

# Sandia National Laboratories Online Green Ordering System

Jimmy Romero, SNL Contracting Representative

Anastasia Richardson, Shaw E&I



Sandia is a multiprogram laboratory operated by Sandia Corporation, a Lockheed Martin Company, for the United States Department of Energy under contract DE-AC04-94AL85000.



## Sandia National Laboratories



- Sandia is a multi-program engineering and science laboratory that performs a variety of research and development projects that respond to national security threats.
- Sandia has two locations the primary facility is located on Kirtland Air Force Base in Albuquerque, New Mexico
- Sandia employs approximately 10,000 employees, students, and contractors

Sandia National Laboratories – Online Green Ordering System

2

## Sandia's Green Purchasing Program (GPP) Goals

- Meet 100% of EPA requirements for purchasing materials with recycled content.
- Increase the purchase of non-EPA listed products with recycled content
- Increase purchase of products with other environmental benefits (low emissions, energy-efficient, water-efficient, durable, bio-based, locally manufactured).



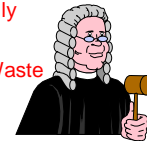
Sandia National Laboratories – Online Green Ordering System

3

## AP Driver--Prime Contract

**SNL Prime Contract (Clause 117) requires that SNL comply with:**

- DOE Acquisition Regulation (DEAR) 48 CFR Part 970.5204-39 "Acquisition & Use of Environmentally Preferable Products & Services"
- EO 13101 "Federal Acquisition, Recycling, and Waste Prevention"
- RCRA Section 6002 "Federal Procurement"
- 40 CFR 247 "Comprehensive Procurement Guidelines for Products Containing Recovered Materials"
- "U.S. DOE Affirmative Procurement Program for Products Containing Recovered Materials"



Sandia National Laboratories – Online Green Ordering System



## SNL Purchasing Mechanisms

Purchase Requisition – traditional mechanism.  
More commonly used for high dollar purchases.

- Just-In-Time Vendors – SNL contracts that are placed with specific vendors to supply Low value purchases to Sandians on a continual basis.

Purchase Card (P-Card) – low value purchase mechanism that allows each Requester to purchase material without using the traditional Purchase Requisition.

• = Green Purchasing Mechanism

Sandia National Laboratories – Online Green Ordering System

5



## Environmentally Preferable JIT Contracts

Closed-Loop Remanufactured Toner Cartridge

Inclusion of Green Products and waste reduction in the Office Products Contract RFP

Recycled Paper Contract

Closed-Loop Re-refined Oil Contract

Closed-Loop Re-tread Tire Contract

Green Chemicals included in Fischer Scientific Contract

Sandia National Laboratories – Online Green Ordering System

6



## Our System

Sandia is using the off-the-shelf Oracle 11i Internet Procurement (IP) System.

The IP System links all of the JIT supplier catalogs to one system. The system provides descriptions, Sandia negotiated pricing and pictures of available items.

Any Sandian with Oracle software on their desktop can gain access.

All departments have at least one designated employee to procure department supplies.

Sandia National Laboratories – Online Green Ordering System

7



## Motivations

Threat of P-Card – In 1997 Sandia began issuing P-cards with a limit of \$25k/month/holder (Small \$ value purchases: Ex: Office Supplies)

Threat to our JIT Suppliers – Non exclusive agreements

Threat to purchasing controls/reporting

Sandia National Laboratories – Online Green Ordering System

8

# Advantages

Oracle - Commercial, Off-the-Shelf Purchasing Software

JIT concept for Office Supplies since 1992. Currently have over 52 separate JIT contracts.

Convenience of JIT for both suppliers and requesters

More control over purchases than P-Cards

**On the IP Homepage, there are four ways to search:**

- Find a Product
- Browse Lists
- Shop Tab
- Go Shopping

top:Catalog > Catalog Search Results

top item matches found in:  
 Categories [COMPUTER TONER CARTRIDGES RECYCLED](#) [more...](#)  
[Shopping Lists](#)

Search Results for remanufactured toner

Select item(s) and... [Add to Cart](#) [Add to Favorites](#) [Compare](#)

Filter Results or Sort by **None**  Ascending  Descending [Go](#)

Select All [Clear All](#) [Previous](#) 1 - 10 shown of 100+ [Next](#)

Select	Description	Unit	Unit Price	Supplier	Supplier Item	Supplier Site	Internal Item Number	Contract Number	Contract Price	Contract Currency	Category
<input type="checkbox"/>	CANON LASER FAX CARTRIDGES REMANUFACTURED FX-2 LC5000_5500_7000_7100_7500_7700_(H11-6321-220)	EACH	37.50	DOCUMENT SOLUTIONS INC	DSB-CL500	AUTOSOURCE					COMPUTER TONER CARTRIDGES RECYCLED
<input type="checkbox"/>	CANON LASER FAX CARTRIDGES REMANUFACTURED FX-3 CF4L4000_14500_MULTIPASS L 8000_5L_(H11-6381-220)	EACH	37.50	DOCUMENT SOLUTIONS INC	DSB-CL400	AUTOSOURCE					COMPUTER TONER CARTRIDGES RECYCLED
<input type="checkbox"/>	CANON LASER FAX CARTRIDGES REMANUFACTURED FX-4 L1X-R500_9000	EACH	36.75	DOCUMENT SOLUTIONS INC	DSB-CL1000	AUTOSOURCE					COMPUTER TONER CARTRIDGES RECYCLED

top:Catalog > Catalog Search Results > Sort Results > Item Detail

**Item Detail**

HP LASER TONER CARTRIDGE REMANUFACTURED LJ 1100, 1100A, 1100SE BLACK, (C4092A)

