

From: Colin Schmidt [REDACTED]
Date: Fri, Mar 7, 2025 at 10:18 AM
Subject: Re: Inquiry
To: Zac Sarling (He/Him) <Zac.Sarling@mdgreenview.ab.ca>

Hi Zac,

Great speaking with you about the potential for Lomi in Greenview's waste diversion strategy. As discussed, I've shared the deck outlining how Lomi can support municipalities in reducing organic waste.

Here's a quick recap of the proposed pilot and next steps:

Pilot Program

- **50-unit trial:** Lomi 1.0 (sending 100 units total)
- **Cost:** \$75 per unit x 50 units (+\$300 total for shipping)
- **Goal:** Evaluate effectiveness in waste diversion before scaling; test for 3 months and then reevaluate together
- **Details:** This is using our first generation Lomi and is intended to trial the process within the community (not the machine)

Larger Rollout Opportunity

- **Cost:** \$150 per unit (see deck, Lomi 3)
- **Hardware & filters:** Option to add a \$9 monthly fee for ongoing warranty & charcoal replacements
- **Community dashboard:** monitor usage and impact
- **Firmware & software:** continuous updates to the product and services through over-the-air updates (similar to an iPhone)

Let me know if there's any next steps needed, such as the below:

1. **Review the deck & proposal** – Let me know if you have any questions
2. **Confirm trial logistics** – We can coordinate timing, distribution, and support needs after Council meets
3. **Discuss pilot evaluation criteria** – How will success be measured?
4. **Schedule a follow-up call** after the Council meeting

Thanks again for reaching out.

Gratefully,

Colin Schmidt
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