

Getting to Green

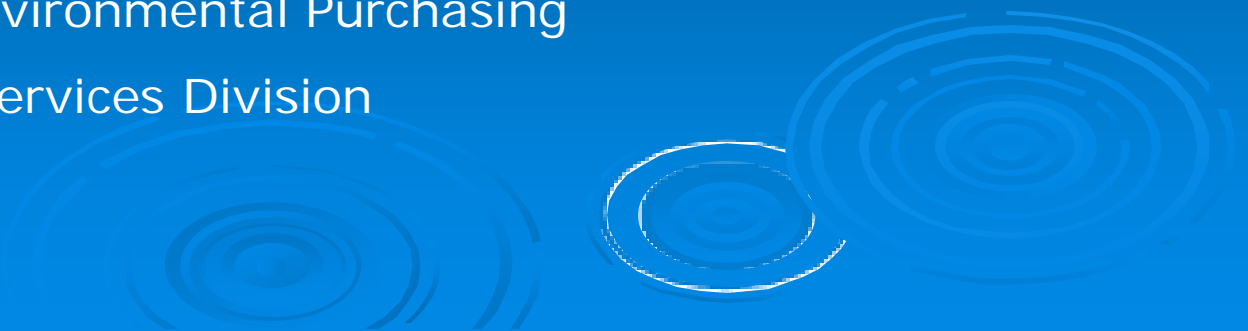
Through Statewide Contracts



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Agenda



- *EPP Program and OSD*
- *Executive Order #515*
- *What's Driving Demand?*
- *MA Statewide Contracts*
- *Resources*

EPP Program Overview

- OSD = central purchasing - state contracts for 1000s of products / services
- Currently over 4 doz. EPP contracts
- Staff works with purchasing teams
- State purchases increased from \$5 mil in FY94 to over \$285 mil in FY10
- **Over \$3 million in FY10 cost savings**
- Hosts annual vendor conference, conducts workshops, website



What's an EPP?

Environmentally Preferable Products (EPPs) ... products or services that have a lesser or reduced effect on human health and the environment when compared with competing products or services that serve the same purpose.

Recycled Content

Less toxic

Energy efficient

Reduce waste

Biodegradable

Conserve water

More durable



Recent MA Executive Orders

➤ EO 515 – October, 2009

- Establishes an Environmental Purchasing Policy
- Agencies are required to:
 - use EPP specs in all RFRs and contracts, educate staff, increase EPP purchases
 - identify toxics use reduction opportunities
 - use green cleaning products and services per OSD/EPP specs



➤ EO 484 – April, 2007

- Agencies are required to:
 - cut greenhouse gas emissions, reduce energy and water use
 - meet targets for using renewable energy sources

➤ Hundreds of policies and EOs nationwide

Driving the Demand for Green

➤ What's Driving Demand?

- Growing public concern
- Environmental mandates
- Increasing availability of greener products / services

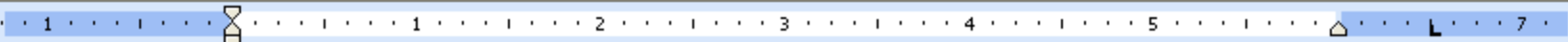
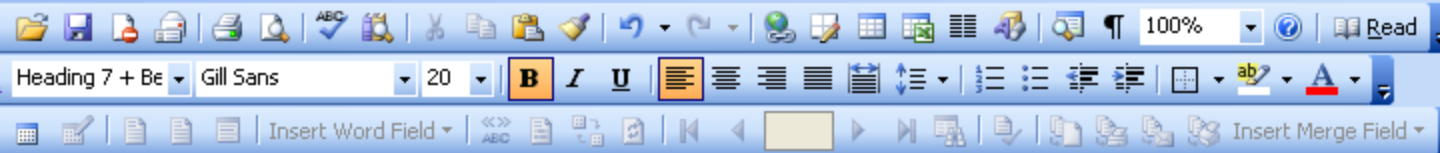
➤ Purchasers Respond

- More environmental contracts
- “Greener” specs for conventional products
- Use of eco-labels
- Looking at supplier environmental practices



