

**SUSTAINABLE
PURCHASING
LEADERSHIP
COUNCIL**

Launch Event Webcast

July 23, 2013

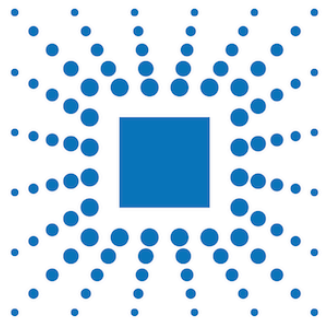
Hosted by:



**AMERICAN
UNIVERSITY**
WASHINGTON, D.C.



GreenBiz
group



**SUSTAINABLE
PURCHASING
LEADERSHIP
COUNCIL**

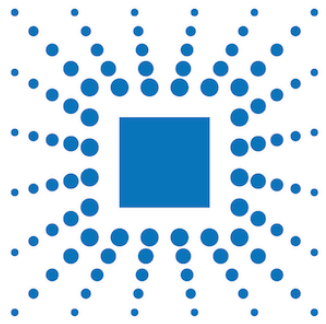
Welcome

Chris O'Brien

Director of Sustainability
American University



AMERICAN
UNIVERSITY
WASHINGTON, D.C.



**SUSTAINABLE
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LEADERSHIP
COUNCIL**

Welcome

Joel Makower

Executive Editor
GreenBiz Group



GreenBiz
group



1 Introducing the Council

Dr. Kevin Lyons

Assistant Professor, Supply Chain Management
Rutgers Business School

Yalmaz Siddiqui

Senior Director, Environmental Strategy
Office Depot

Jason Pearson

Executive Director
Sustainable Purchasing Leadership Council



1 Introducing the Council

Dr. Kevin Lyons

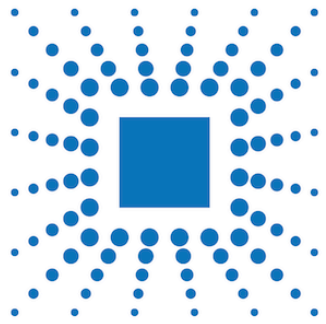
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Challenges facing purchasing organizations

Related to **Program GUIDANCE**

- Policy inconsistency
- Lack of program guidance
- Product label growth & gaps
- Inertia of standard practices

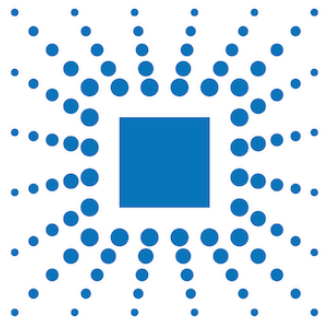
Related to **Performance MEASUREMENT**

- No standard methodology
- Silo-ed accounting practices
- No standard process
- Software not optimized
- Lack of ROI for program

Related to **Leadership RECOGNITION**

- No recognition framework
- No professional distinction
- Lacking multi-sector forum





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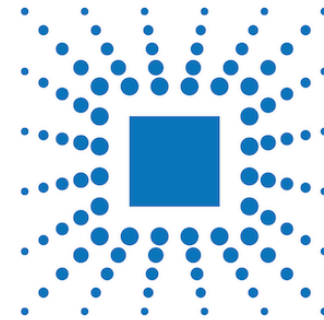
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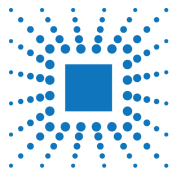
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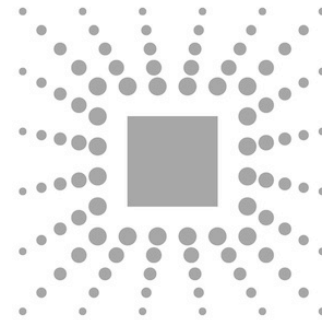


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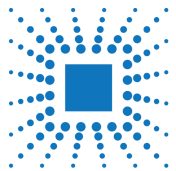
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Green Products Roundtable



National Policy Questions

1. What is a credible green claim?
2. What is a green product?



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Green Products Roundtable

Federal, State & Local Government

- General Services Administration
- U.S. Department of Energy
- U.S. Environmental Protection Agency
- National Institute of Standards and Technology
- National Association of State Procurement Officers
- City of Santa Monica

Environmental Groups

- Rainforest Alliance
- World Resources Institute
- World Wildlife Fund

Ecolabels

- Green Electronics Council (EPEAT)
- Green Seal
- UL Environment
- GreenGuard

Universities

- American University
- University of Michigan
- University of Minnesota

Additional Participants

- 3M
- Ashkin Group
- Big Room
- DEKRA
- Five Winds International
- Greencurement
- ISEAL Alliance
- Office Depot
- The Overbrook Foundation
- Responsible Purchasing Network
- Shaw Industries
- Weyerhaeuser
- and others...

