The Devil's in the Details: Researching Product Specifications

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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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