



2014

Purchasing Forum & Trade Show *Planting Seeds Today for Tomorrow's Success*



Andrew M. Cuomo
Governor
State of New York

RoAnn M. Destito
Commissioner
Office of General Services



2014
**Purchasing Forum
& Trade Show**
May 14 & 15

Environmentally Preferable Purchasing



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Governor
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RoAnn M. Destito
Commissioner
Office of General Services



Bruce Hallenbeck
NYS Office of General Services
(OGS), NYSPRO

Kathy Macri
NYS Environmental Facilities
Corporation (EFC)

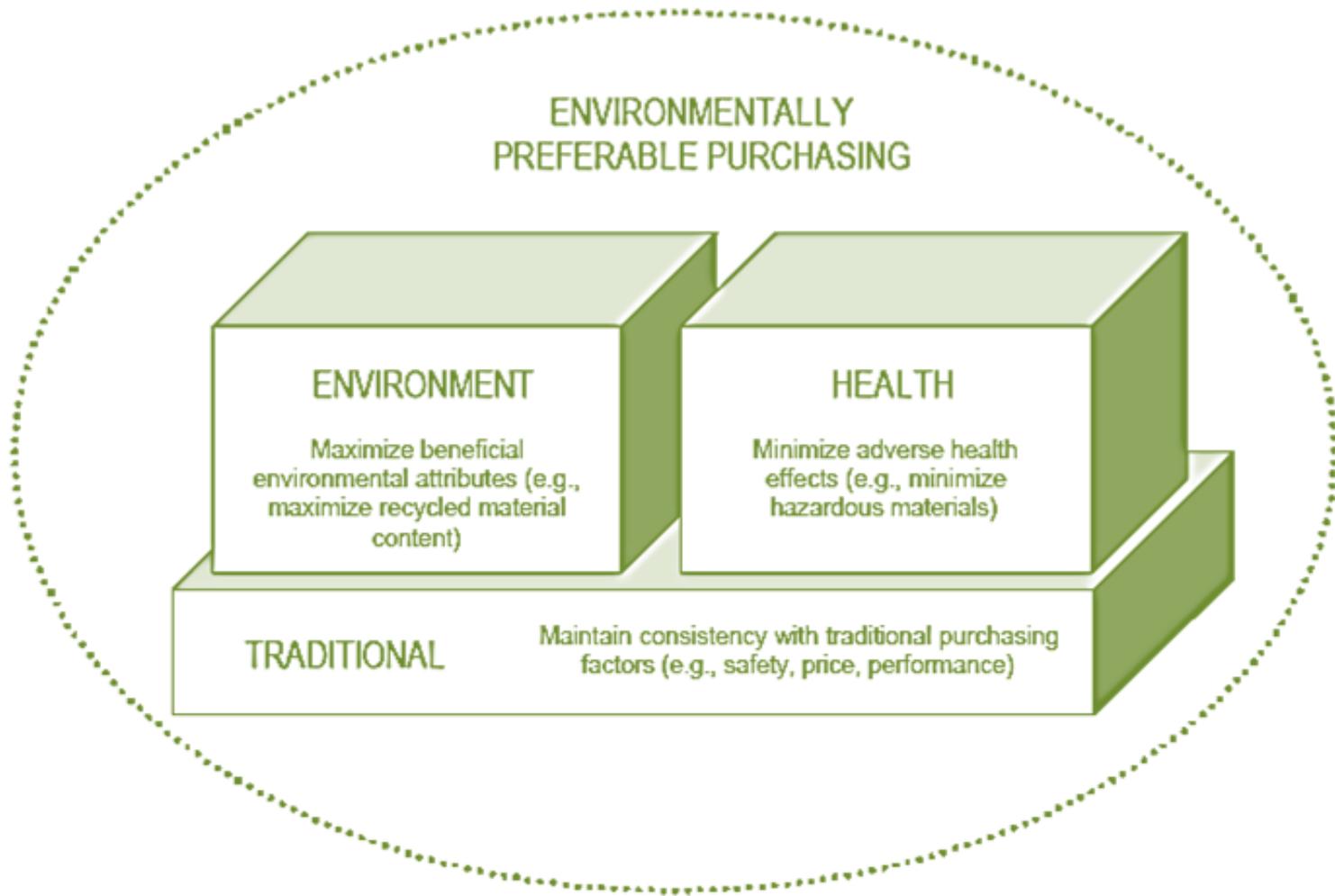
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What is a greener product or service?