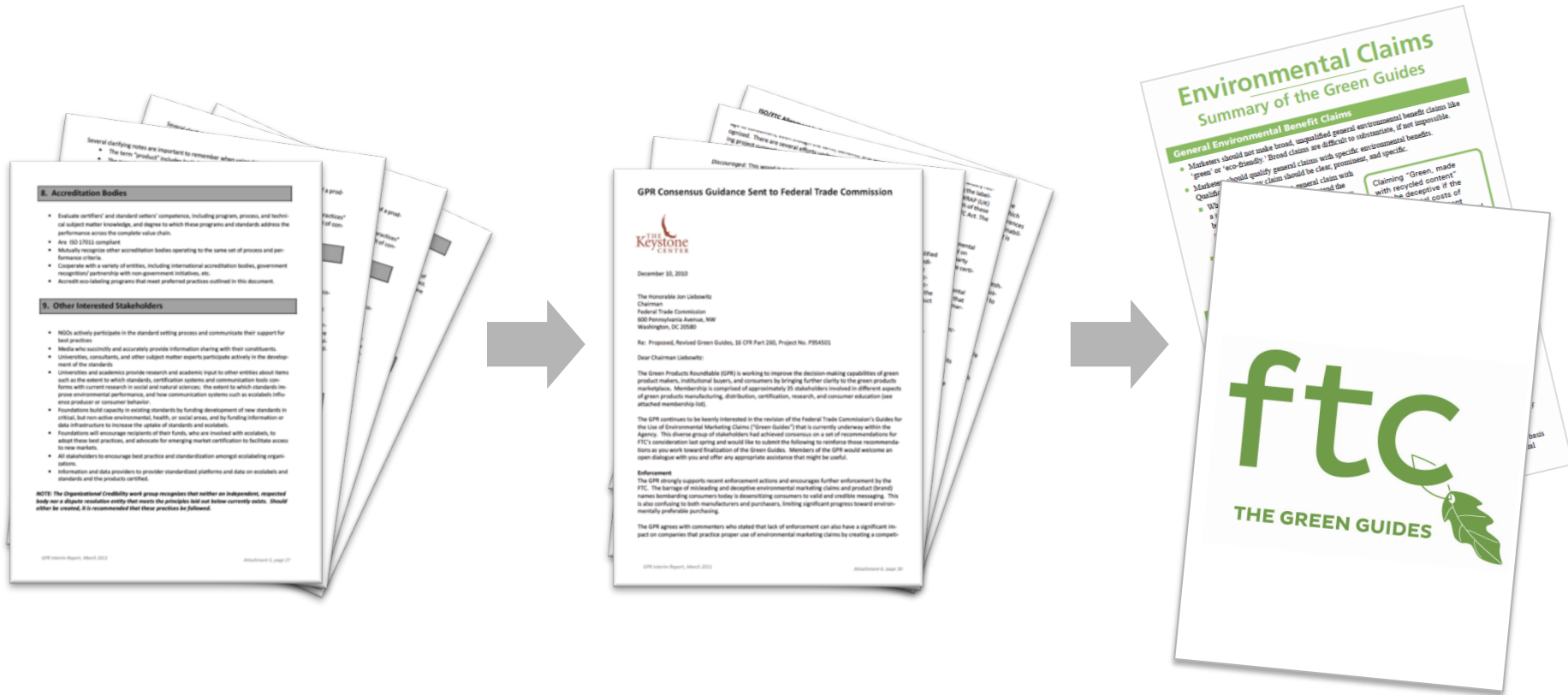


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Green Products Roundtable

“What is a credible claim?”

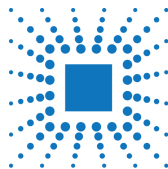


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Green Products Roundtable

“What is a green product?”

GPR FRAMEWORK 2012		Lifecycle Impact Types	Environmental Footprint Area	Impact Reduction Options & Potentially Greater Ability to Manage Trade-offs							
Product	Related Sector			Greener Product Attributes [Examples, inherent to product]	Greener Process Attributes [Related to production/distribution/End of Life]	Applicable Single-Attribute standards that are Independent of Ecolabels [Examples]	Example Specifications	Single-Attribute Product Ecolabels [Examples]	Multi-Attribute Ecolabels	Other Impact Reduction Options	
Product Category	Major sectors with impacts in one or more stages of product category's lifecycle: 1. raw materials 2. processing 3. manufacturing 4. packaging 5. distribution 6. use 7. end of life	Material use [Use of non-renewable resources over product lifecycle]	Materials & Waste	Recycled content	Low / Zero Waste Manufacturing	ASTM D5663-95, BS 7500:1995	CPG: 1% - 100% PCR LEED: 10%/20%PCR STARS: 1% - 100%	SCS recycled, FSC Recycled, SFI CoC incl. Recycled	One Product Category, Multi-Attribute	Request/review EPD [Environmental Product Declaration] and request information on impact reduction efforts	
		Material waste [Solid waste generated over product lifecycle]		Material efficient product Material efficient package		Sustainable Packaging Coalition Guidelines	Readily recyclable in 55% of US municipalities	SCS Biodes, DinCertco, Vincotte, BPI			
		Renewable resource use [Bio-resources depleted / species threatened over lifecycle]		Helps reduce waste		ASTM D6400, ASTM D6868, D5338 OECD 301 Series Test Guidelines (A-F), OECD 302 Series Tests (A-C), ISO Standards: 14655			LEED: 50% FSC	ATF, CSA, FSC, PEFC, SFI RainforestAlliance, MSC TreeNeutral	
				Recyclable Rechargeable Design for Recyclability Reconditioned/Refurbished Durable/Reusable Compostable (solids) Biodegradable in water (solids)							Best practices in ecosystem management
				Responsibly grown/harvested							
		Land use / ecosystem change [Significant change in habitat, land cover or ecosystem caused by product lifecycle]							GEN-Affiliated Many Product Category, Multi-Attribute	Dematerialize	
		Water use [Quantity of water extracted or used over product lifecycle]	Water Use & Pollution	Water efficient	Water efficient manufacturing	OECD301 (A-F)/ 302 (A-C) ISO 7827, 9408, 9439, 10707, 14051, 14052, 14053, ASTM D5511	LEED: 50% FSC	WaterSense SCS Biodeg, DinCertco, Vincotte, BPI	EcoLogo GreenSeal Blue Angel Nordic Swann	Improve processes (at product category hotspots)	
		Freshwater toxicity potential [Toxic pollution to freshwater / sediment over product lifecycle, potentially affecting human and ecosystem health]		Helps save water	Water-neutral production						ECF, EECF, PCF, TCF
		Marine toxicity potential [Toxic pollution to oceans/marine sediment over product lifecycle, potentially affecting human / marine ecosystem health]		Biodegradable (liquids)	Clean production - minimal water pollution						Soap and Detergent Association
		Eutrophication potential		Chlorine Free	Low / no phosphate manufacturing / agriculture						
		Energy use [Amount of energy used over lifecycle]	Energy Use & Air Emissions	Phosphate free							
		Global warming potential [CO2e over lifecycle]		Energy efficient	Made with renewable energy	CAFE	LEED <500 miles	ENERGY STAR, FEMP Designated	Japan EcoMark Etc.	Redesign Lifecycle	
		Acidification potential [Acid rain over lifecycle]		Helps save energy Fuel efficient Helps save fuel	Energy efficient manufacturing Locally or regionally sourced Fuel efficient distribution Carbon neutral/offset/balanced Lower carbon footprint Clean production - low air pollution	TLEV / LEV / ULEV SULEV / ZEV / PAS 2020, PAS 2090, WRI (GHG Protocol Product CDM, GS, VCS, CCX, CCBS, ISO14064, Green-e US EPA Reg 40 CFR 51.100, SCAQMD Rule California Ambient Air Quality Standards SNAP Approved	Smartway Certified Green-e, CarbonFree, Green-E,	Not GEN-Affiliated Many Product			
		Particulate release [Particulates (e.g. SOx) over lifecycle]		Lower emissions	Healthier Outdoor Air Quality			UL Environment	Reduce consumption		
		Photochemical oxidation [Smog in production/use]									
Ozone depletion potential [potential impact on ozone layer]		CFC-Free									
Toxic chemicals used in product [Chemicals of concern used that remain in the final product]	Toxicity & Exposure	Less toxic / non-toxic / Chemical X-free (e.g. BPA-free) / Made with safer chemicals	Clean production	REACH, RoHS, EPA Primary Metals Free, EPA Priority Chemicals Free, etc....	LEED: <50picograms Hg	AP Non Toxic	SCS Sustainable				
Direct toxic chemical exposure to humans [Immediate exposure of chemicals of concern to humans e.g. indoor air, exposure through skin, eating/drinking]		Natural / Organic	Safe toxics management at end-of-life	National Organic Standard		USDA Organic	Design for Environment	Avoid consumption			
		Healthier Indoor Air Quality	Safe toxics management during manufacture Low pesticide application	CARB, ANSVBIFMA X7.1, 2011 FES standard		GREENGUARD, GREENGUARD for Schools, EPA IndoorAirPLUS SCS Indoor Advantage / Gold	Cradle to Cradle SMART Certified				
		Low VOC, No VOC									



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Green Products Roundtable

“What is a green product?”

