

# Cleaning the Green Way

## Massachusetts Experience Purchasing Green Cleaners

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May 27, 2004

## Overview



- A few words about OSD
- Cleaning for health
- History of buying green cleaners in MA
- Barriers
- Dealing with the cost
- Lessons learned

## OSD and EPP... WTHIT?

- Central purchasing office for the Commonwealth
  - Statewide contracts (SWCs) worth \$200-400 annually
  - All state agencies are required to use SWCs
  - Best value procurements
- Environmental Purchasing Products (EPP) Procurement Program
  - Research, spec writing, education and outreach
  - Over 30 contracts, hundreds of products and services



## Cleaning for Health: Strategy



- Goal
  - To protect the health of workers and occupants while maintaining valuable property
- Principles
  - Maintain safety of all workers and occupants
  - Clean for health first and appearance second
  - Minimize residues / clean efficiently
  - Clean to improve the building environment
  - Dispose of cleaning waste properly

## Cleaning for Health: Tactics

- Minimize dirt
  - Walkway mats
  - Rethink space usage
- Train staff and educate building occupants
- Buy and manage chemicals better
  - Minimize the number of cleaning products used
  - Switch to safer cleaning products
  - Use more toxic products on an as-needed basis
  - Manage chemical inventory efficiently
  - Monitor chemical usage



## Commonwealth of MA: Buying Green Cleaners Since 1998

- First contract awarded in 1998
  - 5 cleaner lines in 7 categories
  - Evaluated both formulation and performance
- Lessons
  - Evaluation issues: expertise, staff time, performance evaluation methodology
  - Need for one-stop shopping
  - Importance of training
  - No standard specifications nationwide



## Current Contract: GRO-16



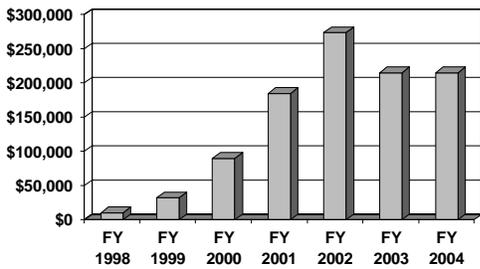
- Awarded in 2002
- Goals:
  - Make the contract more user-friendly
  - Simplify bidding and evaluation process
- Mandatory Categories
  - General Purpose, bathroom, glass cleaner
- Desirable categories
  - Carpet, disinfectant/sanitizer, floor care systems, hand soaps

## Procurement Process

- Specification development:
  - Multi-entity working group
  - Green Seal Standard GS-37 - basis for categories 1-5
- Formulation evaluation:
  - Green Seal
- Performance evaluation:
  - Surface Solutions Lab, MA Toxic Use Reduction Institute
- Final evaluation:
  - Formulation + Performance + Price = Best Value



## Purchasing Volumes



## Purchasing Barriers



- The usual suspects
  - Cost
  - Performance
  - Availability
- The "green confusion" factor
- Motivation
  - Occupant
  - Building owner
  - Building maintenance contractor

## Dealing with the Cost

- How much is it really?
  - Portion of the overall budget
  - RTU cost comparison
- Opportunities to save
  - Proportioning systems
  - Altering existing practices
  - Creative contracting



## Lessons: Setting up the Purchase

- Minimize the amount of extra work
  - Use existing specifications
  - Specify third-party evaluation
- Making the contract work better
  - Require training
  - Look for one-stop shopping
  - Add performance measures



## Lessons: As You Switch



- Communicate with employees and building occupants
- Be prepared to modify your existing practices
- Work with your contractor
- Check your contractor
  - Products
  - Pricing
  - Quality of trainings
  - Customer service

## More Information



- MA EPP Website
  - [www.mass.gov/epp](http://www.mass.gov/epp)
- Comm-PASS – state procurement website
  - [www.Comm-PASS.com](http://www.Comm-PASS.com)
- EPP Vendor Fair
  - October 26, 2004
  - Worcester, MA