to a registered processing facility. Haulers track their collection activities and processors enter recovery results using Diversys mobile application or, in some cases, send information exported from their systems directly to Mobius, who can then import or enter it into the Diversys dataset. This allows Mobius to oversee the flow of material across all its service providers to ensure that its producers are achieving their collection and recovery results at a rate that will allow them to achieve their legal obligations. Transactions that trigger payments to service providers can be accumulated and integrated into Mobius accounts payable management process.

In the first quarter of each new year, Mobius begins the assurance audit process for submission to the provincial regulator in the middle of the second quarter. Working with an established, global accounting firm, the previous year's data set is sampled and tested according to the audit protocol defined by the regulator. The ease in which reports are generated from within Diversys, as well as the meta-data (such as GPS coordinates of pickup and drop off locations) mean that the 3rd party auditor can efficiently conduct the review and confidently sign off on the validity of the results supporting Mobius' producer's compliance.

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## CHALLENGES & SOLUTION

Mobius chose Diversys to address specific challenges that are common to end-of-life product recycling by:

- automating operational, day-to-day functions, from in-field recycling activities to the program management portal, improving the speed and quality of communication with their service providers
- providing quick and easy mobile device data acquisition by in-field service personnel
- accessing real-time key metrics—at any time—on how the PRO is progressing towards achieving recovery targets, providing visibility into results, and allowing ample time for any needed course corrections (to ensure targets are met and fines are avoided)
- defining key settings for various service providers that ensure accuracy and consistency, such as geo-tagging for location verification, setting incentive rates applicable to specific geographies, and defining weight variance parameters (that detect fraud and errors)
- providing a single point database of all records supporting collection and recovery efforts for efficient assurance audit support



***“The Diversys platform allows Mobius to see in real-time the activities of our service providers in each step of the collection and recovery process. With it, we get full visibility into our daily, weekly and monthly progress in meeting and exceeding our clients’ targets... With the program management portal and mobile device support, our service providers working in the field can easily begin using Diversys to report on their activities, and Mobius can easily track and manage everything that is happening from the office.”***

*Maury Shnier, President and Founder,  
MobiusPRO*

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