PRODUCT
CATEGORIES

IMPACT
REDUCTION
OPTIONS

GPR FRAMEWORK 2012		Lifecycle Impact Types		Environmental Footprint Area		Impact Reduction Options & Potentially Greater Ability to Manage Trade-offs						
Product	Related Sector					Greener Product Attributes [Examples, inherent to product]	Greener Process Attributes [Related to production/distribution/End of Life]	Applicable Single-Attribute standards that are independent of Ecolabels [Examples]	Example Specifications	Single-Attribute Product Ecolabels [Examples]	Multi-Attribute Ecolabels	Other Impact Reduction Options
Product Category	Major sectors with impacts in one or more stages of product category's lifecycle: 1. raw materials 2. processing 3. manufacturing 4. packaging 5. use 6. end of life	Material use [Use of non-renewable resources over product lifecycle]	Materials & Waste	Recycled content Material efficient product Material efficient package Helps reduce waste Recyclable Rechargeable Design for Recyclability Reconditioned/Refurbished Reusable Compostable (solids) Biodegradable in water (solids) Rapidly renewable materials Responsibly grown/harvested	Water Use & Pollution	Recycled content Material efficient product Material efficient package Helps reduce waste Recyclable Rechargeable Design for Recyclability Reconditioned/Refurbished Reusable Compostable (solids) Biodegradable in water (solids) Rapidly renewable materials Responsibly grown/harvested	Low / Zero Waste Manufacturing End-of-Life take-back process available	ASTM D5663-95, BS 7500:1995 Sustainable Packaging Coalition Guidelines Ready to Ship	CPG: 1% - 100% PCR LEED: 10%/20%PR STARS: 1% - 100%	SCS recycled, FSC Recycled, SFI CoC incl. Recycled	One Product Category, Multi-Attribute EPEAT (Technology) [Based on IEEE1680] level (Furniture) [Based on BIFMA e3] CRI Green Label [Based on NSF140]	Request/review EPD [Environmental Product Declaration] and request information on impact reduction efforts Substitute materials Substitute product categories Dematerialize Improve processes (at product category hotspots) Redesign product Redesign Lifecycle Reduce consumption Avoid consumption
		Material waste [Solid waste generated over product lifecycle]										
		Resource depletion [Bio-resources depleted / species threatened over lifecycle]										
		Land use / ecosystem change [Significant change in habitat, land cover or ecosystem caused by product lifecycle]										
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		Eutrophication potential										
		Energy use [Amount of energy used over lifecycle]										
		Global warming potential [CO2e over lifecycle]										
Acidification potential [Acid rain over lifecycle]	Energy Use & Air Emissions	Energy efficient Helps save energy Fuel efficient Helps save fuel Lower emissions Healthier Outdoor Air Quality CFC-Free	Water Use & Pollution	Water efficient Helps save water Biodegradable (liquids) Chlorine Free Phosphate free Low / no phosphate manufacturing / agriculture	Water efficient manufacturing Water-neutral production Clean production - minimal water pollution	OECD301 (A-F) / 302 (A-C) ISO 7827, 9408, 9439, 10707, 14051, 14052, 14053, ASTM D5511 ECF, EECF, PCF, TCF Soap and Detergent Association	LEED <500 miles Smartway Certified Green-e, CarbonFree, Green-E	ENERGY STAR, FEMP Designated Smartway Certified Green-e, CarbonFree, Green-E	EcoLogo GreenSeal Blue Angel Nordic Swan Japan EcoMark Etc. Not GEN-Affiliated Many Product UL Environment SCS Sustainable Design for Environment Cradle to Cradle SMART Certified	Improve processes (at product category hotspots) Redesign product Redesign Lifecycle Reduce consumption Avoid consumption		
Particulate release [Particulates (e.g. SOx) over lifecycle]												
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Toxic chemicals used in product [Chemicals of concern used that remain in the final product]												
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Green Products Roundtable

“What is a green product?”

SCIENTISTS

Life cycle
environmental
impacts of
products

PURCHASING
POLICYMAKERS

Attributes
Standards

Ecolabels

Other impact reduction
options

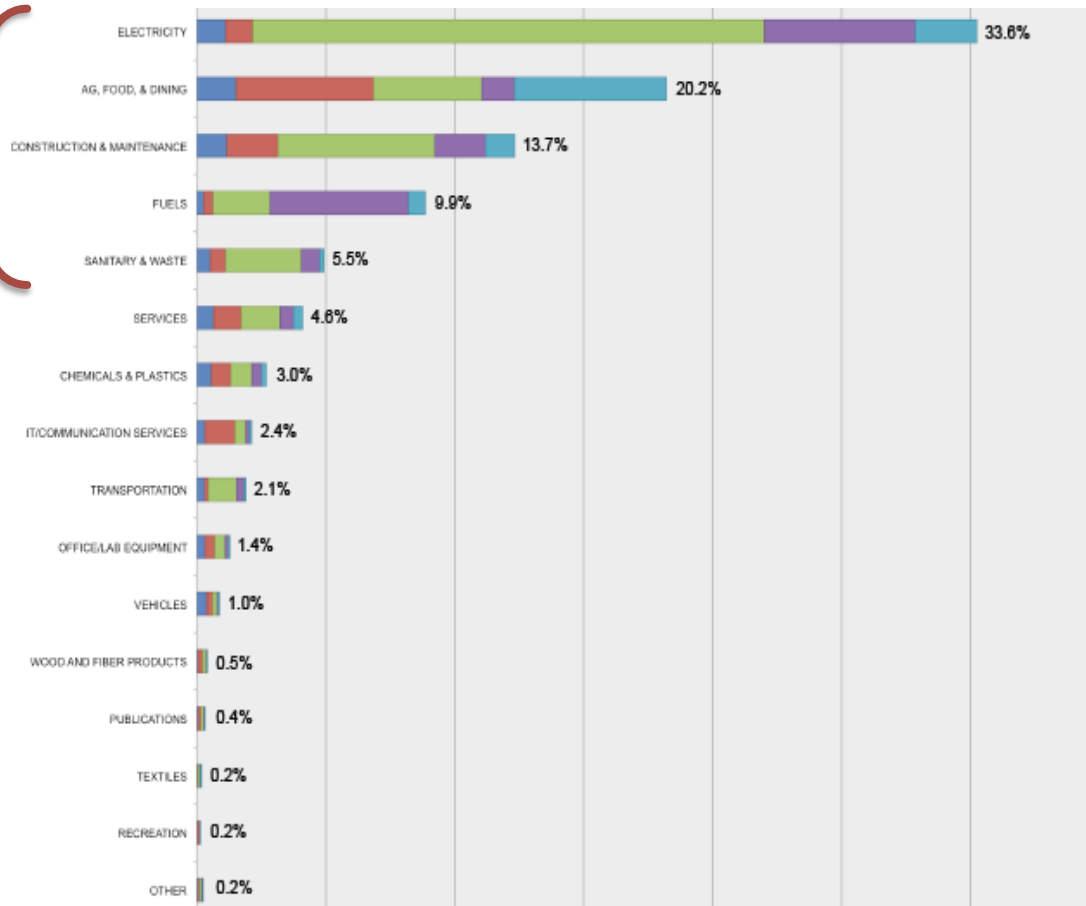
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		Material waste [Solid waste generated over product lifecycle]			Material efficient product Material efficient package Helps reduce waste	Low / Zero Waste Manufacturing End-of-Life take-back process available	Sustainable Packaging Coalition Guidelines Readily recyclable in 55% of US municipalities				
		Renewable resource use [Bio-resources depleted / species threatened over lifecycle]			Recyclable Rechargeable Design for Recyclability Reconditioned/Refurbished Compostable (to soil) Biodegradable in water (solids)						
		Land use / ecosystem change [Significant change in habitat, land cover or ecosystem caused by product lifecycle]			Rapidly renewable materials Responsibly grown/harvested	Best practices in ecosystem management					
		Water use [Quantity of water extracted or used over product lifecycle]			Water efficient Helps save water	Water efficient manufacturing Water-neutral production					
		Freshwater toxicity potential [Toxic pollution to freshwater / sediment over product lifecycle, potentially affecting human and ecosystem health]		Water Use & Pollution	Biodegradable (liquids) Chlorine Free Phosphate free	Clean production - minimal water pollution Low / no phosphate manufacturing / agriculture	OECD301 (A-F) / 302 (A-C) ISO 7827, 9408, 9439, 10707, 14851-14853, 14855, ASTM D5511 ECF, EECF Soap and Detergent Association		SCS Biodeg., DinCertco, Vincotte, BPI Certified TCF		
		Acidification potential [Acid rain over lifecycle]			Lower emissions	Carbon neutral/offset/balanced Lower carbon footprint Clean production - low air pollution					
		Particulate release [Particulates (e.g. SOx) over lifecycle]			Healthier Outdoor Air Quality CFC-Free						
		Ozone depletion potential [potential impact on ozone layer]									
		Toxic chemicals used in product [Chemicals of concern used that remain in the final product]			Less toxic / non-toxic / Chemical X-free (e.g. BPA-free) / Made with safer chemicals	Clean production Safe toxics management at end-of-life	REACH, RoHS, POPs, etc. Priority Chemicals (PCH)		AP Non Toxic		
		Direct toxic chemical exposure to humans [Immediate exposure of chemicals of concern to humans e.g. indoor air, exposure through skin, eating/drinking]			Natural / Organic Healthier Indoor Air Quality Low VOC, No VOC	Safe toxics management during manufacture Low pesticide application	National Organic Standard CARB, ANSI/BIFMA X7.1, 2011 FES standard		USDA Organic GREENGUARD, GREENGUARD for Schools, EPA IndoorAirPLUS SCS Indoor Advantage / Gold		