A product or service with a reduced negative impact or increased positive impact on the environment and human health compared to traditional products.



EPP = Green Procurement

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Reduce contribution to **global climate change**



Enhance individual **human health**



Protect and restore **water resources**



Protect and enhance **biodiversity and ecosystem services**



Promote **sustainable and regenerative** material cycles



Build a **green economy**



Enhance **community quality of life**

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Where do I start?

- Incorporate sustainability into determination of need with all relevant requirements.
 - Health, environment, cost over useful life of product.



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Relevant Requirements*

- NYS Finance Law, State Purchasing
 - Cost, recycled commodities, use secondary materials, surplus equipment
- NYS Green Cleaning Law
- Executive Orders
 - 4 – Sustainability and Green Procurement; 18 – Bottled Water; 88 – Build Smart NY; 142 - Waste Reduction and Recycling; 142 – Biofuels in State Buildings and Vehicles
- Other

**dependent upon service or commodity*

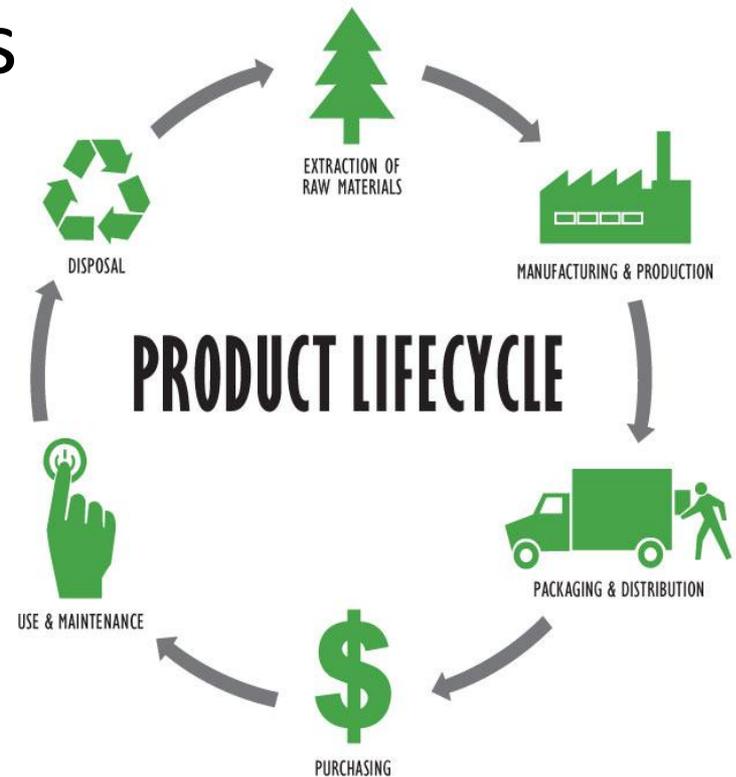
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Where do I start?

- Procurement Guidelines will soon include green procurement.
- Examples:
 - Products - paper, electronics, ink
 - Services - cleaning



