WDOH Flame Retardant Committee Meeting

January 2019
Four Ways to Contract with the State

1. **Master contracts** – Centralized contracts used by multiple agencies (managed by Enterprise Services)

2. **Agency contracts** – Single agency contracts that follow a competitive bid process

3. **Direct buy** – Direct sales under $10,000 ($13,000 for small and diverse businesses) that do not require a competitive bid process

4. **Other** – Sole source, emergency, public works, grants, client services, etc.
Master Contracts

- ‘Procurement Bridge’ developed by Enterprise Services
- Contractual Agreement between State of Washington and Vendor counterparty that enables eligible purchasers to purchase specified goods/services.

Types

- Master Contracts
  - RCW 39.26.050 Master Contracts
- Cooperative Purchasing Agreements
  - RCW 39.26.060 NASPO Coops
- Other GPO
  - RCW 39.26.060 MN Rx Rebate
Eligible Purchasers

- State Agencies
- Other
  - Political Subdivisions
  - Tribes
  - Federal agencies
  - Public benefit nonprofits
**IT Master Contracts Spend**

**IT Contract Spend by Purchaser Type**

- Agencies: $100,000,000 (35%)
- K-12 & Higher Ed.: $80,000,000 (25%)
- Cities & Counties: $60,000,000 (24%)
- Districts: $40,000,000 (6%)
- Boards & Commissions: $20,000,000 (3%)
- Non-profits: $10,000,000 (2%)
- Tribes, Associations, Ports, Libraries: less than 1% each
# Top 10 Master Contracts 2018

<table>
<thead>
<tr>
<th>No.</th>
<th>Contract</th>
<th>MC or Coop</th>
<th>Spend ($)</th>
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<tbody>
<tr>
<td>09214</td>
<td>Heavy Duty Mass Transit Vehicles (Buses)</td>
<td>MC*</td>
<td>123,702,496</td>
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<tr>
<td>05411</td>
<td>Infant Formula</td>
<td>Coop</td>
<td>81,537,152</td>
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<tr>
<td>05815</td>
<td>Computer Equipment</td>
<td>Coop</td>
<td>76,028,209</td>
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<tr>
<td>05916</td>
<td>Motor Vehicles</td>
<td>MC</td>
<td>64,800,167</td>
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<tr>
<td>00311</td>
<td>Bulk Fuels</td>
<td>MC</td>
<td>56,092,262</td>
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<tr>
<td>06012</td>
<td>Mobile Phones</td>
<td>Coop</td>
<td>35,118,575</td>
</tr>
<tr>
<td>08215</td>
<td>ITPS</td>
<td>MC</td>
<td>21,114,560</td>
</tr>
<tr>
<td>01114</td>
<td>Data Communications</td>
<td>Coop</td>
<td>16,084,341</td>
</tr>
<tr>
<td>06006</td>
<td>Food Umbrella</td>
<td>MC</td>
<td>14,520,674</td>
</tr>
<tr>
<td>02207</td>
<td>Marine Refueling Services</td>
<td>MC</td>
<td>12,658,397</td>
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## RESPONSE REQUIREMENTS: ENVIRONMENTAL