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Green Products Roundtable

Insight: Analysis and prioritization are key.



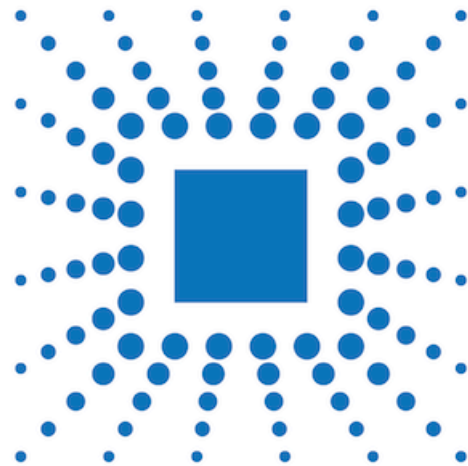
5 purchasing categories

64% of total spending

83% of estimated impacts



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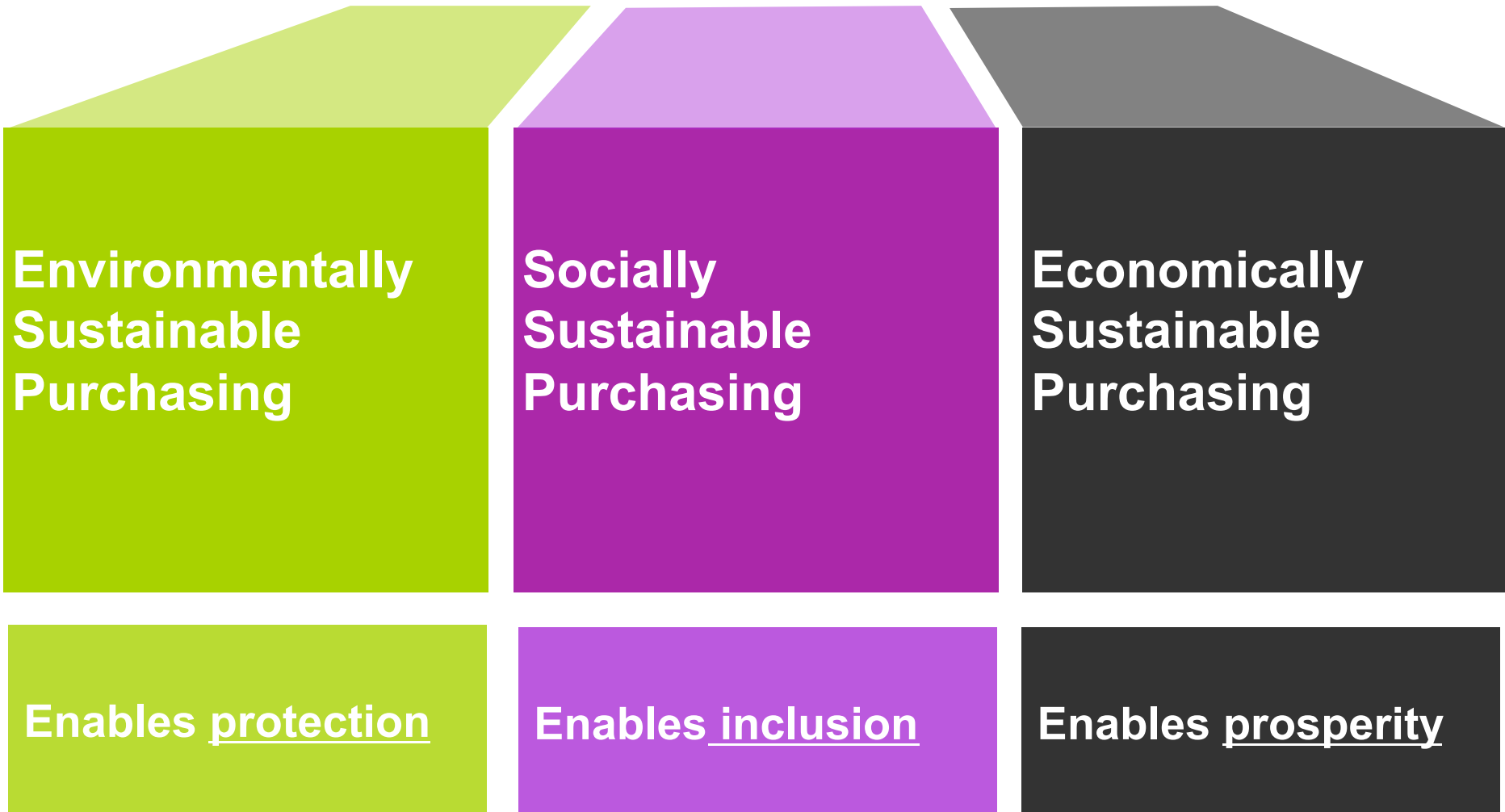


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Sustainable Purchasing



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Steering Committee (2013)



Anastasia O'Rourke, Co-Chair
Principal, DEKRA
Founder, EcoLabel Index



Yalmaz Siddiqui, Co-Chair
Senior Director, Environmental Strategy
Office Depot



Josh Silverman
Director, OSES
US Department of Energy



Cynthia Cummis
Manager, GHG Protocol
World Resources Institute



Dennis McGavis
Director of EHS, Sustainability
Goodyear Tire & Rubber Co.



