

# 10<sup>th</sup> Annual Statewide Energy Efficiency Forum

## Session Block #1 - Catalyzing Decarbonization and Market Transformation through Procurement

Barcelona/Casablanca  
Level: All - Track: Implementation

Wednesday, June 26, 2019  
2:45 – 4:00 PM

Notes prepared by **Robin Squier**, Energy Professional, Unaffiliated

### Speakers:

*Brian Barnacle*, Energy Solutions

*Kathleen Egan*, Ecomedes

### Session Summary:

Ecomedes (<https://fulcrum.ecomedes.com>) is a new online procurement tool/resource being created under the auspices of the Energy Commission. Available for free to public agencies and the private sector, Ecomedes allows users to search by product or brand and filter by federal programs and third party ecolabels. They currently have over 600,000 products listed, from office supplies to furnishings and flooring. In addition to viewing side-by-side comparisons of product specifications, users can estimate Return on Investment (ROI) for individual products and projects that contain multiple products. Some calculation variables are fixed, but users can change some default variables. Users with complex procurement requirements can customize Ecomedes with a subscription for \$2,000/month.

Ecomedes is continuing to seek survey responses and feedback from local governments as they update the program to meet the needs of users.

### What are some words, phrases, or ideas that capture what practitioners need in order to successfully meet California's energy and climate goals?

- Session participants who responded to speaker questions often had different experiences/situations than the survey respondents to date.
- Public agencies could benefit from Ecomedes, but those who would find it most helpful would be ones without procurement constraints like pre-approved vendors and lowest cost/bid instead of ROI.
- Local governments are interested in Ecomedes expanding to show popularity by purchase instead of only popularity by search.
- Although HVAC is often an urgent purchase that could benefit from Ecomedes ROI calculations, the variables and complexity of HVAC makes it a challenge.

### What was inspirational or hopeful about this session?

It's exciting to have an easily accessible, yet powerful procurement tool/resource available to the public that promises to reduce barriers to incorporating sustainability into purchasing decisions. A point was made in this discussion about not directly telling people what they should buy or do. It was more about providing them the information they need in a convenient way so that they can more effectively implement their choices.

### Standout quote(s) (if applicable)

Ecomedes is like a, "Consumer Reports for procurement."



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