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Power of Purchasing

\$8 billion annually

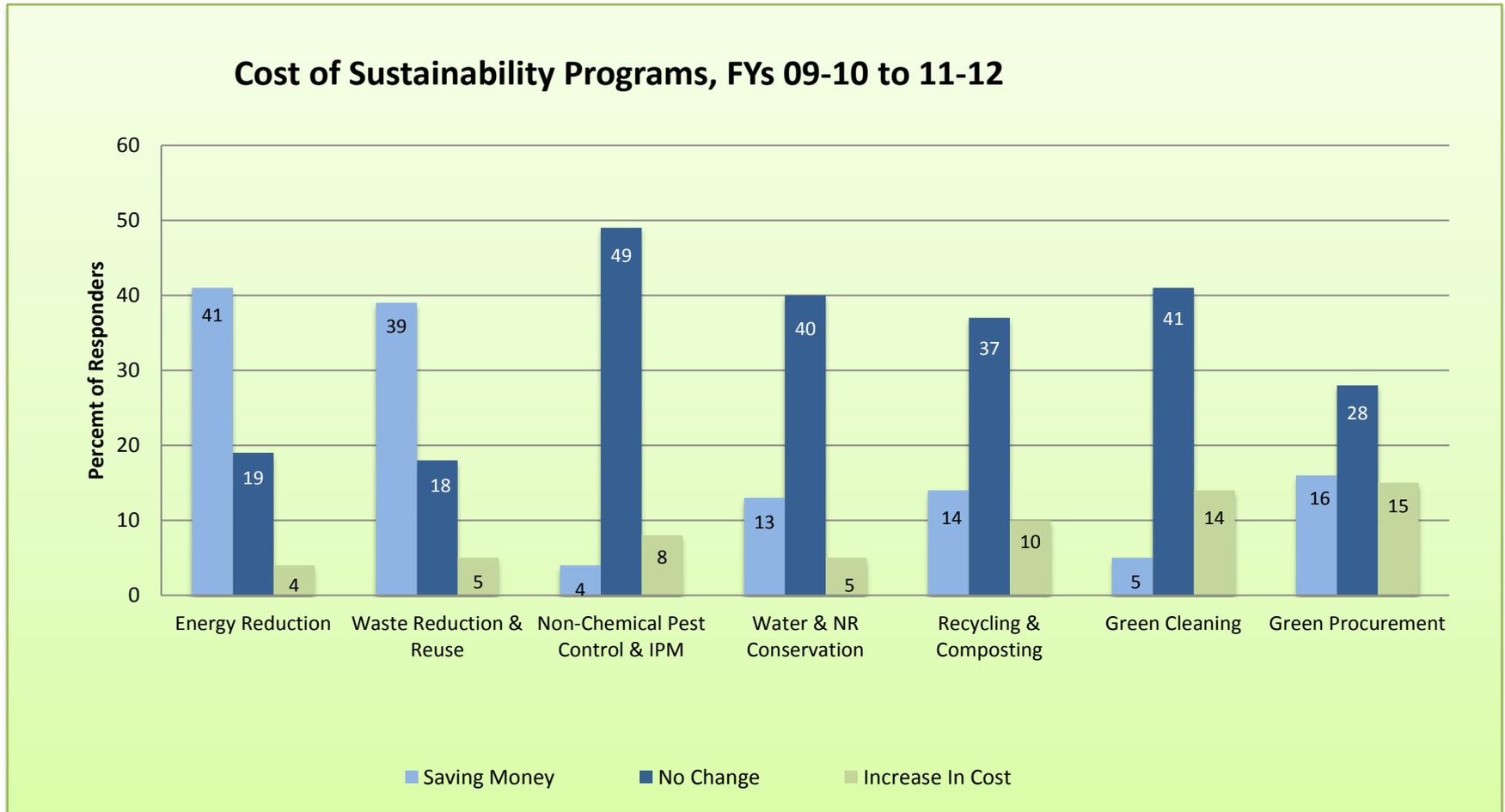


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Green Procurement and Cost



Waste Management and Paper Use

- 67% of waste generated was composted or recycled
- 321 pounds per employee
- Overall paper purchasing decreased 43%
- 100 % process chlorine-free recycled paper: 49% for copy paper and 70% for janitorial



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Reduction of Toxics and Pollutants

- 85% use green cleaning products
- 70% use Integrated Pest Management (IPM) for indoor pest control
- 80% reduce energy use
- 79% reuse office supplies



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EO 4 Procurement Directive

- Interagency Committee identifies Specifications to be used for the issuance of new contracts and new solicitations and for procurement under existing contracts UNLESS an exception applies.
- All copy paper, janitorial paper and other paper supplies shall be composed of 100% post-consumer recycled.
- All copy and janitorial paper shall be process chlorine-free.
- All publications shall be printed on 100% post-consumer recycled content paper.

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Approved Categories and Product Specifications

Category and Specification	OGS Contract Group
Category I - Office and Building Operations	
Compact Fluorescent Lamps	05400
Copy and Janitorial Paper	50211, 50213, 23400
Drinking Fountains	
Hand Soap/Cleaner	
Industrial/Institutional Cleaning Products	
Ink	
Outdoor Furniture/Playground Structures	21510
Pest Management	
Printing	50030,
Recycling Services	
Turf And Ornamental Management	
Vacuum Cleaners	

Approved Categories and Product Specifications

Category and Specification

OGS Contract Group

Category I - Office and Building Operations (continued)

Composting Toilets

Toilets

Electric Hand Dryers

Motion Sensitive Light Switches

Photo Voltaic Solar Systems

Acoustical Ceiling Tiles

Carpet and Carpet Tiles

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Approved Categories and Product Specifications

Category and Specification	OGS Contract Group
Category II - Food Service	
Single Use Food Containers	
Single Use Food Service Utensils	
Category III - Transportation	
Engine Block Heaters	
Hydraulic Oil	05701
Motor Oil	05700
Passenger Vehicles	40451
Pavement Marking Paint	38604
Traffic Message Boards	
Traffic Safety Products	38612
Treated Road Salt	01800