Jonathan Rifkin
Green Purchasing Coordinator
NASPO / City of Washington, DC



Mark Rossolo
Public Affairs Director
UL Environment



US EPA Liaison:
Alison Kinn Bennett
Senior Advisor
EPP Program, US EPA



Chris O'Brien
Director of Sustainability
American University



Nancy Gillis
Senior Manager
Ernst & Young, LLC



US GSA Liaison:
Jessica Thurston
Sustainability Program Analyst
US General Services Administration



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Founders Circle as of July 23, 2013



City of
Portland, OR



City of San
Francisco, CA



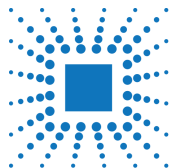
City of
Washington, DC



State of
California DGS



State of
Minnesota PCA, MMD



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Founders Circle as of July 23, 2013

American University
Arizona State University
City of Portland, OR
City of San Francisco, CA
City of Washington, DC
Emory University
King County, WA
Portland Community College
Michigan State University
State of California
State of Minnesota
US Dept of Agriculture



Apex Clean Energy
CarbonNeutral Co.
Dell
Domtar
EcoLab
FedEx
Office Depot
SciQuest
Waste Management

CIPS Sustainability Index
DEKRA
FairTradeUSA
GreenCircle Certified
SCS Global Services
Social Hotspots Database Project
UL Environment

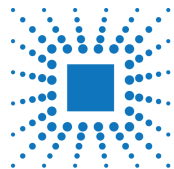


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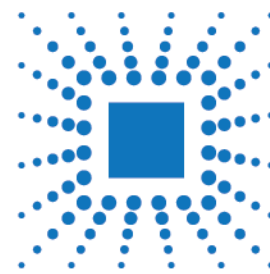
Strategic Partners as of July 23, 2013



Sustainable Food Lab



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Founding Summit

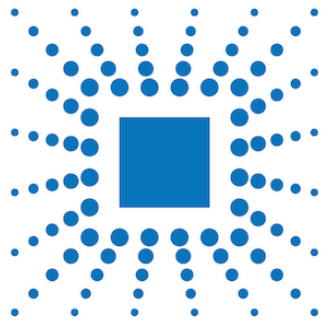
August 27-28, 2013

National Academies of Science
Washington, DC

For more information:
www.purchasingcouncil.org



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Senior Director, Environmental Strategy
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Jason Pearson

Executive Director
Sustainable Purchasing Leadership Council

**Could we collaborate to
launch a shared program...?**



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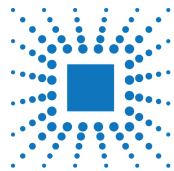
Pursue leadership.



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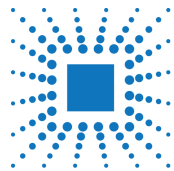
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Prioritize strategic action.



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**First buy less.
Then buy better.**



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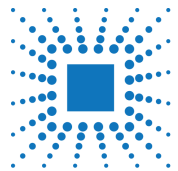
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Build on existing guidance.



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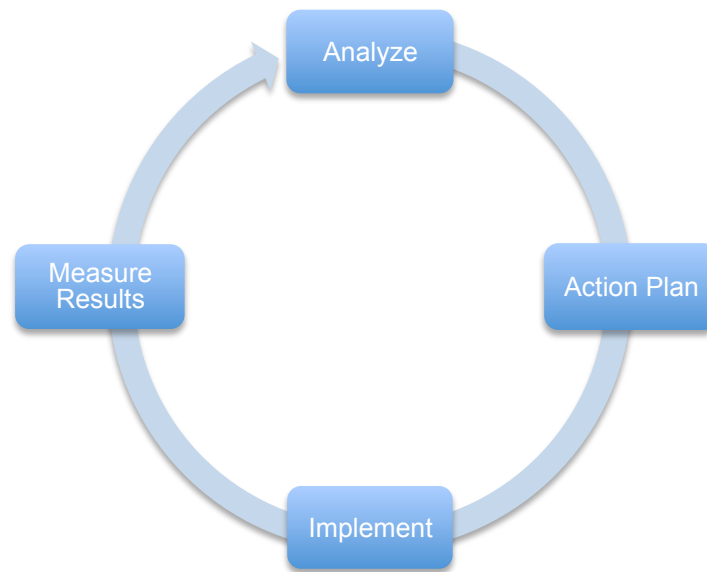
Respect current processes.



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Spend Management Process



Standard Procurement Process



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Iterate. Iterate. Iterate.



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Summit Goals

1. Build **consensus** around mission, vision, and values.
2. Finalize the **governance** of the Council.
3. Finalize **Work Plan for 2013-2014**.
4. Formalize the Council's **Principles for Leadership in Sustainable Purchasing**



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Within 12 months...

1. Final version of **Definition & Principles** of Leadership in Sustainable Purchasing
2. Guidance and training on **spend-related impact assessment** methods
3. An early draft of **Action Planning** guidance
4. **Solicitation-ready guidance** for several high priority product/service categories
5. A support **infrastructure** for the community of practice.



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Within 2 years...

