



The Solutions Network

Rochester, New York

ENERGY STAR[®] Purchasing Resources



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What is ENERGY STAR® Purchasing & Procurement?



- ENERGY STAR Purchasing & Procurement helps organizations identify, specify, and purchase ENERGY STAR qualified products as part of an overall energy management strategy.

The ENERGY STAR® Label



- A trusted symbol that identifies products with superior energy performance
- Voluntary labeling program jointly managed by EPA and DOE
- Over 40 product categories and 14,000 product models

Benefits of Purchasing ENERGY STAR® Qualified Products



- Equivalent or better quality
- Consume less energy
- Lower utility bills
- Publicly demonstrate commitment to environment

ENERGY STAR® Qualified Product Categories



Lighting

Appliances

Consumer Electronics

Office Equipment

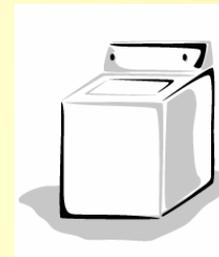
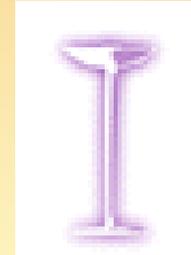
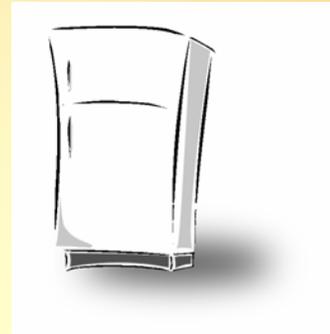
Food Service Equipment

Heating & Cooling

Windows & Roofing

Transformers

Traffic Lights



ENERGY STAR® Purchasing Tools



- Product listings (both ENERGY STAR qualified and FEMP designated)
- Sample product specifications
- Sample drop-in procurement language
- Sample savings/life cycle cost calculators
- Briefings for procurement officials on ENERGY STAR Purchasing Resources

Available at www.energystar.gov/purchasing

Purchasing Web Site

www.energystar.gov/purchasing



ENERGY STAR®

ENVIRONMENTAL LEADERSHIP ADDS VALUE TO YOUR BOTTOM LINE AND CORPORATE REPUTATION

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Purchasing & Procurement

Purchasing efficient products reduces energy costs without compromising quality. Successful energy management programs adopt a procurement policy as a key element for their overall strategy. Instituting an effective policy can be as easy as asking procurement officials to specify ENERGY STAR qualified products, such as office equipment, in their contracts or purchase orders. For products not covered under ENERGY STAR, EPA provides links to the Department of Energy's recommended efficient products used by federal government procurement officials.

The EPA resources below are designed to assist procurement officials in smart purchase decisions. Take advantage of [on-line training](#) to understand the full range of purchasing opportunities.

Choose a Category

Product Information	Savings Information	Procurement Information
Commercial Appliances		
Commercial Clothes Washers		+ Product List
Commercial Solid Door & Reach-in Refrigerators		+ Product List (Excel)
Apartment Size Refrigerators		+ Store Locator
Commercial Heating & Cooling Products		

For Specific Organizations & Businesses

Education: [K-12](#) [Higher Education](#)

Real Estate: [Commercial](#) [Corporate](#)

[Government](#) [Healthcare](#) [Hospitality](#) [Industry](#) [Retail](#) [Service & Product Providers](#) [Utilities/Efficiency](#) [Program Sponsors](#)

Benefits of purchasing ENERGY STAR labeled and FEMP recommended products:

- + These products use 25 to 50% less energy
- + Reduced energy

[Guidelines for Energy Management](#)
[Tools & Resources](#)
 + [Portfolio Manager](#)
 + [Target Finder](#)
[Find Labeled Buildings](#)
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Example: Procurement Language & Specifications - Exit Signs



- Drag and drop procurement language

The Vendor Must:

