




The “Energy-Efficient Procurement Collaborative”

A New Specification and
Purchasing Tool for Energy Engineers

New York State Energy Research and Development Authority



Editor’s Note: The objective of the “Energy-Efficient Procurement Collaborative” is powerful: Weld the substantial purchasing power and knowledge of the 50 states, and innumerable municipalities, to the mammoth purchasing clout of the federal government, and create an irresistible force for energy-efficient equipment procurement and market transformation.

Originally conceived as a service for state and local purchasing officials, and funded by the DOE, the data base of information now being collected by the “EEPC” is also available to the private sector. Access to energy-efficiency information, and specifications reflecting this broad information base, can result in equipment and products being purchased that exceed energy-efficiency standards rather than barely meeting them.

WHAT IS THE ENERGY-EFFICIENCY PROCUREMENT COLLABORATIVE, INC.?

The Energy-Efficiency Procurement Collaborative, Inc., a not-for-profit corporation, provides federal, state, and local government agencies, and purchasers in the private sector with easily accessible information about energy-efficient equipment and products which may be incorporated into their purchasing practices. Ultimately, the Collaborative seeks to help achieve market transformation by stimulating increased demand for energy-efficient equipment to make it more widely available at lower cost.

COLLABORATIVE'S MISSION AND FORMATION

Sales of commercial and institutional building-related equipment and products, computers, and computer peripherals to federal, state, and local governments exceeded \$18 billion in 1995 and are expected to increase. Most of the equipment specified and purchased performs significantly below optimum energy-efficiency levels. Yet, according to the DOE's Federal Energy Management Program, energy efficiency saves \$3 for every \$1 invested, and energy-efficient products typically pay for themselves in a few years or less by reducing energy and maintenance costs. However, many purchasing professionals lack the information and tools to competitively specify and purchase energy-efficient equipment, and, while demand remains low, manufacturers will continue to produce and market lower priced, less energy-efficient equipment.

The Collaborative was formed as the outcome of a working group comprising over 50 participants from state and federal procurement and energy offices, utilities, and members of public interest groups. Funding for Collaborative activities was supplied by the U.S. Department of Energy, the Environmental Protection Agency, and the Office of the Secretary of Defense. In May 1996, the Collaborative was incorporated as a not-for-profit corporation.

ACCOMPLISHMENTS

The Collaborative has developed a variety of products and serves to benefit purchasing professionals. The Collaborative has published a *Data Sources Directory* with more than 108 sources of information about energy-efficient equipment and products, including more than 40 product databases.

On behalf of the Collaborative, NYSERDA has been working with U.S. DOE's Federal Energy Management Program (FEMP) to help federal agencies meet the energy goals of the Energy Policy Act of 1992 (EPACT) and Executive Order 12902, which direct agencies to buy products in the upper 25 percent of efficiency for comparable products or at least 10 percent more efficient than national standards. Staff used the Collaborative's product databases to supply Lawrence Berkeley National Laboratory (LBNL) with energy-efficiency analyses for FEMP's product recommendations.

A coordinated government effort including the General Services Administration (GSA), U.S. DOE, LBNL, and a group of chiller manufacturers resulted in development of a Basic Ordering Agreement (BOA) for large chillers. On behalf of the Collaborative, NYSERDA provided the technical underpinnings for the generic specification around which the BOA was centered. U.S. DOE estimated that, in the federal government alone, replacement with high efficiency, ozone-friendly equipment could result in savings in excess of \$2.0 billion over the life of the chiller equipment. The Collaborative is now working with GSA seeking other opportunities to develop BOAs.

FURTHER INITIATIVES

The Collaborative has prepared 14 product databases for publication in its Comprehensive Product Listings. These listings cover fluorescent lamp ballasts, fluorescent fixtures, compact fluorescent lamps and ballasts, residential central air conditioners, heat pumps, and refrigerator/freezers; and commercial/industrial central air conditioners, heat pumps, electric chillers, heat operated cooling equipment, and motors. The listings set out the energy-efficiency ratings, performance characteristics, manufacturer, and model information, plus compliance with applicable levels such as those set by U.S. Department of Energy's Federal Energy Management Program (FEMP), the Consortium for Energy Efficiency (CEE), the American Society of Heating, Refrigeration, and Air Conditioning Engineers (ASHRAE), and DOE/EPA voluntary labeling programs for more than 100,000 models. The listings are published on paper and electronically through the Collaborative's expanding network of procurement professionals.

A recent survey of state purchasing officials indicates an increasing need for energy-efficiency information in their development of specifications for equipment and products. A major Collaborative initiative is the implementation of a Data Access System for purchasing professionals. This system provides immediate access through one point of entry to information in the Collaborative's Comprehensive Product Listings, plus manufacturer's product listings, public agency product sources, industry groups, and private sector data sources.

In addition to publishing standard Comprehensive Product Listings and conducting market penetration analyses, the Collaborative has

produced custom listings to meet the needs of procurement professionals and other members. For example, federal equipment purchasers may want listings of the top three “on-shore” manufacturers of given technologies at the highest efficiency levels. New data bases for such technologies as adjustable speed drives, residential heating, and lighting control systems have also been prepared by the Collaborative.

For questions or further information about the Energy-Efficient Procurement Collaborative, please contact Priscilla Richards, Project Manager, New York State Energy Research and Development Authority, Corporate Plaza West, 286 Washington Avenue Extension, Albany, NY 12203-6399, (518) 862-1090, ext. 3315; fax: (518) 862-1091; rgw@nyserda.org.

ABOUT NYSERDA

The New State Energy Research and Development Authority (NYSERDA) currently manages the day-to-day operations of the Collaborative. NYSERDA staff work with the Collaborative’s board of directors and a special advisory group to carry out the work of the Collaborative and its committees. Members of the board include purchasing officials and representatives of utilities, research and development organizations or laboratories, and nonprofit entities.