1. Refined **Action Planning** guidance and accompanying tools
2. **Solicitation-ready guidance** for a number of common product/service categories
3. An **API** that will for eProcurement, ERP and other software vendors; and
4. Pilot-ready version of **rating system v1.0**



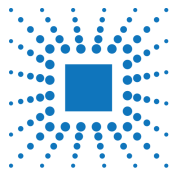
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The Demand Engine of the Economy



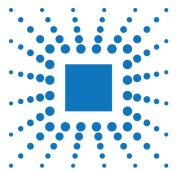
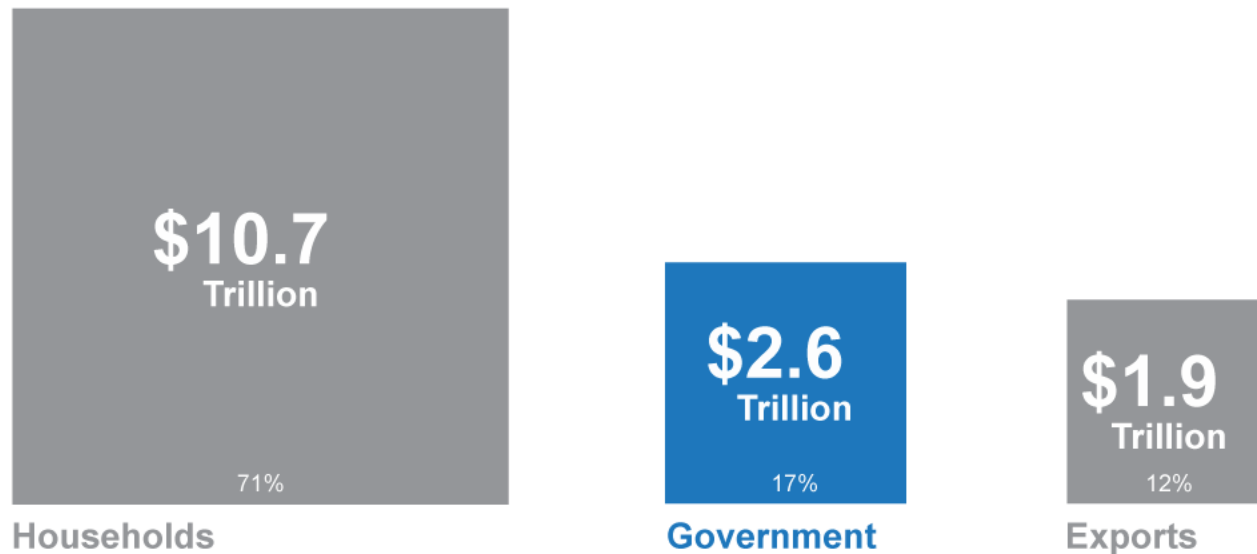
\$15.2
Trillion



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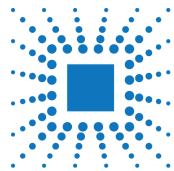
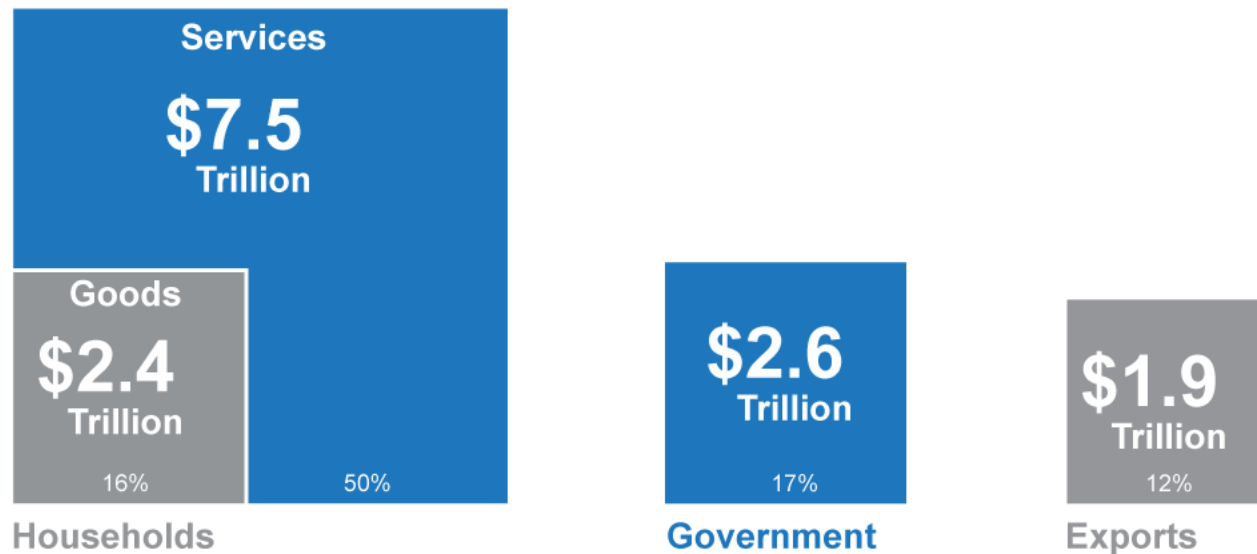
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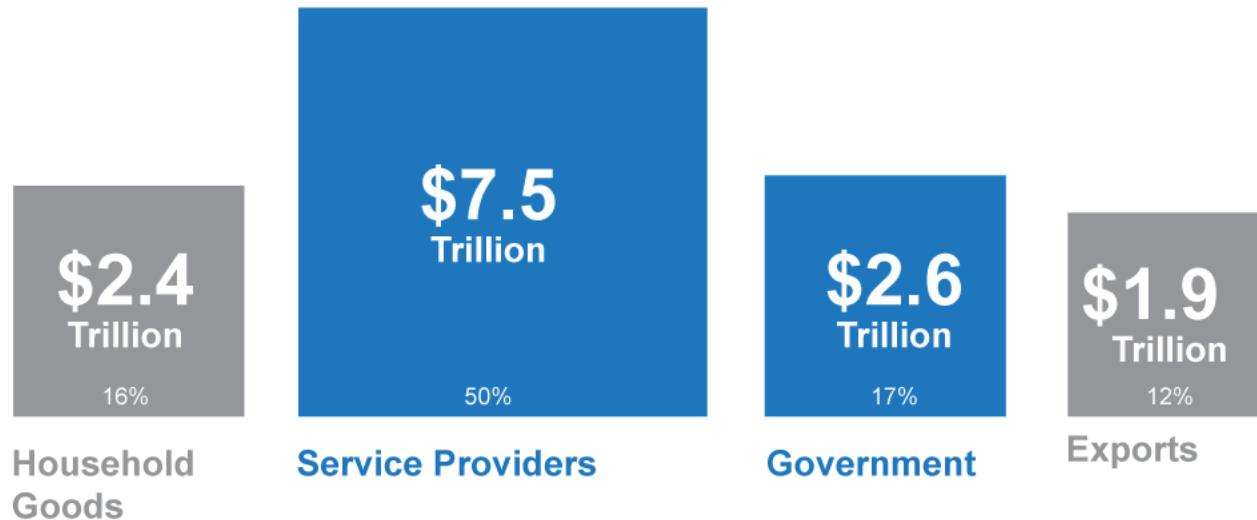
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\$10.1
Trillion

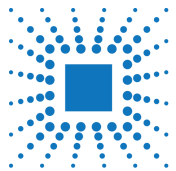


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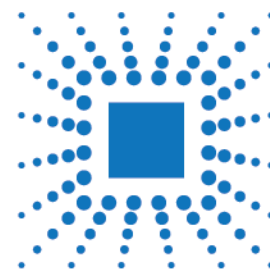
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The background of the slide features a pattern of blue circles of various sizes scattered across a white field. In the center, there is a solid blue square.