Provide exit signs that meet the ENERGY STAR guidelines for energy efficiency. For ENERGY STAR qualified exit sign guidelines, see table:

- Input power - ≤ 5 watts
- Luminance contrast - > 0.8
- Average luminance- > 15 cd/m²
(measured at 0° and 45° viewing angles)
- Manufacturer warranty - 5 years

Savings Calculator - Exit Signs



- **Purchasing Assumptions**

- Number of exit signs: 500
- Purchase price
 - ENERGY STAR: \$85
 - Non- ENERGY STAR : \$55
- Lamp Replacement Costs
 - ENERGY STAR : \$0 each year
 - Non- ENERGY STAR : \$16 total each year
- Electricity cost: \$0.06/kWh

Savings Calculator - Exit Signs



	<u>ENERGY STAR</u>	<u>Non- ENERGY STAR</u>
<i>Annual Operating Cost</i>		
Energy cost	\$1,314	\$10,512
Maintenance cost	\$0	\$13,860
Total:	\$1,314	\$24,372
 <i>Life Cycle Cost</i>		
Lifetime operating cost	\$10,658	\$188,315
Purchase price	\$42,500	\$27,500
Total:	\$53,158	\$215,815

Savings Calculator - Exit Signs



- **Savings Results**

- Total annual savings: \$23,058
- Total net life cycle savings: \$162,658
- Payback in 8 months
- Carbon emissions reduction equivalent to removing 229 cars from the road.

Energy-Efficient Purchasing



- States:
 - Indiana
 - Maryland
 - Hawaii

- Colleges and universities:
 - Penn State University
 - University of Maine
 - Green Mountain College

5 Steps for Procuring ENERGY STAR® Qualified Products



- 1 **Review** purchasing policies and identify product categories where savings exist
- 2 **Visit** www.energystar.gov/purchasing for product listings, and access Savings Calculators to determine savings opportunities
- 3 **Coordinate** with appropriate offices within organization to encourage the purchase of identified ENERGY STAR products
- 4 **Modify** procurement language and inform employees
- 5 **Track and communicate** success

Why Monitor Power Management (MPM)?



- 54 million office computers and monitors use 1% of the nation's electricity
- More than half of electricity used to power monitors is wasted:
 - 60% left on at night
 - 45% not enabled for power management
- MPM places active monitors (70 watts) into a low power “sleep” mode (4 watts)
- Free software available at www.energystar.gov/powermanagement

Why MPM? Savings



- A 1,000-computer organization typically saves 200,000 kWh by enabling MPM. Equivalent to...
 - \$20,000/year (at 10 cents/kWh),
 - 40 acres of trees,
 - Emissions from 27 cars, or
 - 170 homes lit

Case Studies



- Cisco Systems
 - 50,000 Computers
 - Will save \$1 million annually
- Fairfax County Public Schools
 - 60,000 Computers
 - Will save \$600,000 annually
- Westchester County
 - 3,000 Computers
 - Projected to save \$60,000 annually

MPM Barriers and Tools



- **IT Manager**

- Barrier: Time consuming task that has no bearing his performance
- Tools: Free software and IT consulting services

- **End User**

- Barrier: Education Hurdle
- Tools: Outreach materials to demonstrate MPM virtues

- **Upper Management**

- Barrier: Indifference
- Tools: Positive publicity through a successful PR campaign

PR Tool - Million Monitor Drive Campaign



- Organizations pledge to “contribute” to the goal of addressing a million monitors in 2002. (Goal reached in 2002.)
- Helps secure high priority for MPM within organization.
- Honored Top Contributors to Million Monitor Drive at ENERGY STAR Awards ceremony

For More Information



- www.energystar.gov
- 1-888-STAR-YES (782-7937)
- The Cadmus Group, Inc., EPA Contractor
 - State & local governments & hospitality:
 - Steve Jurovics, 919-403-5104, sjurovics@cadmusgroup.com
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