

The Devil's in the Details: Researching Product Specifications

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Responsible Purchasing Trends
May 12, 2009



Assemble Contract-specific “Green Team”

- ▶ EPP “Green Team” members
- ▶ Product end-users
- ▶ Product-specific technical experts
 - Internal (facility managers, electricians, etc.)
 - External (consultants, outside agencies, etc.)
- ▶ Discuss jurisdiction’s environmental policies
- ▶ Establish process for developing specs
- ▶ Agree on contract goals; liaison to agencies



Conduct Baseline Analysis

- ▶ Review existing contract specifications
- ▶ Evaluate historic usage data from vendor
- ▶ Solicit experiences/ideas of end-users
- ▶ Establish Contracting Procedures
 - RFP, RFQ, IFB
 - Single vendor versus multiple award
 - Minimum spec requirements versus points
 - Bid evaluation process





Develop Environmental and Technical Specifications

Develop technical specifications considering:

- ▶ Solicitations developed by other jurisdictions
- ▶ Reliable Eco-Logos (e.g., ENERGY STAR)
- ▶ Existing environmental standards (e.g., EU RoHS limits on mercury content)
- ▶ Life-cycle environmental/cost assessments

Tailor specs to your procurement process/goals

Sustainable Lighting Specifications

- ▶ Energy efficient; high CRI
- ▶ Long rated life
- ▶ Low-toxicity (mercury and lead)
- ▶ Sustainable production (safe Hg dosing)
- ▶ Recycling offered (“take-back”)
- ▶ Prohibit “red flag” products: (e.g., T12, T9 (circular), and “preheat” fluorescents; mercury vapor lamps, standard incandescents, magnetic ballasts)



Pilot Test New Environmentally Preferable Products

- ▶ Engage end-users early
- ▶ Set performance criteria
 - Should be no trade-off
- ▶ Request product samples
 - Try innovative products
- ▶ Only approve what works (“SF Approved”)
- ▶ Add new products to bid solicitation



Evaluate Bids



Ask bidders for info that can be easily evaluated

- ▶ Require disclosure of relevant attributes
 - New Jersey required mercury content disclosure
- ▶ Provide template for information submission
- ▶ Consider third-party verification of claims
- ▶ Review specs in pre-bid meeting
- ▶ Check information submitted by bidders

Educate contract users; track sales/compliance



Contact



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