Cleaning the Green Way
Massachusetts Experience
Purchasing Green Cleaners

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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

- 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**

- **$0** - FY 1998
- **$100,000** - FY 1999
- **$150,000** - FY 2000
- **$200,000** - FY 2001
- **$250,000** - FY 2002
- **$300,000** - FY 2003
- **$350,000** - FY 2004

**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
- Comm-PASS – state procurement website
  - www.Comm-PASS.com
- EPP Vendor Fair
  - October 26, 2004
  - Worcester, MA