



Circular procurement: The art of the possible!

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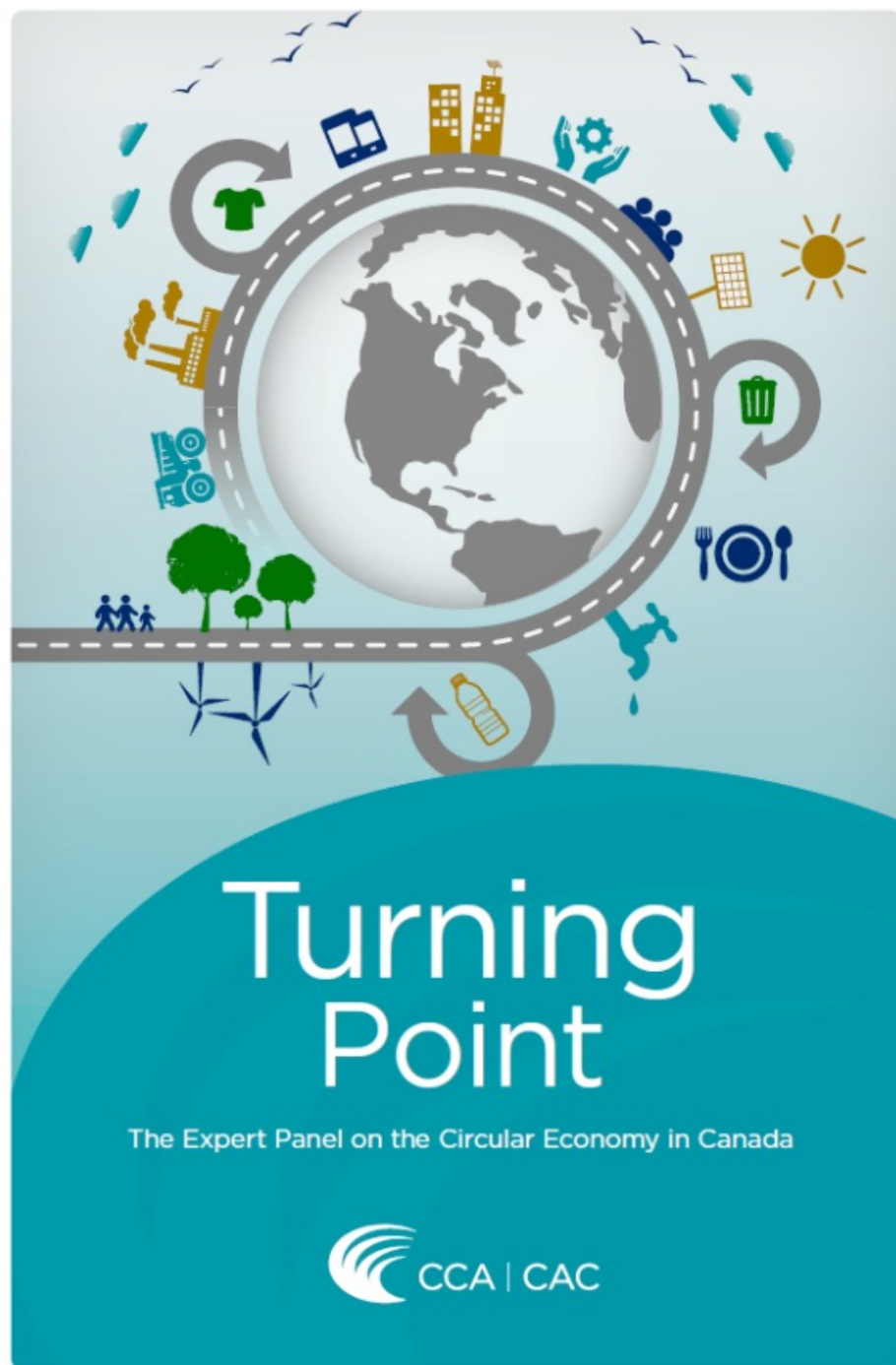


Circular procurement: The art of the possible!

Agenda

- What is circular procurement & how to apply to technology procurement
- Why buying as a service is so key to the Circular Economy
- Carbon Neutral Managed Print Services
- Green Economy Canada 18 month sustainable IT procurement pilot results

WHAT ARE THE POTENTIAL OPPORTUNITIES AND CHALLENGES FOR A CIRCULAR ECONOMY IN CANADA?



“Circular or Sustainable Procurement” ensures that buyers

1) obtain the best value for money ...

Does TCO help you do this?

2) the most sustainable services and goods...

How do you measure this?

3) from the most sustainable suppliers,

How do you measure this?

4) in support of your organization's stated purpose and strategic goals.

Such as a Climate Emergency – meeting the UN SDGs



“Circular or Sustainable IT Procurement” ensures that buyers

1) obtain the best value for money ...

Does TCO help you do this? Somewhat for Print

2) the most sustainable services and goods...

