Clean Harbors formally Safety Kleen

LEAN Sourcing

Mainstream offered Safety-Kleen the flexibility they would have achieved using internal development staff while retaining the benefits of outsourcing.

UNIQUE SKILLS

Mainstream's deep experience with both mainframe and desktop technologies was essential to the success of the Safety-Kleen application migration.

LONG-TERM PARTNER

The longevity of Mainstream's service to Safety-Kleen reflects both our emphasis and our commitment to our clients' success.

Safe Harbors, formally Safety Kleen is an environmental services company based in Norwell, MA. Mainstream has worked with them for over 15 years on a variety of projects ranging from tracking systems, pricing systems and basic contract programming. During this time, they decided to migrate their legacy applications from their mainframe environment (COBOL, CICS, and DB2) to a Windows client server environment. They had run the numbers and decided that once they did this, their operating costs would be significantly reduced. Mainstream was chosen because of the long term partnership and had the mainframe and the client server skill sets that were needed.

Mainstream and Safety-Kleen agreed to an estimate and hourly proposal for the effort Mainstream expected. It was an ggressive schedule but due to the flexibility of the Mainstream partnership, Safety-Kleen was able to expand and contract services within the agreement as needed at different times. This flexibility allowed Mainstream to contribute to the infrastructure design as well as address other needs that were discovered during the engagements, among others smaller in nature, were outside the original scope of the project and wouldn't have been feasible in a fixed bid scenario.

Mainstream Technologies' proven track record with Safety-Kleen gave them the confidence to use Mainstream for a variety of other opportunities which presented themselves over the years. Safety-Kleen and Mainstream have enjoyed a good partnership for so many years, in large part due to their confidence that Mainstream is committed to their success.

MAINSTREAM TECHNOLOGIES

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