



Green Suppliers Network

Lean, P2, and Greening the Supply Chain
NEWMOA Webinar
11-03-2009



Green Suppliers Network (GSN)

- **Collaboration between EPA and DOC Commerce**
- **National Institute of Standard and Technology Manufacturing Extension Partnership (NIST/MEP)**
- **Provides low cost technical reviews to small and medium-sized manufacturers using Lean and Clean methodologies to increase productivity, reduce waste, and boost profitability**

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The Green Suppliers Network Key Players and Roles

- **US EPA, OPPTS, Pollution Prevention Program**
 - Founded and piloted program in 2001
 - Coordinates, manages and funds Green Suppliers Network
- **NIST MEP**
 - Organized under the Department of Commerce, National Institute Of Standards And Technology, Manufacturing Extension Partnership (NIST MEP)
 - Certified MEP Centers conduct technical reviews
- **EPA Regions**
 - Uses Green Suppliers Network to support Regional priorities
- **State Pollution Prevention (P2) Technical Assistance Providers (TAPs)**
 - Partner with NIST MEP centers in reviews and provide environmental expertise
- **Large Manufacturers and Supply Chains**
- **Suppliers**

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What is Unique About the Green Suppliers Network?

- **Aligns environmental and economic interests throughout the supply chain**
- **Brings together two national systems – State P2 TAPs and MEP centers**
- **Intended to support not replace existing State and Regional programs**
- **Meeting industry needs to work with and support its suppliers**
- **Industry drives supplier participation, not EPA**
- **Brings cost savings to suppliers**
- **Collects aggregate data through review process**

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The Green Suppliers Network How It Works

- Step 1.** EPA engages large manufacturer supply chain.
- Step 2.** Large manufacturer solicits supplier participation, or supplier self-nominates.
- Step 3.** Green Suppliers Network review team (NIST MEP and State environmental experts) to provide Lean and Clean technical assistance to suppliers.
- Step 4.** The Team works with supplier facility to identify, prioritize and implement solutions that achieve business and environmental results.
- Step 5.** NIST MEP completes final report including a cost benefit analysis of all identified opportunities with input from the State practitioners.
- Step 6.** The Team works with facility to act on opportunities and can identify regional/state implementation support
- Step 7.** NIST MEP conducts follow-up survey with supplier one year later.

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Participation Benefits for States

- **Leverages successful model**
- **Delivery mechanism for other state programs**
- **GSN Review Team becomes point of contact for company**
- **Measurable positive impact on the state economy**
- **Standardized metrics**
- **Additional formal training/tools from national resources**
such as new On-Line Training available at
<https://www.greensuppliers.gov>

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Green Suppliers Network Results

Potential savings for 125 Green Suppliers Network Reviews:

| | |
|---|---------------------|
| Cost Savings from Environmental Impact Opportunities | \$24,621,055 |
| Energy Conservation (MM BTUs) | 2,940,082 |
| Water Conservation (Gallons) | 92,239,037 |
| Air Emission Reduction (lbs) | 1,825,721 |
| Solid Waste Reduction (lbs) | 8,133,044 |
| Cost Savings from Lean Opportunities | \$36,214,040 |
| Cost Savings from Other Opportunities | \$1,146,947 |
| Total Potential Cost Savings | \$61,982,042 |
| Cost Savings from One-time Lean Opportunities | \$38,355,551 |

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Review Specifics

- Cost
 - \$7,500 Cost of review
 - \$1,000 U.S. EPA program discount*
 - \$6,500 Total cost to supplier for Green Suppliers review
- **Supplier benefits often exceed 3:1 ROI**
- Reviews offered first come, first served
- Reviews focus on single process
- On-site reviews take 2-3 days
- Reports generated in 4-6 weeks
- Technical assistance providers disclosed before review

*Suppliers must qualify under SBA's definition of a small business as having 500 employees or less per facility.

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Regions 1 and 2 Participation in GSN

- 40 Reviews completed to date
- 2 Reviews in progress
- 5 Leads (identifying the review team)

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Funding Opportunities for States

- P2 Grants
- Source Reduction Assistance Grants
- Grants should line up with Regional priorities
- Several states (TX, MI, MO) have used these grants to support their participation in the GSN

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GSN Special Projects

- Utility Alliance – looking at same product suppliers for opportunities to green through GSN assessments
- Baxter Healthcare – GSN assessments aligned with suppliers of specific product/process
- Sector approaches to suppliers

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Contact Information

For more information about the Green Suppliers Network visit www.greensuppliers.gov or contact:

Becky Cool - State and Regional Coordinator
(cool.rebecca@epa.gov or 202-564-9138)

Kristin Pierre - Program Manager
(pierre.kristin@epa.gov or 202-564-8837)

Alex Folk - Center Operations Manager/NIST MEP
(alex.folk@nist.gov or 301.975.8089)

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