



# Municipal Modernization Plan:

## A Strategic Guide for 2030

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# Introduction

Modernizing a municipal waste network requires a **phased strategy** that minimizes disruption in public spaces and maximizes political and social acceptance.

To guide this process, Sotkon has created the "**Municipal Modernization Plan: A Strategic Guide for 2030**".

This technical document serves as a practical roadmap, detailing the **critical steps** for the transition and modernization of waste management infrastructures.

The objective is to shift from a reactive operational model to an **intelligent and sustainable system**, aligned with **European 2030** targets and focused on cost efficiency.

**Step 1:**

**Prioritize Intervention Areas**

# Step 1: Prioritize Intervention Areas

Modernization should not be scattered. The success of a municipal project depends on correctly identifying the critical points where the current infrastructure is under the most stress.

- **Identify high-pressure zones**

Assess areas with higher population density, seasonal tourist traffic, restaurant areas, events or urban parks, as well as the history of complaints.

- **Map key issues**

Analyze the recurrence of overflowing bins or collections with empty containers, environmental impact, high logistics costs, low recycling rates, deterioration of public spaces, and areas with higher levels of unsanitary conditions or vandalism.

- **Conduct an assessment based on real data**

Establishing a starting point is essential. Collecting and organizing real, useful data on the municipality's current situation is a step that will provide a foundation for the next stages.

# Step 2:

**Define Concrete and  
Measurable Objectives**

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The baseline justification and monitoring of the modernization process rely on defining precise Key Performance Indicators (KPIs) to measure success and return on investment.

- **Reduction of operational costs (OPEX)**

Set percentage targets for various parameters: fuel, workforce, fleet maintenance, mitigation of sorting rejection costs, and landfill disposal costs.

- **Increase in recycling rates:**

Set targets for increasing the disposal of bio-waste and the recycling of sorted waste, and for reducing the amount of waste sent to landfills, in accordance with EU directives and based on concrete data regarding the municipality's current situation.

# Step 3:

**Select Solutions**

**Suitable to the Context**

# Step 3: Select Solutions Suitable to the Context

The effectiveness of modernization lies in customization. Each territory presents unique and specific challenges, requiring a careful selection of solutions that balance the current needs of each municipality.

- **Infrastructure:**

Compare different integration models, volumetric capacity, adaptability to specific areas of the territory, and associated costs in the medium and long term.

- **Waste Tracking Technology**

Examine the types of monitoring systems that can be integrated into waste disposal containers: fill sensors, access controls, DRS systems, PAYT systems, and P(L)AYT systems.

- **Operational Collection Model**

Decide between sensor-based dynamic routes or optimized fixed collection models; analyze management of seasonal peaks and emergency alerts.

# Step 4:

## Implement Pilot Projects

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Before launching a full-scale project across the entire territory, a pilot project allows testing new solutions in a real environment and adjusting processes based on user feedback and equipment performance.

- **Choose a representative zone:**

Select an area with operational challenges typical of the municipality and a controlled demographic sample, opting for a pilot project with a high urban density, a single-flow model, or a commercial model (HORECA channel).

- **Measure success indicators, assess impact, and adjust variables**

Measure success indicators, assess impact, and adjust variables. Evaluate metrics for logistics efficiency, environmental impact, public health, and citizen adherence before expanding the investment.

# Step 5:

**Scale Progressively  
And Driven by Data**

# Step 5: Scale Progressively And Driven by Data

The final phase of the plan consists of expanding the new infrastructure intelligently, utilizing the data collected during the pilot project to maximize efficiency across the entire municipality.

- **Targeted and intelligent expansion**

Use the data collected during the pilot project to plan the next phases, prioritizing new areas based on the actual data obtained.

- **Continuous technological integration**

Enhance integration with municipal platforms, improve algorithms for predictive rather than reactive collection, cross-reference data between production and billing, analyze behavioral and disposal data, and create an incentive/gamification plan for citizens.

# Conclusion:

## From Planning to Action

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## **From Planning to Action**

Implementing this modernization plan represents more than a technological update; it is an investment in the financial sustainability and quality of life of the municipality.

Sotkon positions itself as your strategic partner throughout every stage of this process, from initial diagnosis and pilot project design to full-scale network expansion.

Our goal is to ensure that your municipality not only meets the European 2030 targets but also becomes a reference for efficiency and innovation in the waste sector.

## **Next Steps**

To convert this plan into a customized pilot project for your territory, we invite you to schedule a technical meeting with our specialists.

We are available to develop a detailed proposal tailored to your local reality.

# Direct Contact Channels

Sotkon has a global presence with specialized teams ready to support your municipality in the transition to intelligent waste management.

If you wish to reach out to our local team, you can find all our contact details and locations on our website:

 **[See Contacts](#)**

**sotkon**  
waste systems