



ENERGY STAR is a government-industry partnership that makes it easy for organizations, businesses, and consumers to save money and protect the environment—in the workplace and at home. The ENERGY STAR label denotes the superior energy performance of more than 30 categories of consumer and business products and of office buildings, schools, and new homes. With ENERGY STAR, money isn't all you're saving.

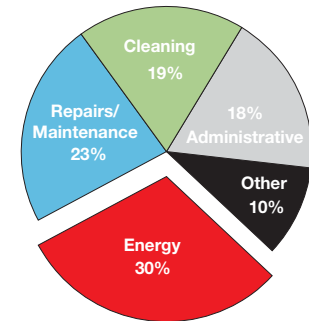
## ENERGY STAR® Institutional Purchasing: Save Money, Time, and the Environment

Every company makes procurement decisions, and managing these costs is fundamental to financial performance. By using less energy, products that have earned the ENERGY STAR add to your competitive advantage by reducing your operating costs. ENERGY STAR tools help you quantify the savings to make the most cost-effective purchases and simplify the procurement process. Specifying ENERGY STAR for your purchases is an easy way to increase your shareholder value and free resources for what you do best.

### ENERGY STAR Makes it Easy to Find the Real Lowest Price

Everything you buy has two price tags: today's and tomorrow's. An investment in new lights for an entire office building or just a new copier for the office may yield higher than expected utility bills for years to come. ENERGY STAR products use 25 to 50 percent less energy than their traditional counterparts without compromising quality or performance. To help you quantify your potential savings, ENERGY STAR provides product savings calculators, so that your procurement decisions can be based not only on today's best price, but also on the operating costs over the life of the product.

### Energy is the single largest operating expense for commercial office buildings



*Starting today, the purchasing decisions you make will determine most of your energy use ten years from now.*

### ENERGY STAR Labeled Products

Over 11,000 product models bear the ENERGY STAR label.

- Office Products
- Heating & Cooling Equipment
- Lighting & Exit Signs
- Appliances
- Consumer Electronics
- Roof Products & Windows
- Transformers

**A 100,000 square foot office building has 20 photocopiers. ENERGY STAR can reduce their electricity costs by up to 60%.**



### **ENERGY STAR Simplifies the Procurement of Energy Efficient Equipment**

Energy savings can be automatic. If your company chooses to adopt ENERGY STAR as a procurement standard, ENERGY STAR has online language that you can copy and paste into RFPs, bid documents, or other procurement vehicles.



### **ENERGY STAR Helps the Environment**

Using electricity and other energy contributes to global climate change. Approximately 85 percent of the power used in the United States is produced through the combustion of fossil fuels. As they burn, fossil fuels emit carbon dioxide, the major greenhouse gas that contributes to global climate change. When your company purchases ENERGY STAR equipment, you lessen your environmental impact.



### **ENERGY STAR Helps You Promote Your Success**

Your company's commitment to ENERGY STAR displays its emphasis on maintaining maximum shareholder value and good corporate citizenship. Many ENERGY STAR partners have used their success with energy efficiency as part of their outreach strategies. ENERGY STAR has provided online materials, such as newsletter articles, templates for press releases, and more.



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***ENERGY STAR labeled light commercial heating and cooling products can save your business approximately \$3 to \$4 per square foot over the lifetime of the equipment.***

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### **The ENERGY STAR Purchasing Tool Kit**

*This online Tool Kit includes many valuable resources:*

- *Product specifications\**
- *Savings/Life-cycle cost calculators*
- *Drop-in procurement language*
- *Communication materials*

### **Five easy steps to procure ENERGY STAR labeled products**

1. **Review** purchasing policies and identify product categories where savings exist.
2. **Visit** [www.energystar.gov](http://www.energystar.gov) for product listings. Use the Savings Calculators to determine savings opportunities and life cycle costs.
3. **Coordinate** with the appropriate departments to encourage the purchase of identified ENERGY STAR labeled products.
4. **Modify** procurement language and educate your employees.
5. **Communicate** your success.

### **Take the Next Step**

- Visit [www.energystar.gov](http://www.energystar.gov) or [www.epa.gov/nrgystar/purchasing](http://www.epa.gov/nrgystar/purchasing) (this link is subject to change).
- Participate in an Internet presentation. Visit the ENERGY STAR Institutional Purchasing home page and click on "Participate in Our Internet Presentations."
- Call the toll-free ENERGY STAR hotline: 1-888-STAR-YES (1-888-782-7937).

\* To help purchasers, the ENERGY STAR Purchasing Tool Kit also lists products considered energy-efficient but do not bear the ENERGY STAR label. These products are recommended by DOE's Federal Energy Management Program (FEMP).