



WASHINGTON STATE DEPARTMENT OF ENTERPRISE SERVICES

The EPP Sweet Spot

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EPP =
Ensuring our products
& services reduce the
negative effect on
human health & the
environment vs
possibly causing harm

DES / ECY EPP Priority
“Low Hanging Fruit”

AKA - The EPP Sweet Spot

The EPP SWEET SPOT

Our strategic approach
is to start here, then
work our way outward

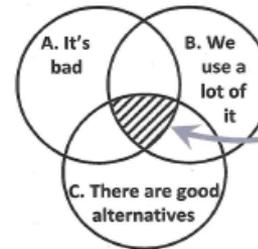




Defining a Successful EPP Process

version 2.0 – 3/23/17

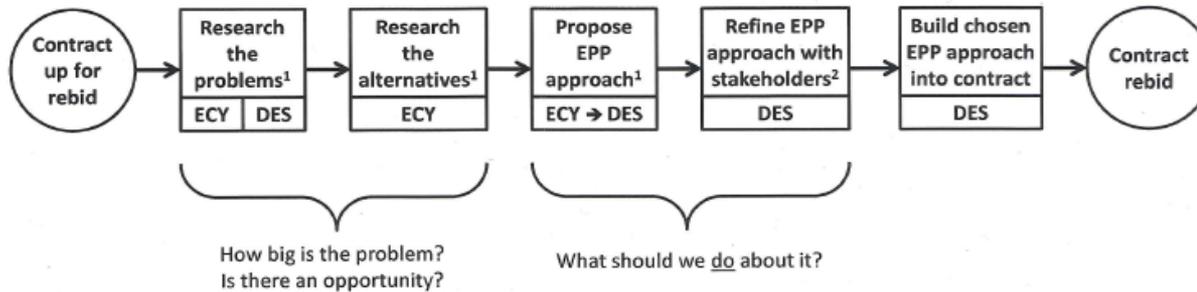
DRAFT



The EPP Sweet Spot

– Our strategic approach
is to start here...
...then work our way out.

DES Procurement Re-Bid Process



Our Goal: Break down old myths about EPP

MYTH:	REALITY:
"Doing the right thing costs more."	In some cases now, we are paying <u>extra</u> to pollute more.
"Green alternatives don't work."	We are only looking at the ones that <u>do</u> .

¹ Based on success in other states & industry

² User agencies, industry, vendor/supplier community

Defining a Desired Future State

- Sustainable procurement is default part of the procurement process
- Engage with stakeholders on priority contracts far ahead of time
- **Myths are busted!**



Prioritizing Contracts

Human Health and Environmental Risks

- Greenhouse gas emissions
- Toxics (PBTs, PCBs, Chemicals of Concern)
- Water and Energy Use
- Landfill-Bound Waste

Procurement Considerations

- Safer alternatives
- Spend dynamics
- Potential for cost reductions
- Potential for demand management



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Pilot Contracts

Flooring

Single Use
Foodservice Ware

Pilot
Contracts

Household Appliances

Janitorial Chemicals &
Supplies



Challenges

- Complexity of developing specifications
- Verifying product performance (Bullitt Center)
- What makes a product or service sustainable?
- Cost considerations
- May have no requirement to consider sustainability in purchasing



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How to address The challenges

- Sustainability certifications and standards
- Cooperative purchasing
- Model contract language
- Analyze supply chain maturity
- Need an integrated program

Need to Answer Questions Like:

- What eco-labels are relevant and trustworthy?
- How to get e-catalog provider to label correctly?
- How do I best communicate with vendors?
- How do I deal with first cost/TCO issues?
- Will there need to be a change in policy?



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Sustainable Purchasing Has come a long way!

SFTool (GSA)

EPA Assessment and Recommendations

RPN Playbook for Cities

Climate Friendly Purchasing Toolkit

Sustainable Purchasing Leadership
Council

MA, New York State, King County, etc!

Desired Result

- Sustainability becomes a default part of the contract development process
- Sustainability is consistently considered in a proactive way
- Sustainability is meaningfully scored

We've achieved the Sweet Spot!

Questions?



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Thank you



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