\$10.1
Trillion



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Founding Summit

August 27-28, 2013

National Academies of Science
Washington, DC

For more information:
www.purchasingcouncil.org



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2 Connecting to Existing Work

David Asiello

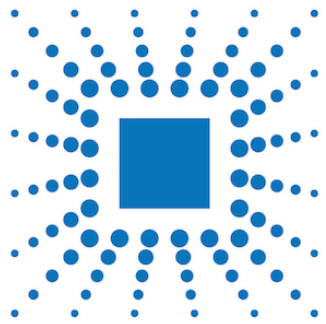
Program Manager, Office of the Under Secretary of Defense
US Department of Defense

Alison Kinn Bennett

Senior Advisor on Product Sustainability
US Environmental Protection Agency

Dr. Anastasia O'Rourke

Principal
DEKRA Sustainability and Performance Excellence



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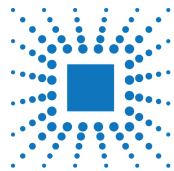
Program Manager, Office of the Under Secretary of Defense
US Department of Defense

Alison Kinn Bennett

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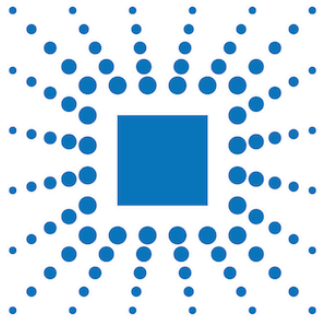
Anastasia O'Rourke

Principal
DEKRA Sustainability and Performance Excellence



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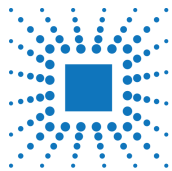
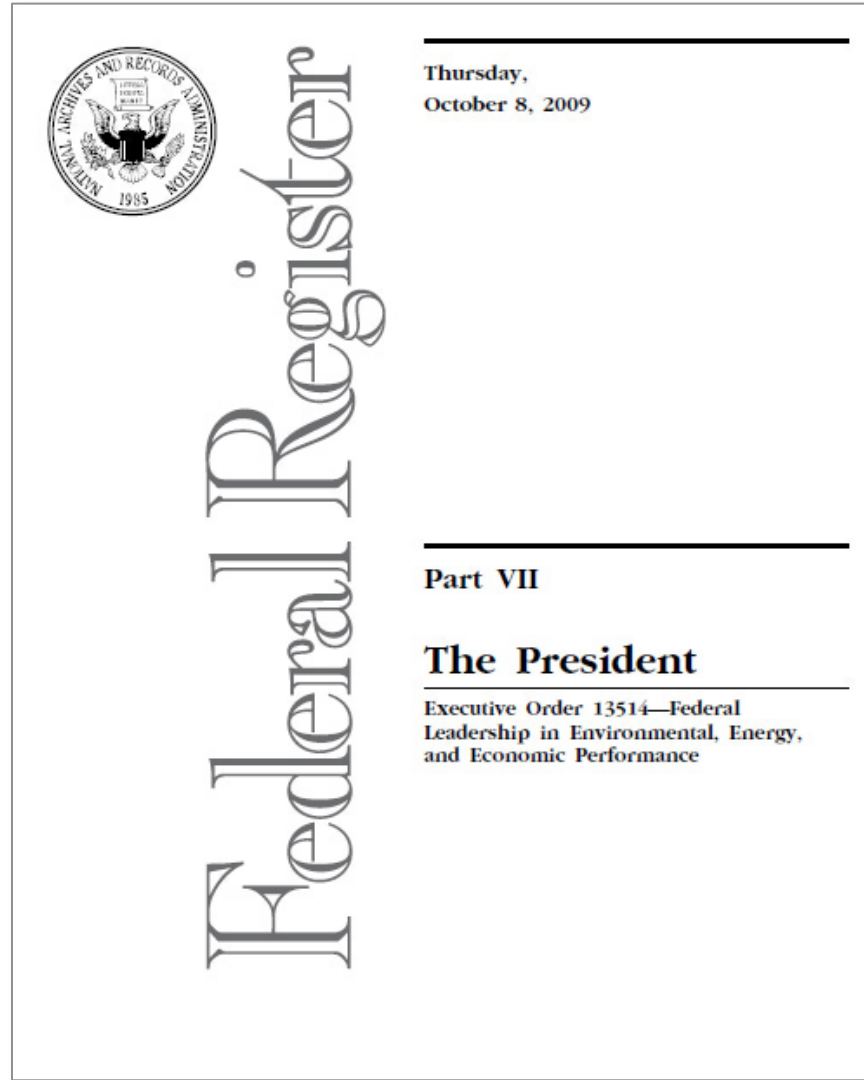
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Public Law 104–113
104th Congress

An Act

To amend the Stevenson-Wydler Technology Innovation Act of 1980 with respect to inventions made under cooperative research and development agreements, and for other purposes.

Mar. 7, 1996
[H.R. 2196]

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,

SECTION 1. SHORT TITLE.

This Act may be cited as the “National Technology Transfer and Advancement Act of 1995”.

SEC. 2. FINDINGS.

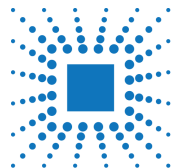
The Congress finds the following:

(1) Bringing technology and industrial innovation to the marketplace is central to the economic, environmental, and social well-being of the people of the United States.

(2) The Federal Government can help United States business to speed the development of new products and processes by entering into cooperative research and development agreements which make available the assistance of Federal laboratories to the private sector, but the commercialization of technology and industrial innovation in the United States depends upon actions by business.

(3) The commercialization of technology and industrial innovation in the United States will be enhanced if companies, in return for reasonable compensation to the Federal Government, can more easily obtain exclusive licenses to inventions which develop as a result of cooperative research with scientists employed by Federal laboratories.

National
Technology
Transfer and
Advancement Act
of 1995.
15 USC 3701
note.
15 USC 3701
note.



The screenshot shows the EPA Greener Products website. At the top, the browser address bar displays 'epa.gov/greenerproducts/'. The website header includes the EPA logo and navigation tabs: 'LEARN THE ISSUES', 'SCIENCE & TECHNOLOGY', 'LAWS & REGULATIONS', and 'ABOUT EPA'. On the right, there are links for 'Advanced Search', 'A-Z Index', 'Contact Us', and 'Share'.

The main content area is titled 'Greener Products'. It features a large image of a 'Purchase Order' with a blue overlay box that reads 'Institutional Purchaser' and 'Click here for information for Institutional Purchasers'. Below this, a paragraph explains the portal's purpose: 'The EPA Greener Products portal is designed to help the user navigate the increasingly important and complex world of greener products. It allows users to search for EPA programs related to greener products based on the type of user and their specific product interests. It also links to additional greener products information from EPA and other sources.'

A search section follows, with the instruction: 'Use the selector below to search for EPA eco-labeling programs or standards EPA helped develop and manage. [Click here](#) for an introduction to eco-labels and standards.' The search interface includes three dropdown menus: 'Step 1: User Type' (set to 'All'), 'Step 2: Product Category' (set to 'All'), and 'Step 3: Product' (set to 'All'), followed by a 'Search' button.