How do you measure this? Leverage Eco Labels & disclosures

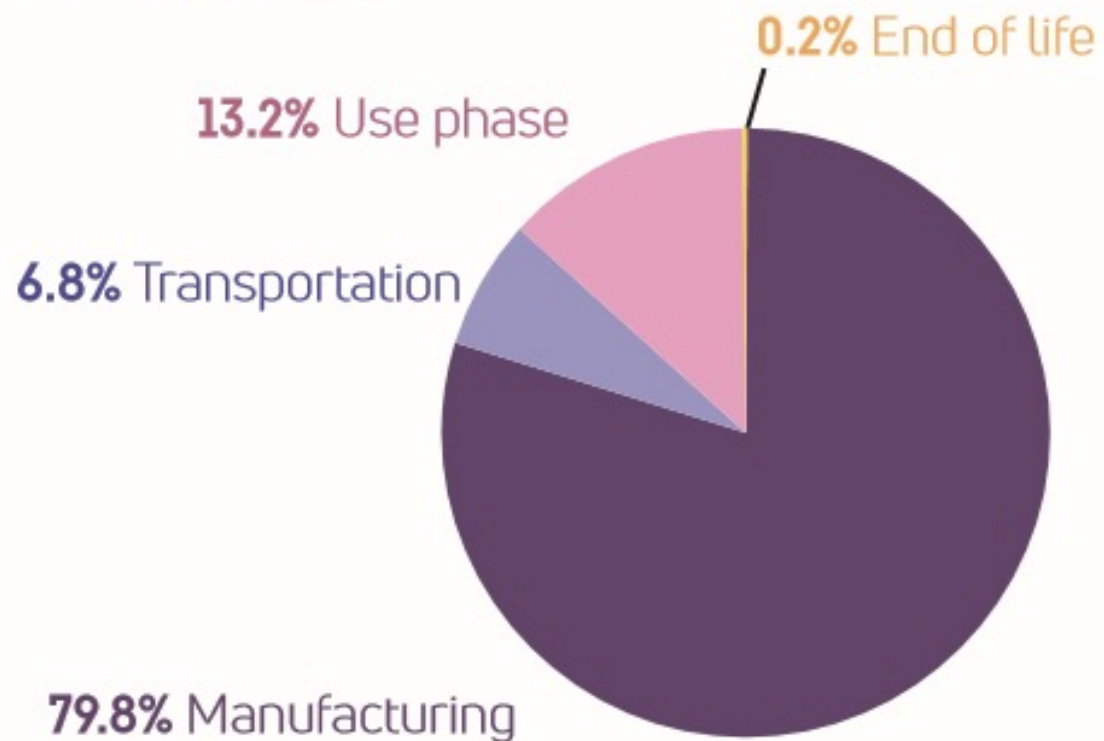
3) from the most sustainable suppliers,

How do you measure this? Transparency, ambition & recognition

4) in support of your organization's stated purpose and strategic goals.

Such as immediately reducing carbon impacts – getting to net Zero—
meeting the many UN SDGs

Emissions by life cycle phase, notebooks [%]



**Adding 2 years of use
to an average PC
reduces the carbon
footprint by 30%!**

PRODUCT OR DEVICE AS A SERVICE HAS LOWER ENVIRONMENTAL IMPACTS THAN RETAIL FOR ALL LIFECYCLE ASSESSMENT CATEGORIES

Compared with transactional sales, DaaS

- reduces GHG emissions by 25%,
- improves resource efficiency by 28%,
- decreases ecosystems impacts by 28%,
- and reduces human health impacts by 29%.

Impact reductions range between 25-30% compared to the linear model.