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| B | **ENVIRONMENTALLY PREFERABLE PURCHASING COMMITMENT.** Explain commitment to environmentally preferable purchase specifically in the areas below.  
  a. **End of life management:** Include detailed information regarding takeback, recycling and trade in programs available.  
  b. **Environmental solutions:** Provide detail on how additional value is provided regarding environmental solutions such as selling refurbished/cremanufactured toner and equipment. Outline how your company is willing to work with the State and the manufacturers to minimize impact on the environment. Specifically address:  
    - MATERIALS - manufacturer declaration on reduction/elimination of hazardous materials i.e.; mercury and lead.  
    - PRODUCT – In general how does the responder identify product longevity, percent of packaging and packing materials that are recycled/reusable, availability of replacement parts for life extension, cost, and complication to upgrade.  
    - CORPORATE – detail if company has in place regarding sell/procurement of refurbished/cremanufactured products.  
  c. **Environmental certifications.** Describe how certifications/registrations are identified on the website; as well as labels on equipment and/or packing list. |   |
| 1 | YES □ NO □ |
| 2 | **EPEAT REGISTRATION.** Responder agrees that applicable products offered that have EPEAT Standards provided under the Master Agreements resulting from this RFP are to have achieved a minimum EPEAT Bronze registration. | M |
| 3 | YES □ NO □ n/a storage |
| 4 | **TOTAL COST OF OWNERSHIP.** Describe how your company can provide users information to assist in evaluating the Total Cost of Ownership in utilizing products. E.g. equipment that runs more efficiently, with less supplies, etc. | YES □ NO □ |
| 4 | **ENERGY STAR COMPLIANT PRODUCTS.** Describe manufacturer commitment to EnergyStar Program. | YES □ NO □ |
| 5 | **ENVIRONMENTAL IMPROVEMENT PROGRAM.** Describe Product environmental improvement program for products that have not yet received the applicable standards or certification. In addition, describe environmental efforts in each of the following areas: reduction/minimization/avoidance of the use of toxic and hazardous constituents (cadmium, chromium, mercury, and/or lead); compliance with international directives such as the European Union’s WEEE Directive on reduction of chlorinated plastics (PVC) and brominated flame retardants. | YES □ NO □ |
The following awarded vendors are currently available to Washington State purchasers:
Apple Inc. • Computer Technology Link Corp. • Dell Marketing, L.P. • EMC Corporation • Fujitsu • HP Inc. • Hewlett Packard Enterprise • IBM Corporation • Lenovo, Inc. • Lenovo Global Technology Inc. • Microsoft • NetApp, Inc. • Nimble Storage, Inc. • Panasonic • PureStorage • Tegile Systems, Inc. • Toshiba America Information Systems, Inc. • Transource Service Corporation • Xiotech Corporation

How to use this Contract:

1. Confer with your IT team to decide which brand and type of computer product you would like to buy. Also consider the environmental impacts of your computer purchase by exploring the SPEAT User Guide.
2. Scroll down and find the vendor (listed alphabetically) from which you would like to purchase or find pricing. Each vendor section will have links to pricing, ordering, vendor contact information, and any available product info.
   NOTE: Vendor webpages and ordering options vary from vendor to vendor. Typically, Purchasers can order online, by phone or by email either directly from the vendor or from its authorized resellers.
3. If needed, to review terms and conditions of a vendor’s NASPO ValuePoint Master Agreement and/or its Participating Addendum with Washington State, navigate to the Contract Documents column on the Contract Summary Page.

Found a Broken Link? E-mail DES so we can fix it ASAP.
Washington State Department of Ecology recommends at a minimum prioritizing the following Optional Criteria:

4.1.2.1 - Elimination of intentionally added cadmium
4.1.3.2 - Low threshold for amount of mercury used in light sources
4.1.3.3 - Elimination of intentionally added mercury used in light sources
4.1.4.1 - Elimination of intentionally added lead in certain applications
4.1.5.1 - Elimination of intentionally added hexavalent chromium
4.1.6.2 - Large plastic parts free of flame retardants classified under EU Directive 67/548/EEC
4.1.7.1 - Batteries free of lead, cadmium and mercury
4.1.8.1 - Large plastic parts free of PVC
Over their lifetime, compared to products that do not meet EPEAT criteria, the 64,949 EPEAT-registered IT products purchased by the State of Washington in 2017 will result in environmental impact reductions including:

- Reduce use of primary materials by equivalent to the weight of 265 semi-trucks
- Avoid the disposal hazardous waste, equal to the weight of 629 refrigerators
- Eliminate the equivalent of 244 U.S. households’ solid waste for a year
- Avoidance of 60 metric tons of water pollutant emissions
EPEAT’s requirement that registered products meet, and often exceed, the latest ENERGY STAR specifications means these products will consume less energy throughout their useful life, resulting in:

- Savings of electricity—enough to power 2,576 U.S. households for a year
- Reduction of greenhouse gas emissions—equivalent to taking 3,752 average U.S. passenger cars off the road for a year
- $3,394,000 in lifetime cost savings
Questions?