Below the search section is a 'Quick Finder: Product-related programs' table:

Burn Wise	Climate Leaders (Interim site)	Design for the Environment	ENERGY STAR
Environmentally Preferable Purchasing	EPEAT	Green Building	Green Homes
GreenScapes	<small>(Exit Disclaimer)</small>	Plug in to eCycling	Retail Industry Portal
SmartWay Certified Vehicles	Green Vehicle Guide	Federal Recycled Content	List of Greener Products Programs
	WaterSense	Procurement Guidelines	

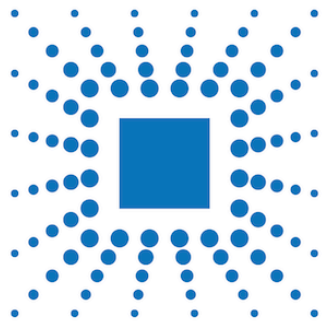
On the right side of the page, there are two sections: 'Frequent Questions' with a list of questions like 'What makes a product "greener"?', 'How can I find energy-efficient products?', and 'How do I find products and services that save water?'; and 'Did You Know?' featuring a video thumbnail titled 'Pollution Prevention Pays' and 'ELIMINATE pounds'. Below these is a 'Website Links' section with links to 'Basic Information', 'Introduction to Eco-Labels and Standards', 'List of Greener Products Programs', 'Consumer', 'Institutional/Professional Purchaser', 'Manufacturer', 'Glossary', and 'Related Links'.

The footer contains links for 'EPA Home', 'Privacy and Security Notice', and 'Contact Us', along with the text 'Last updated on 4/8/2013'. It also includes icons for 'News by E-mail', 'EPA Mobile', 'Widgets', 'News Feeds', and 'Podcasts', and the EPA seal.



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David Asiello

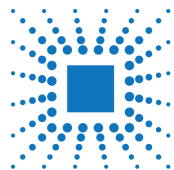
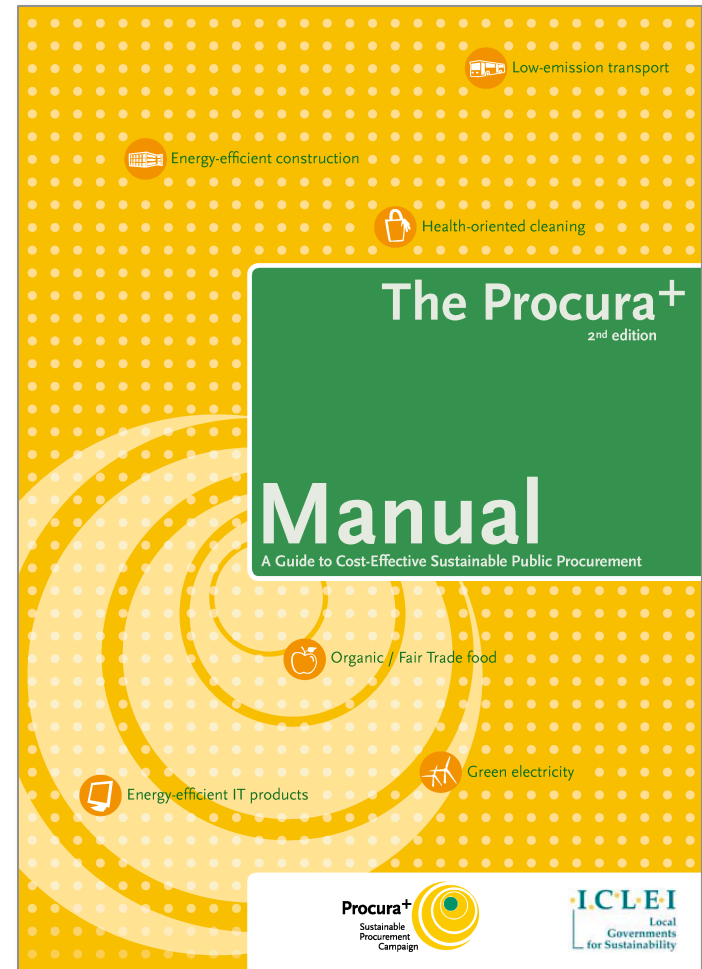
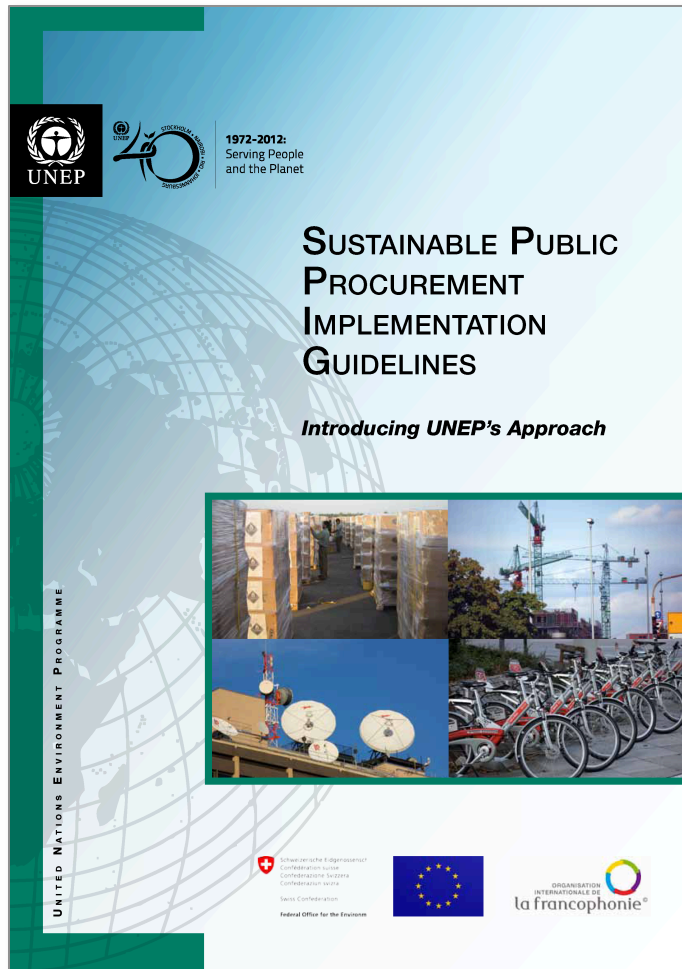
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Dr. Anastasia O'Rourke

Co-Chair and International Liaison, SPLC

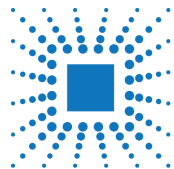
Principal, DEKRA Sustainability & Performance Excellence

Email: *anastasia.orourke@dekra.com*

Skype: *anastasia_or*

Based in: *New Haven, CT, USA (East Coast USA)*

Report: *UNEP: State of Sustainable
Public Procurement Report 2012
www.unep.fr/scp/procurement*



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3 Panel Conversation

Joel Makower, GreenBiz Group (moderator)

Alison Kinn Bennett, US Environmental Protection Agency

Chris O'Brien, American University

Jason Pearson, Sustainable Purchasing Leadership Council

Yalmaz Siddiqui, Office Depot