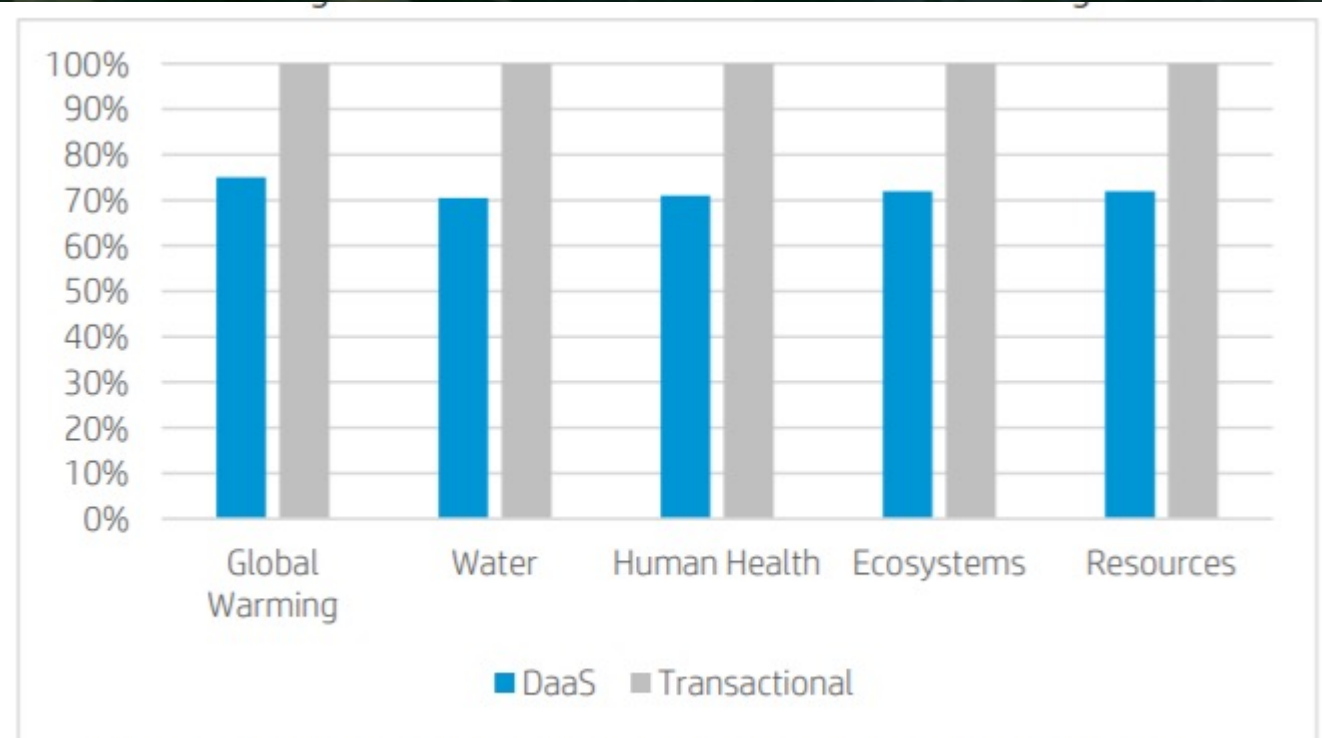


Figure 1: Comparison of Device as a Service to traditional transactional model

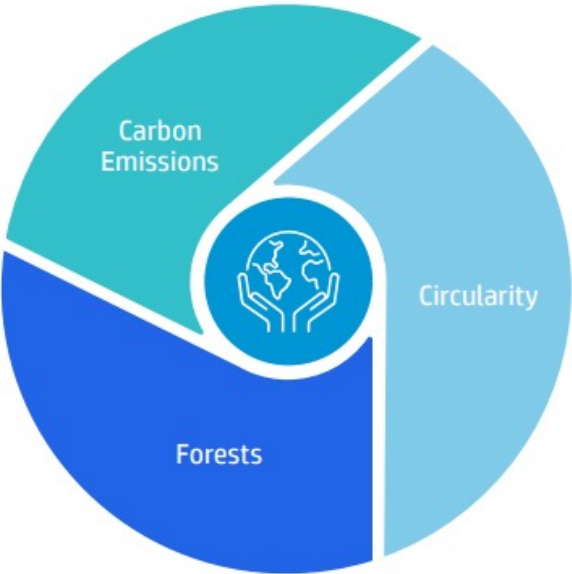
2030 VISION

We intend to become the world's most sustainable
and just technology company



Our Strategy

We have created an ambitious agenda, rooted in science and aligned to the UN Sustainable Development Goals, that connects HP to the most defining and urgent issues of our time where we can have the greatest impact as a brand:



PLANET

Climate Action

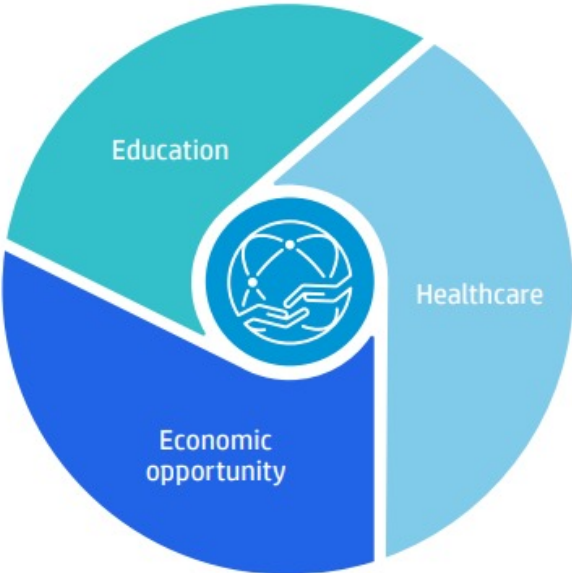
Drive toward a net zero carbon, fully regenerative economy while engineering the industry's most sustainable portfolio of products and solutions.



PEOPLE

Human Rights

Create a powerful culture of diversity, equity, and inclusion. Advance human rights, social justice, and racial and gender equality across our ecosystem, raising the bar for all.



