

# Environmentally Preferable Purchasing



## Project Overview

Delta Dental of California and its affiliate companies represent one of the largest dental benefits systems in the country. They selected iReuse for our Environmentally Preferable Purchasing (EPP) expertise to ensure that products and services purchased would conform with the goals of the company's Environmental Policy. The project had three main objectives:

1. Understand, analyze and report on the largest financial and environmental impacts from purchases.
2. Positively engage and gain buy-in from partners, customers, and other stakeholders who play critical roles in purchasing.
3. Develop and implement an EPP Policy to drive greater sustainable purchasing practices over time.

## Project Highlights

### Environmental Impact Assessment

After reviewing the company's purchases, a comprehensive list of opportunities was identified and most importantly, it was determined that Delta Dental's paper purchases had the single largest environmental and financial impacts. To address this, we developed a two-part strategy – reducing paper usage and shifting purchases toward more sustainable materials.

### Vendor Management

With over 200 primary vendors, 35 for paper alone, managing environmental information exchange is a daunting task. In order to scale the procurement solution, Delta needed to manage vendor relationships more efficiently. By using the iReuse online application iScreen for vendor screening, we identified over 60 additional vendors that accepted electronic payments and 36 new MBWB-compliant vendors, increasing the spend ratio for RFP reporting.

### Electronic documents

Our audit identified the largest reduction opportunity in replacing mailings with electronic communications for patients and providers. iReuse worked internally with procurement, IT, marketing, sales, and legal and brought in best practices from other industry leaders to ensure that electronic document adoption rates improve and that transparent reporting is in place to show financial and environmental progress.

### Purchasing Policy

iReuse drafted an enterprise-wide EPP Policy that is both in-line with industry standards and the Delta's overall corporate sustainability goals. The policy has helped drive continual improvement in IT energy efficiency while enabling procurement managers to enable auto-substitutions for many commonly ordered office products, eliminating user errors that lead to non-compliant purchases.

## CHALLENGE

As part of a larger corporate sustainability initiative, Delta Dental's Procurement managers needed to define an Environmentally Preferable Procurement (EPP) policy, identify the areas to focus their resources, and produce measured financial and environmental improvements.

## SOLUTION

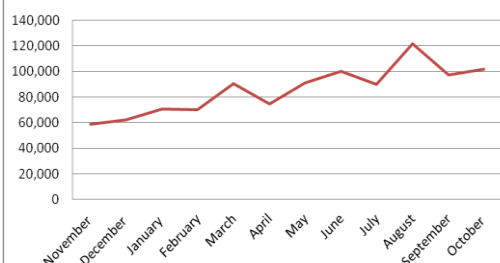
iReuse provided detailed information on industry practices and suggestions for the policy, completed a full procurement assessment to focus project resources, and helped Delta switch hundreds of thousands of dollars of spending into environmentally preferable products.

## RESULTS

- Annual savings of over \$400,000
- Increased Environmental Preferable purchases from 10% of total purchase to over 50%
- Reduced greenhouse gasses by 284 Metric Tons CO<sub>2</sub>e\*
- An estimated 5200\* trees conserved from paper purchases

\*All environmental data from the EDF Paper Calculator at [www.papercalculator.org](http://www.papercalculator.org).

### Suppressed Mailed Packets



### Cumulative GHGs Reduced (To Date)

