



## VICTORIAN LOCAL GOVERNMENT PROGRAM MEMBERSHIP SERVICES 2012/2013

**Purchasing decisions are integral to success in improving your sustainability.** Systematically considering the environmental impacts of goods and services in purchasing decisions demonstrates your organisation's progress towards sustainability. Sustainable purchasing is also about efficient purchasing, improving material use and saving money

However green procurement is a complex area and unravelling this complexity is where ECO-Buy can help.

**ECO-Buy offers an award-winning approach to guide members through green procurement** – from getting a green purchasing policy in place, resources based on international best practice, tools and access to one of the most comprehensive databases of green product suppliers in the country.

After twelve years of successful operation, with over 70% membership in Victorian local government and having influenced hundreds of millions of dollars of investment in green purchasing, **ECO-Buy has established itself as a Centre of Excellence in Environmental Purchasing.**

Ongoing membership of ECO-Buy provides your council with the resources and support you need to develop and improve your green purchasing program.



Buying Green with ECO-Buy

### WHAT OUR MEMBERS THINK

*"ECO-Buy has been incredibly supportive and helpful. We are in the very early stages of understanding the impacts of green purchasing and how this will affect our financial reporting... however, the resources available to ECO-Buy members will be invaluable and we hope to have an action plan developed soon."*

*"Over the last few years, ECO-Buy has played a very important role in increasing green purchasing in local government and also the profile associated with this activity. Well done."*

*"The ECO-Buy annual reporting process is an important tool to understand and recognise Council's progress with green purchasing. Measuring green purchasing progress is essential for continuous improvement and meeting broader Council targets and objectives. The report outcomes also encourage us to set even higher goals to reduce our environmental footprint through purchasing".*

## WHAT ECO-BUY OFFERS

Two membership options are offered in 2012/13. Base membership offers the support, resources and networking opportunities ECO-Buy members have come to expect. In addition, we continue to offer additional services on a fee-for-service basis, including training opportunities, reports, events and consultancy services.

The Accelerator Program is available for those members wanting to 'accelerate' their green purchasing journey through increased support, training time and assistance from experienced ECO-Buy program managers. The benefits of these membership options are detailed as follows.

SERVICES OFFERED	BASE	ACCELERATOR
<b>ECO-Guide:</b> a practical guide on how to implement your green purchasing program, including best practice templates and tools	✓	✓
<b>Local Government Program Manager:</b> support to implement your green purchasing program and complete your annual report	✓ 2 hours	✓ 4 hours
<b>ECO-Find:</b> access to our online database of green products and suppliers	✓	✓
<b>LinkedIn Members Discussion group:</b> Invite to our discussion group in LinkedIn where you can seek advice from other members and green purchasing-related discussions	✓	✓
<b>Training:</b> choose from one of our tried and tested training modules such as 'Intro to Green Purchasing' or 'Greening your Contracts and Tenders'. More options offered to Accelerator members.	✓ 2 hours	✓ 4 hours
<b>Network Meetings:</b> participate in regular roundtable discussions with other members, industry experts and green suppliers	✓	✓
<b>ECO-Bonus Discounts:</b> gain members discounts on green products	✓	✓
<b>Membership Logo:</b> for use in your publications and marketing	✓	✓
<b>Annual Certificate</b>	✓	✓
<b>Annual Awards:</b> high-profile event to recognise and publicise member achievement	✓	✓
<b>Baseline Assessment and Report:</b> a gap analysis of your green purchasing program to set a baseline, accompanied with a report outlining strategies for moving forward (valued at \$1000 + gst)	x	✓
<b>Annual Progress Report:</b> outlining your green purchasing expenditure over the year with graphs, summaries and benchmarking against similar sized members (valued at \$750 + gst)	x	✓
<b>Sustainable Procurement Assessment Tool:</b> Assess to ECO-Buy's online benchmarking tool (non-member fee \$700)	✓	✓
<b>ECO-Buy Seminars and Forums</b>	Discounted attendance	Free attendance for one staff member
<b>Other Events:</b> hosted by or co-branded with ECO-Buy	Discounted attendance	Discounted attendance

## MEMBERSHIP FEES 2012/2013

Annual membership fees help cover the cost of developing and delivering the ECO-Buy program. They have been benchmarked against similar sustainability programs and we believe offer excellent value for money. A full year's membership runs from July 2012 through to June 2013.

	BASE MEMBERSHIP*	ACCELERATOR MEMBERSHIP*
Joining fee (new members)	\$ 1,150	\$ 1,150
Small rural councils	\$ 1,195	\$ 2,595
Regional councils	\$ 1,650	\$ 3,400
Metropolitan councils	\$ 2,300	\$ 3,900
Capital city council	\$ 4,000	\$ 5,000

*\*excludes GST*

## ADDITIONAL SERVICES

As an independent not-for-profit company, ECO-Buy seeks to generate income through offering a range of additional services to compliment program membership. These services are designed to better meet member's needs, objectives and timelines, and are based on member consultation and feedback.

ECO-Buy will continue to develop additional services that respond to member needs and to ensure we continue to offer cutting edge green procurement resources and advice. The following table gives an overview of the types of consultancy services available.

SERVICES	EX GST
<b>ECO-Box:</b> a ready-made exhibit of genuine green products, accompanied by information cards to assist with education and engagement ( <i>+ postage and handling</i> )	\$90
<b>Green Purchasing Progress Report*:</b> outlining your green purchasing expenditure over the year with graphs, summaries and benchmarking against similar sized members	\$750
<b>Baseline Assessment and Report*:</b> a gap analysis of your green purchasing program to set a baseline, accompanied with a report outlining strategies for moving forward	\$1,000
<b>Tailored in-house Training:</b> ECO-Buy can develop and deliver tailored training sessions to suit your professional development requirements ( <i>+ travel costs</i> ). Suggested modules include: <ul style="list-style-type: none"> <li>- Tracking and reporting your green spend*</li> <li>- Purchasing assessment workshop (spend analysis)*</li> <li>- Creating a green purchasing policy</li> </ul>	Starting from \$600 (2 hours)
<b>Discount on Consulting Rates:</b> ECO-Buy members receive an exclusive discount on our regular consultancy services including (but not limited to): <ul style="list-style-type: none"> <li>- Design and assistance integrating a green purchasing tracking system into your finance software</li> <li>- Advanced contract and tender development advice</li> <li>- Suppliers analysis and recommendations for alternatives</li> </ul>	Up to 20%

*\*Included in Accelerator membership*

## THE BENEFITS OF GREEN PURCHASING

### FOR THE ENVIRONMENT

- Reduce greenhouse gas emissions – purchase low carbon products
- Save energy – purchase energy saving products
- Reduce waste – purchase products with recycled content
- Save water – purchase water saving products
- Improve indoor air quality – purchase non-toxic products

### FOR ORGANISATIONS

- Demonstrate leadership – ‘walk the talk’ on sustainability
- Meet expectations of staff, community and suppliers – for improved environmental performance
- Reduce costs and improve efficiency – on energy water and waste
- Gain formal recognition – through certificates, Annual Awards and publicity

### FOR LOCAL COMMUNITY AND ECONOMIES

- Develop and support markets – for local green suppliers
- Contribute to green jobs – by supporting sustainable industries
- Support local communities – groups, schools and businesses that are buying green products

### For more information contact:

Local Government Program Manager, phone (03) 9349 0410