COMMUNITY

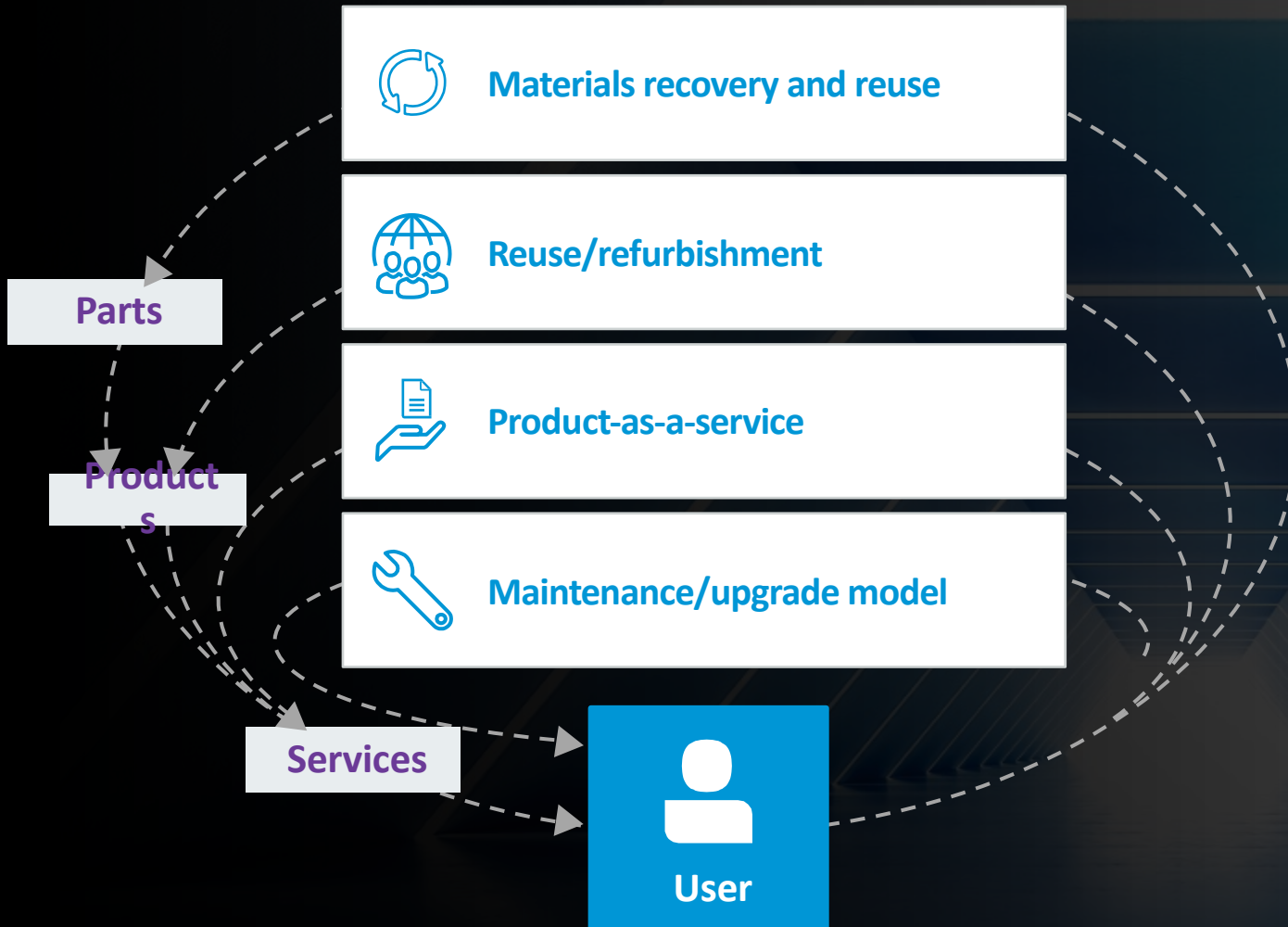
Digital Equity

Lead in activating and innovating holistic solutions that break down the digital divide that prevents many from accessing the education, jobs and healthcare needed to thrive. Drive digital inclusion to transform lives and communities



HP's circular economy strategy

Key RFX questions that probe these areas



- Do you have closed loop recycling what are your goals?
- What are your goals for circularity
- Do you offer refurbished products
- How do you ensure my end of first life product gets a second life?
- Can I buy as a service?
- Repairability:
 - Availability of spare parts,
 - Availability of repair manuals
 - Durability testing
 - Are products upgradable
 - What is the IFIXIT score?



Why is technology procurement so critical & such an opportunity?

- IoT enables you to leverage the power of tech to:
 - DATA: Get baselines set goals and deliver improvement metrics to your organization
 - This allows you to directly contribute to your organizations' goals with strong metrics
 - Manage Costs: with better data you can target specific costs
 - Manage for security during use & at end of first life
- There are a lot of opportunities to align with your organization's goals:
 - The tech industry has been working on sustainability for longer than many others- allowing you to set a high bar and expect continuous improvement
 - Work in sustainable supply chains has been ongoing for 20 years
 - The tech sector has the power to tackle many of our societal problems with you
 - A variety of Eco Labels makes it an easy choice

Achieve certified carbon neutral printing

- HP Managed Print Service - Using third-party verified lifecycle assessment (LCA) data, along with information unique to your organization, HP calculates the total carbon emissions for your fleet Carbon emissions due to:
 - Raw material extraction
 - Manufacturing
 - Transportation
 - Use of HP printers, Original HP supplies, and paper
 - End of service
- HP provides ongoing fleet analytics & helps you set and meet goals to reduce your printing impact then:
- HP has chosen high-quality carbon offset projects that are verified by third-party standards* to enable you to state your printing is Carbon Neutral





LET'S FLEX OUR BUYING POWER TO DRIVE A CIRCULAR ECONOMY

LEARN HOW ►



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IT Procurement Project

November 2021



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Sustainable IT Procurement Pilot Impact



- Increased internal conversation, collaboration and buy-in.
- Built knowledge & equipped participants to implement sustainable IT procurement practices.
- Equipped participants to engage with vendors and impact the RFX process to drive market transformation.