HEWLETT PACKARD LASERJET REMANUFACTURED TONER CARTRIDGE, LJ 1100, 1100A, 1100SE, BLACK TONER, (2,500 YIELD), (C4092A), For Questions, Call Document Solutions at 255-1450

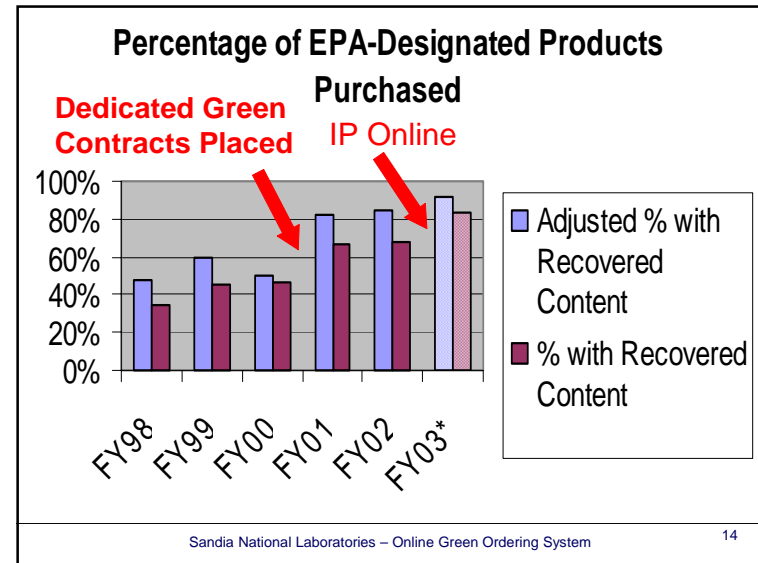
Unit EACH  
 Unit Price **41.96**  
 Currency USD  
 Supplier DOCUMENT SOLUTIONS INC  
 Supplier Item DSA-102512-R  
 Lead Time 3  
 Functional Currency Price **41.96**  
 Supplier Site AUTOSOURCE  
 Category COMPUTER.TONER CARTRIDGES RECYCLED

[Add to Cart](#) [Add to Favorites](#)

## Results

Sandia National Laboratories – Online Green Ordering System

13



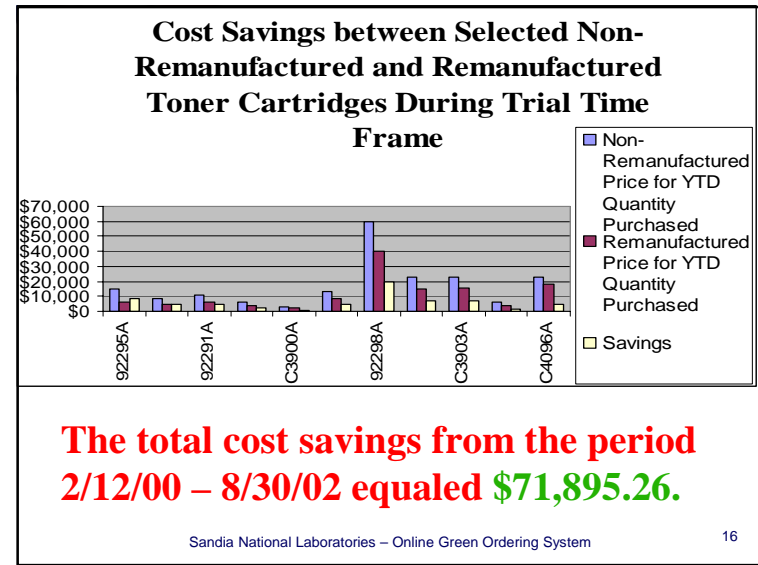
	SANDIA SVC	DOC. SOL.	BOISE	DPI SW	ARAMAR K
QUALITY	8.8	7.9	8.7	6	8.5
PRICE	8.3	8.4	8.2	6.5	8.2

The Green Team polls our Sandia end users to determine if the products they are receiving meet their quality expectations.

Green Product Suppliers were rated on a scale of 1 to 10, with 1 = poor quality and price; 5 = acceptable quality and price, and 10 = excellent quality and price. The data represents a sample of 250 "Top Users"

Sandia National Laboratories – Online Green Ordering System

15



## Lessons Learned

Team work among the various disciplines (Purchasing, Pollution Prevention, Suppliers) involved in Green Purchasing is very important.

Insure that the QUALITY of the Green Product stands up to testing against a Virgin Product.

Work with current suppliers to the extent possible, but if problems still arise be willing to step out of the box.

## FY03 Procurement/ P2 Actions

Continue education campaign of EPP for SNL lines

Continue improving tracking system on EPP purchases for reporting

Create on-line justification process for buying nonrecycled products

Create On-line Survey Mechanism to determine customer satisfaction

Continue to modify existing contracts to comply w/ GPP Goals

Include Environmental Friendliness as an Evaluation Factor in future JIT RFQs

## The Key to Success...

## Be Patient and Persistent