Approved Categories and Product Specifications

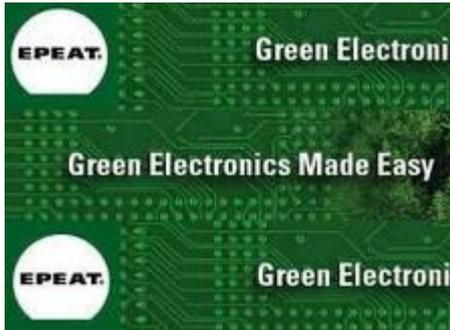
Category and Specification	OGS Contract Group
Category IV - Electronics/appliances	
Commercial Dishwashers	
Commercial Clothes Washers	36501
Desktop and Laptop Computers	
Domestic Clothes Washers	
Domestic Dishwashers	
Domestic Refrigerators	
Room Air Conditioners	

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Computer Aggregate Buy

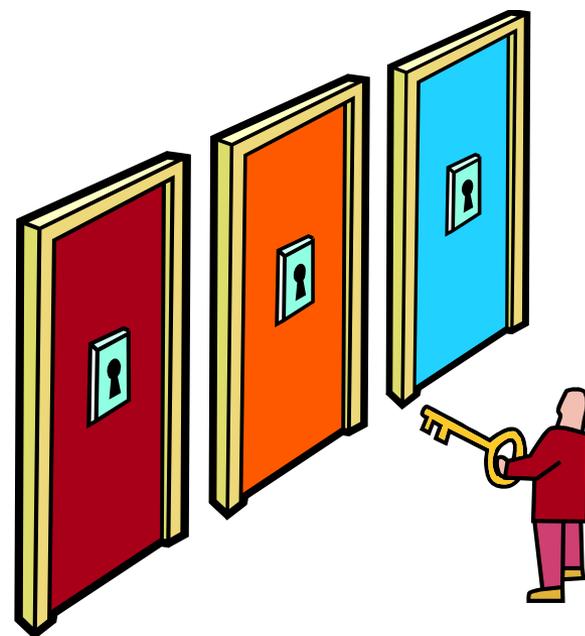


- EO-4 Spec requires EPEAT Silver +6
- Saved \$188 for OGS Contract, \$245 million from list price
- Will save enough energy (156 M kwh) to run 12,175 households for a year
- Avoided 2.3 million lbs of solid waste
- Reduced 12,600 lbs toxic material use

Green Procurement from all Sources

Procurement guidelines – integrate health, environment, cost of ownership in needs

1. Preferred Source
2. OGS State Contracts
3. Agency Contracts/Open Market



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Examples of “Green” Preferred Source Offerings

➤ Fleet Maintenance

- Bio based engine degreaser and extended performance oil filters

➤ Janitorial/Housekeeping Supplies

- Paper products and cleaning supplies

➤ Office Supplies

- Recycled paper, recycled toner cartridges

➤ Food Service

- Dinnerware and cutlery

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Environmentally Preferable NYSPro Contracts Codes

- E* - EPA Energy Star Award; Use when awarded product (s) is approved under the US Environmental Protection Agency's Energy Star Program.
- EE - Energy Efficient Award; Commodity contracts which fall into this category include, but are not limited to, those which use Life Cycle or Energy Efficient Costing in the bid evaluation or those which are Energy Efficient by their very nature, such as ballasts or rechargeable batteries.
- ES - Environmentally Sensitive Award; indicates an award such as integrated pest management.
- GR - "Green" Contract Award; containing environmentally friendly products or services.
- RA - Recycled Award; Use when awarded product (s) is Recycled but the award does not fit into either of the above categories (i.e. recycled product (s) is Low Bid Meeting Specifications) or when a combination of circumstances exists.

Environmentally Preferable NYSPro Contracts Codes

- RM – Remanufactured Award: Use when awarded product contains Remanufactured Components.
- RP - Recycled Preference Applied; Use when Price Preference is applied in awarding the contract to a Recycled product. RS - Recycled Specified; Use when the specification for a particular bid solicitation limits competition to Recycled products.
- SW - Solid Waste Impact Award: Use when awarded product (s) is not Recycled or Remanufactured but has an impact on solid waste management or the environment. Examples are Returnable Drums or items that reduce the Landfill or Encourage Recycling.