Key Steps to Advancing Sustainable Procurement



1. Build an internal team (senior leader support, cross-functional representation) and align activities with existing sustainability mandates.
2. Assess your starting point (Self-Assessment Tool) and opportunities for improvement.
3. Identify upcoming bids & build knowledge of potential sustainability criteria (RFX Guide)
4. Engage vendors to equip them and gauge readiness to meet sustainability criteria.
5. Modify bids and evaluate responses to prioritize sustainable services and goods (best value for money).
6. Continue to work with vendors and adjust bids to improve the sustainability performance of vendors products and services.

1. Vendor Level Performance in Environment & Social Responsibility



Applicability of criteria	What is the issue?	Best Question	Types of Answers to expect
General Supplier Transparency - Supply Chain	Suppliers need to be aware of and manage risks within their supply chains to ensure that these risks are not passed downstream. When risk assessment and the associated processes are disclosed publicly and transparently for the full value chain (in an annual sustainability report), this demonstrates your vendor's level of awareness, commitment, and management of these important issues.	<p>Compulsory: The producer must be able to state the location and company name for final assembly manufacturers for the offered products. Include in technical specifications of bid documents.</p> <p>Award: The producer must be able to state the location and company name for final assembly manufacturers for the offered products and the most important components, such as printed circuit boards, batteries, SSD, and built-in screens.</p> <p>Award: The producer must be able to state the location of their recycling vendors as well.</p>	<p>Self-declaration by the supplier.</p> <p>Sustainable reports or similar documentation</p>
Supplier Transparency - Canadian Social Impact	Suppliers are part of the community you live and work in. All businesses have a responsibility to contribute to their community & the world. External ratings are an excellent way to measure a wide range of sustainability performance. Transparency is important because without it you cannot measure the supplier's sustainability prowess.	<p>Award: Please list your: Canadian Social investments over the last year together with your:</p> <ul style="list-style-type: none"> - policies for employee volunteering, - donations - cash matching - time off grants to donate time to charities - Canadian sustainability website links in French & English. <p>You can determine what aligns with your organizational values and place/score these items appropriately.</p>	Data can be provided on volunteer hours, grants/donations (not sponsorships), and policies on volunteering. Website links are usually provided.
Supplier Transparency - Environment & Greenhouse Gas (GHG) emissions	Transparency is the basis for stakeholder dialogue and is critical to low carbon and circular economy. Leveraging the Climate Disclosure Project's (CDP) analysis of a company's disclosures and ambitions assures buyers that they are dealing with responsible suppliers.	<p>Compulsory: Company carbon footprint must be disclosed to CDP under the "Climate" disclosure.</p> <p>Award: Award higher points for higher scores by CDP and additional scores for higher scores in Forests, Water, and Supply Chain disclosures too</p> <p>Award: Award extra points for organizations that have set science-based targets through the Science-based Targets Initiative (SBTi)</p> <p>Include in technical specifications of bid documents.</p>	<p>Refer to CDP website for details https://www.cdp.net/en/companies/companies-scores</p> <p>CDP rates supplier's transparency in their supply chain with an A-D "grade" rating in the 3 categories (Topics: Carbon (GHGs), Water, Forests)</p> <p>Refer to https://sciencebasedtargets.org</p>
Supplier Transparency - External Support	<p>Often buyers do not have time or resources to do a detailed analysis of a large multinational company's environmental & social impact. This can be outsourced to companies like Ecovadis (you can access independent ratings like CDP, Know The Chain, and the Global 100)</p> <p>Transparency is important because without it you cannot measure the supplier's sustainability prowess or compare performance between suppliers.</p>	<p>Award: List external rankings of your organization's transparency on sustainability in addition to CDP (above), include:</p> <ul style="list-style-type: none"> - Global 100 score if listed - Ecovadis score - Know the Chain ranking <p>OR</p> <ul style="list-style-type: none"> - other 3rd party listings <p>Add to the technical specifications of bid documents.</p>	<p>The Global 100 lists the top 100 most sustainable suppliers in the world</p> <p>Ecovadis rates companies on their Environmental, Labour & Human rights, Ethics, and sustainable procurement and gives an overall score</p> <p>Know the Chain is a resource that addresses forced labour in supply chains and ranks companies based on performance to benchmarks.</p>