Across the Board Contracts

- Alternative Snow and Ice Products
- **Anti-freeze, Remanufactured**
- Bio-Based Lubricants, Automotive
- Boxes, Recycled Corrugated,
- Building Materials & Supplies
- **Carpet and Flooring Products**
- Catering Services
- **EPP Cleaning Products / Services**
- Compost and Mulch, Recycled
- Diesel Emission Control Retrofits
- Diesel Fuels, Bio and Ultra Low Sulfur
- Electrical & Lighting Supplies
- Environmental Mgmt. Consultant
- Facility Maintenance & Energy Advisors
- Fertilizers, Organic / EPP Landscaping
- **Foodservice Supplies/Grocery Paper**
- Foodservice Equipment
- Fuel Card, Fuel Management Services
- Glass Beads, Recycled
- Industrial / Commercial Supplies
- IT Hardware, Computers, Mobile, Storage
- Moving & State Surplus Disposal Services
- Office Furnishings, Remanufactured
- **Office Supplies, Recycled**
- Photocopier Equipment and Supplies
- Plastic Lumber, Recycled
- **Plumbing, Heating, and HVAC**
- Power Controllers/Vending & Snack
- Printing Photocopying, & Mailing Services
- Promotional Incentives, Recycled
- Recycling Containers and Compost Bins
- Small Package Delivery Service
- Tires, Retread
- **Toner Cartridges, Remanufactured**
- Traffic Cones and Safety Products
- Trash Bags, Plastic, Imprinted
- Vehicles, CNG and Bio-Fuel, Hybrid Plug-in
- Vehicles, Short-term Rental
- **Water Filtration / Reverse Osmosis System**
- + Various Recycling Services



Anti-Freeze, Remanufactured



Contract #: OVM03 **OSD Up date #:** 09-12A
Expiration Date: 9/30/10
OSD Contract Manager: **Iren Wides (617) 720-3178**
OSD Environmental Contact: **Marcia Deegler (617) 720-3356**

Contract Summary: These products are included as part of Contract # OVM03, Motor Oil, Re-Refined, Anti-freeze and Other Lubricants. This portion of the contract (Category II) provides recycled anti-freeze made from 100%-recycled ethylene glycol in both ready-to-use and concentrated forms and in 1 gallon and 55 drum quantities.

Contractor Information:

Contractor Name	Contact Information	Recycled Anti-freeze Specifications
Antifreeze Technology Systems 1 Seasons Lane Londonderry, NH 03053	Nancy Hamory Phone: 603-432-4444 ATSNH@aol.com	<ul style="list-style-type: none"> All antifreeze meets the cooling, freeze protection, and corrosion resistance requirements of gasoline, diesel, propane and natural gas engines.

Product Description and Pricing (all pricing includes delivery)

Brand Name	Product Description	Quantity	Cost Statewide

STEP 5: CHOOSE QUALITY ALTERNATIVES IN CATEGORIES YOU WANT TO FOCUS ON, WITHIN YOUR BUDGET REALITIES



Save\$mart Program



- Partnership with Current Statewide Vendors
- Provide an opportunity for ADDITIONAL cost saving opportunities
- Offered from 30 days to 6 months
- Before you Buy – go to www.mass.gov/OSD and click on the Save\$mart logo!



Current \$ave\$mart Opportunities

SaveSmart Program

The OSD \$ave\$mart Program is a partnership between OSD and Statewide Contact Vendors to create additional cost savings and opportunities for all eligible entities utilizing Statewide Contracts. These opportunities could be in the form of reduction in cost for a limited time, free training opportunities, and other offerings.

About SaveSmart

[CLT06 - Clothing, Uniforms, Footwear, Accessories and Hygiene Supplies / Razz-M-Tazz](#)

[ITT09 - Communication Network Services Procurement / Verizon New England Inc. \(☐Verizon☐\)](#)

[ITT09 - Communication Network Services Procurement / Verizon New England Inc. \("Verizon"\)](#)

[ITT09 - Communication Network Services Procurement / Verizon Wireless](#)

[ITT37 - Merrimack Education Center \(For Existing Customers\)](#)

[ITT37 - Merrimack Education Center \(For New Customers\)](#)

[OFF16 - Digital Photocopiers - Categories 1B,1C & 1D / Konica Minolta](#)

[OFF16 - Category 1B - Digital Photocopiers - Black & White / New England Copy Specialists \(NECS\)](#)

[OFF16 - Digital Photocopiers: Category 1B Black & White and Category and 1D Black & White-Color / Ricoh](#)

[OFF21 - Digital Duplicating Equipment, Supplies and Services / RISO, Inc.](#)

[OFF22 - Postage & Mail Processing Equipment](#)

[OFF28 - Office Supplies / W.B. Mason](#)



Select a link to view
the \$ave\$mart details

EPP Resources

- EPP Home Page = www.mass.gov/epp
 - Summary document on the EO 515
 - Seven links to info on finding EPPs on state contracts, downloadable guides and resources, product fact sheets, guidance for vendors, more
- EPP Guide to Statewide Contracts
- Calculators and e-tools
- Resources for Vendors
- Direct links to other EPP websites
- EPP Vendor Fair
 - Soon to be *GreenSTAR!*