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NYS OGS - 50213 22446 100% Recycled Copy Paper, Truckload Lots - Microsoft Internet Explorer provided by New York State OGS

http://www.ogs.ny.gov/purchase/spg/awards/5021322446CAN.t

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State Contract Award Notices - Commodities

**100% Recycled Copy Paper
Processed Chlorine Free
(Truckload Lots)
(Statewide)**

Award Document <small>{Updated / Revised}</small>	Contract Period: July 01, 2012 to June 30, 2017
Contract Updates	Group: 50213 Award: 22446-GR,RS (Replaces 21427-GR,RS)
Use of Contracts: All State Agencies and Political Subdivisions	

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NYS OGS - 39000 20304 Industrial and Commercial Supplies and Equipment - Microsoft Internet Explorer provided by New York State

http://www.ogs.ny.gov/purchase/spg/awards/3900020304CAN.HTM

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State Contract Award Notices - Commodities

Industrial and Commercial Supplies and Equipment (Statewide)	
Award Document	Contract Period: October 01, 2007 - September 30, 2014
Contract Updates	Group: 39000 Award: 20304-E*-RA-RM (Replaces 4513, 4513A)
History Details	Use of Contracts: All State Agencies and Political Subdivisions
Recall Notices	Contact Person: Ruth Quezada Telephone: (518) 473-2801 Fax: (518) 474-1160
Customer Service	Contract Issued: October 01, 2007 Contract Updated: March 20, 2014
Description: This comprehensive catalog contract provides a means for inventory reduction by offering quick shipping (usually 24-48 hours) of a broad array of products; aggregation and purchase of a variety of different products from the same contractor with a single order and subsequent single payment voucher.	

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Total Cost of Ownership (TCO)

Things to consider in TCO:

- Acquisition Cost:

 - Price of Product

- Operating Cost

 - Supply Costs

 - Maintenance Costs

 - Energy Costs

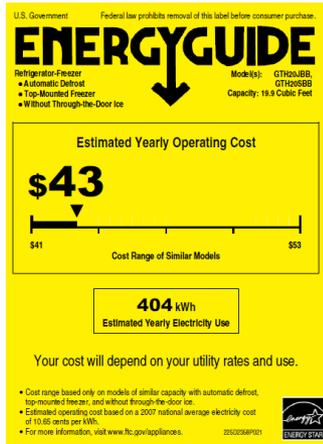
- Residual Value or Cost of Disposal

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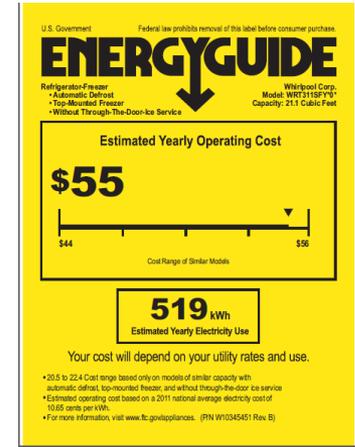
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Total Cost of Ownership (TCO)



Assumptions:
 \$0.1874/kwh
 7 Year Life



Purchase Cost \$854.00

Purchase Cost \$719.10

TCO= Purchase Cost + 7 Year Energy Cost

TCO= Purchase Cost + 7 Year Energy Cost

TCO = \$854 + 7 yrs. X 404 kwh/yr. x \$0.1874/kwh

TCO = \$719.10 + 7 yrs. X 519 kwh/yr. x \$0.1874/kwh

TCO = \$854 + \$529.97

TCO = \$719.10 + \$680.82

TCO = **\$1,383.97**

TCO = **\$1,399.92**

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Additional Steps

- Look for updated Procurement Guidelines
- Coordinate and Collaborate with colleagues
 - Within your agency -Sustainability Coordinator, Purchasing Agents, Energy Management and Operations , and IT
 - Reach out to EO4 Committees and other agencies
- Additional Resources
 - OGS website
 - Other State Agencies i.e., DEC, NYSERDA, EFC

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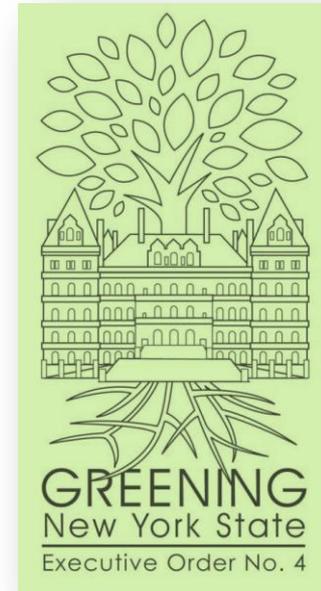
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