2. Multifunction & Print Devices, Print Supplies



Applicability of criteria	What is the issue?	Best Question	Types of Answers to expect
Ecolabels - Print Device Attributes	<p>Identifying the best in class devices in a range of competitor's products is complex. EcoLabels provide a simple way to ensure basic minimums are met and allow comparisons between vendors and products.</p> <p>EnergySTAR: is the simplest but only covers the energy consumed by the product; EnergySTAR is a requirement of EPEAT (below).</p> <p>EPEAT: is a much more comprehensive EcoLabel covering the manufacturer and product's ability to meet certain required and optional criteria that address the full product lifecycle, from design and production to energy use and recycling. Bronze-rated products meet all of the mandatory criteria in their category. Silver-rated products meet all of the required criteria and at least 50% of the optional criteria, while Gold-rated products meet all of the required criteria and at least 75% of the optional criteria. Noting that for print products, EPEAT is only valid if using the original manufacturer's supplies (ex. ink & toner).</p> <p>IT Eco Declaration: this is a high degree of transparency giving you information on such items as recycled content, packaging material composition, product material composition.</p>	<p>Add to the technical specifications of bid documents.</p> <p>Award: List specified products that are listed EnergySTAR products</p> <p>Award: List the EPEAT ratings for all products</p> <p>Compulsory: List the Safety Data Sheets (SDSs) for all printer supplies (Ink and Toner) to ensure office indoor air quality</p> <p>Award: List the IT Eco Declaration for all products</p>	EPEAT, IT Eco Declaration & MSDS weblinks to where to find the certificates and information.
Ink & Toner Cartridges - Take-Back and Recycling	Take back and recycling the printer consumables cartridges is a key part of the circular economy and helps you reduce your impact. Suppliers should ensure nothing goes to landfills and be transparent about how the recycling is done.	Award: Describe your take-back and recycling program for printer supplies. Identify volumes recycled to date and any innovations/awards in this process.	Data in their Annual Sustainability Report on recycling volumes, list of videos and websites for process explanations and awards
Plastics in Print Devices and Future Ambition	Plastics are accumulating in our oceans and environment because there is little demand for goods that contain recycled plastics. You can help stimulate that demand by asking for products that contain recycled plastic content and by working with vendors that have set ambitious goals for increasing their % of recycled content in products/consumables	<p>Compulsory: List the % of post-consumer recycled content and post-industrial recycled content in the printers and in the supplies.</p> <p>Compulsory: List your company post-consumer recycled content goal and target date. List the volume of post-consumer recycled plastics you have used in the last reported year.</p> <p>Include in the sustainability section of bid documents.</p>	By product and supplies % are self-declared - public goals should be available in the annual sustainability report and/or website
Responsibly Managed Forests and Paper Procurement	Paper and packaging contain forest products made from trees. Deforestation is a major global issue that contributes to climate change and biodiversity loss. IT suppliers should have a strong commitment to responsible forestry to ensure the future of both healthy thriving forests and your investment in print products and services.	<p>Award: FSC or PEFC marks are preferred over paper that is made without responsible forestry practices.</p> <p>Look for the FSC® or PEFC™ marks on paper and packaging products. (e.g. "FSC 100% Recycled"). Ask suppliers to demonstrate their commitment to Responsible Forestry with an organizational paper policy that outlines principles for buying, selling, and using paper, as well as buying, and using product packaging made from paper.</p>	<p>Vendors will provide FSC or PEFC certificates.</p> <p>Visit https://fsc.org/en/fsc-labels for more information.</p>

3. Personal Computers (PC), Laptops & Displays



Applicability of criteria	What is the issue?	Best Question	Types of Answers to expect
Ecolabels: PC Device Attributes	Ecolabels represent a voluntary method to demonstrate performance relating to environmental and/or social topics in relation to the product or its supply chain. Use of objective and respected independent 3rd party verified ecolabels allows purchasers to make informed comparative decisions without greenwashing taking place. EcoLabels provide a simple way to ensure basic minimums are met and allow comparisons between vendors and products. EnergySTAR is the simplest EcoLabel but only covers the energy consumed by the product; EnergySTAR is a requirement of EPEAT (below).	Add to the technical specifications section of bid documents. Compulsory: Provide energy use information for specified products. Lower use is preferred and scored as such. Award: EnergyStar certification	Information will be provided in kilowatts or watts. Devices will be listed at the web links provided under “Ecolabel Databases” heading above. Vendor will provide EnergySTAR weblinks to where to find the certificates and information for the product specified.
	EPEAT: is a comprehensive EcoLabel covering the manufacturer and product’s ability to meet certain required and optional criteria that address the full product lifecycle, from design and production to energy use and recycling. Bronze-rated products meet all of the mandatory criteria in their category. Silver-rated products meet all of the required criteria and at least 50% of the optional criteria, while Gold-rated products meet all of the required criteria and at least 75% of the optional criteria.	Award: List the EPEAT ratings for all products: Offered computers and displays should be registered in the country where the bid is made and meet: - EPEAT Bronze level - EPEAT Silver level (0.5x points) - EPEAT Gold level (additional points)	Devices will be listed at the web links provided under “Ecolabel Databases” heading above. Vendor will provide EPEAT weblinks to where to find the certificates and information for the product specified.
	IT Eco Declaration: this is a high degree of transparency giving you information on such items as recycled content, packaging material composition, product material composition.	Award: List the IT Eco Declaration for all products.	Vendor will provide IT Eco Declaration weblinks to where to find the certificates and information for the product specified.

Find more details including post consumer plastics at <http://greeneconomy.ca/sustainable-it-procurement-resources/>



SUSTAINABLE PROCUREMENT IS A SUPERPOWER

LEARN HOW WE CAN USE IT ►

<http://greeneconomy.ca/sustainable-it-procurement-resources/>



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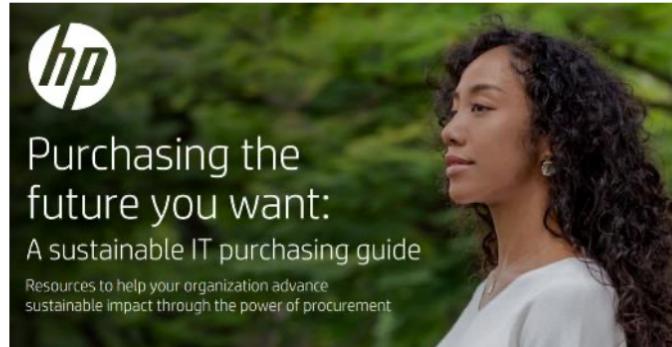
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Purchasing the
future you want:
A sustainable IT purchasing guide

Resources to help your organization advance
sustainable impact through the power of procurement



Top 12 Print: <https://www8.hp.com/h20195/v2/GetDocument.aspx?docname=c07649558>
 Top 8 Supplies: <https://www8.hp.com/h20195/v2/GetPDF.aspx/c06043765.pdf>

Top 12 Sustainable Print and Imaging Equipment procurement criteria
Recommended for public sector

Type	Criteria Type	Criteria Description
1	100%	100% of the equipment must be manufactured in the UK.
2	100%	100% of the equipment must be manufactured using 100% recycled materials.
3	100%	100% of the equipment must be manufactured using 100% renewable energy.
4	100%	100% of the equipment must be manufactured using 100% sustainable materials.
5	100%	100% of the equipment must be manufactured using 100% sustainable processes.
6	100%	100% of the equipment must be manufactured using 100% sustainable packaging.
7	100%	100% of the equipment must be manufactured using 100% sustainable components.
8	100%	100% of the equipment must be manufactured using 100% sustainable services.
9	100%	100% of the equipment must be manufactured using 100% sustainable support.
10	100%	100% of the equipment must be manufactured using 100% sustainable training.
11	100%	100% of the equipment must be manufactured using 100% sustainable documentation.
12	100%	100% of the equipment must be manufactured using 100% sustainable communication.

TOP 8 Sustainable Supplies Procurement Criteria
Recommended for Public Sector

Criteria Type	Criteria Description	Criteria Description
100%	100% of the equipment must be manufactured in the UK.	100% of the equipment must be manufactured using 100% recycled materials.
100%	100% of the equipment must be manufactured using 100% renewable energy.	100% of the equipment must be manufactured using 100% sustainable materials.
100%	100% of the equipment must be manufactured using 100% sustainable processes.	100% of the equipment must be manufactured using 100% sustainable packaging.
100%	100% of the equipment must be manufactured using 100% sustainable components.	100% of the equipment must be manufactured using 100% sustainable services.
100%	100% of the equipment must be manufactured using 100% sustainable support.	100% of the equipment must be manufactured using 100% sustainable training.
100%	100% of the equipment must be manufactured using 100% sustainable documentation.	100% of the equipment must be manufactured using 100% sustainable communication.
100%	100% of the equipment must be manufactured using 100% sustainable components.	100% of the equipment must be manufactured using 100% sustainable services.
100%	100% of the equipment must be manufactured using 100% sustainable support.	100% of the equipment must be manufactured using 100% sustainable training.

Top 14 Recommended SPP criteria – Aves

Compiled by HP Inc., considering the basic principles of EU Sustainable Public Procurement (SPP) – Nov. 2020

EUrovision			Verification	Why this is important
Topic	Type	Suggested text to include in tender		
1. Life Labels	A	<p>EN14001: Offered companies and facilities should be registered in the country where the SPP is made and meet:</p> <ul style="list-style-type: none"> EN14001: Offered users to be certified EN14001: Offered to be certified ISO Certification: Offered companies and facilities should be certified according to ISO 14001 certified standard within the time frame when it comes to the market. 	<p>Use the relevant country to:</p> <ul style="list-style-type: none"> Check the relevant product at https://www.ec.europa.eu/euro-ecolabel/ Check the relevant product at https://www.ec.europa.eu/euro-ecolabel/ 	<p>Environemental responsibility is a key method to demonstrate performance relating to environmental and social aspects in relation to the product or to supply chain. An objective and respected management excellence, allows purchases to make them in a 2. 1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21. 22. 23. 24. 25. 26. 27. 28. 29. 30. 31. 32. 33. 34. 35. 36. 37. 38. 39. 40. 41. 42. 43. 44. 45. 46. 47. 48. 49. 50. 51. 52. 53. 54. 55. 56. 57. 58. 59. 60. 61. 62. 63. 64. 65. 66. 67. 68. 69. 70. 71. 72. 73. 74. 75. 76. 77. 78. 79. 80. 81. 82. 83. 84. 85. 86. 87. 88. 89. 90. 91. 92. 93. 94. 95. 96. 97. 98. 99. 100. 101. 102. 103. 104. 105. 106. 107. 108. 109. 110. 111. 112. 113. 114. 115. 116. 117. 118. 119. 120. 121. 122. 123. 124. 125. 126. 127. 128. 129. 130. 131. 132. 133. 134. 135. 136. 137. 138. 139. 140. 141. 142. 143. 144. 145. 146. 147. 148. 149. 150. 151. 152. 153. 154. 155. 156. 157. 158. 159. 160. 161. 162. 163. 164. 165. 166. 167. 168. 169. 170. 171. 172. 173. 174. 175. 176. 177. 178. 179. 180. 181. 182. 183. 184. 185. 186. 187. 188. 189. 190. 191. 192. 193. 194. 195. 196. 197. 198. 199. 200. 201. 202. 203. 204. 205. 206. 207. 208. 209. 210. 211. 212. 213. 214. 215. 216. 217. 218. 219. 220. 221. 222. 223. 224. 225. 226. 227. 228. 229. 230. 231. 232. 233. 234. 235. 236. 237. 238. 239. 240. 241. 242. 243. 244. 245. 246. 247. 248. 249. 250. 251. 252. 253. 254. 255. 256. 257. 258. 259. 260. 261. 262. 263. 264. 265. 266. 267. 268. 269. 270. 271. 272. 273. 274. 275. 276. 277. 278. 279. 280. 281. 282. 283. 284. 285. 286. 287. 288. 289. 290. 291. 292. 293. 294. 295. 296. 297. 298. 299. 300. 301. 302. 303. 304. 305. 306. 307. 308. 309. 310. 311. 312. 313. 314. 315. 316. 317. 318. 319. 320. 321. 322. 323. 324. 325. 326. 327. 328. 329. 330. 331. 332. 333. 334. 335. 336. 337. 338. 339. 340. 341. 342. 343. 344. 345. 346. 347. 348. 349. 350. 351. 352. 353. 354. 355. 356. 357. 358. 359. 360. 361. 362. 363. 364. 365. 366. 367. 368. 369. 370. 371. 372. 373. 374. 375. 376. 377. 378. 379. 380. 381. 382. 383. 384. 385. 386. 387. 388. 389. 390. 391. 392. 393. 394. 395. 396. 397. 398. 399. 400. 401. 402. 403. 404. 405. 406. 407. 408. 409. 410. 411. 412. 413. 414. 415. 416. 417. 418. 419. 420. 421. 422. 423. 424. 425. 426. 427. 428. 429. 430. 431. 432. 433. 434. 435. 436. 437. 438. 439. 440. 441. 442. 443. 444. 445. 446. 447. 448. 449. 450. 451. 452. 453. 454. 455. 456. 457. 458. 459. 460. 461. 462. 463. 464. 465. 466. 467. 468. 469. 470. 471. 472. 473. 474. 475. 476. 477. 478. 479. 480. 481. 482. 483. 484. 485. 486. 487. 488. 489. 490. 491. 492. 493. 494. 495. 496. 497. 498. 499. 500. 501. 502. 503. 504. 505. 506. 507. 508. 509. 510. 511. 512. 513. 514. 515. 516. 517. 518. 519. 520. 521. 522. 523. 524. 525. 526. 527. 528. 529. 530. 531. 532. 533. 534. 535. 536. 537. 538. 539. 540. 541. 542. 543. 544. 545. 546. 547. 548. 549. 550. 551. 552. 553. 554. 555. 556. 557. 558. 559. 560. 561. 562. 563. 564. 565. 566. 567. 568. 569. 570. 571. 572. 573. 574. 575. 576. 577. 578. 579. 580. 581. 582. 583. 584. 585. 586. 587. 588. 589. 590. 591. 592. 593. 594. 595. 596. 597. 598. 599. 600. 601. 602. 603. 604. 605. 606. 607. 608. 609. 610. 611. 612. 613. 614. 615. 616. 617. 618. 619. 620. 621. 622. 623. 624. 625. 626. 627. 628. 629. 630. 631. 632. 633. 634. 635. 636. 637. 638. 639. 640. 641. 642. 643. 644. 645. 646. 647. 648. 649. 650. 651. 652. 653. 654. 655. 656. 657. 658. 659. 660. 661. 662. 663. 664. 665. 666. 667. 668. 669. 670. 671. 672. 673. 674. 675. 676. 677. 678. 679. 680. 681. 682. 683. 684. 685. 686. 687. 688. 689. 690. 691. 692. 693. 694. 695. 696. 697. 698. 699. 700. 701. 702. 703. 704. 705. 706. 707. 708. 709. 710. 711. 712. 713. 714. 715. 716. 717. 718. 719. 720. 721. 722. 723. 724. 725. 726. 727. 728. 729. 730. 731. 732. 733. 734. 735. 736. 737. 738. 739. 740. 741. 742. 743. 744. 745. 746. 747. 748. 749. 750. 75</p>

Top 14 PC: <https://www8.hp.com/h20195/v2/GetPDF.aspx/c06981117.pdf>



Thank You