

NETWORK® CASE STUDY

- **Industry**
PUBLIC SECTOR
- **Products**
JANITORIAL SUPPLIES

ACHIEVING SUSTAINABILITY GOALS WHILE REDUCING COST

BUSINESS NEED:



In 1992, the Mayor and the City Council for the City of Tucson, AZ established a commitment to incorporating sustainability and efficiency into the city's operations. Since that time, the City has adopted a policy and four resolutions in support of the Administrative Directive on environmental responsibility.

The City of Tucson was looking for an environmentally responsible, cost-saving approach to procuring janitorial and sanitation supplies and services that would meet the requirements of its Office of Conservation and Sustainable Development, the Procurement Department, and each of the other City's departments and contractors. The City recognized that this initiative encompassed a variety of product types and many end users, and its scope spanned beyond environmental responsibility - it also impacted the health and safety of the community and City employees. The City was determined to find a provider that not only helped them achieve their goals, but also had the category expertise necessary to recommend processes and products that improved the overall wellness of their community.

SOLUTION:

The City of Tucson awarded a national cooperative purchasing agreement to NETWORK, and made it available to all departments in the City of Tucson and other agencies nationwide through National IPA. The competitively solicited agreement offers a full line of janitorial and sanitation supplies and services, including environmentally-preferred products, all on one contract.

By working closely with their locally-based NETWORK distributor, Waxie Sanitary Supply, the City of Tucson's departments are supported with the highest levels of accountability and expertise. They were able to expand their sustainable procurement practices, and as an added value, departments across the City have access to product and process training, robust purchase reporting, and consultations with category experts who can help improve efficiencies and reduce waste - all critical issues for today's public agencies.

ABOUT NATIONAL IPA:

National Intergovernmental Purchasing Alliance Company (National IPA) is a cooperative purchasing organization dedicated to public agencies, educational institutions, non-profits and any agency for public benefit.

National IPA aggregates the purchasing volume of participating agencies across the country in order to receive larger volume discounts from suppliers.

There is no fee to participate.

For more information, visit www.nationalipa.org.



RESULTS:

For the City of Tucson, AZ, the NETWORK program with National IPA has delivered real value.

Under the janitorial and sanitation products program with NETWORK, the City has introduced a number of products that have driven significant cost savings, improved cleaning processes, and made strides toward achieving its sustainability goals:

- Foam hand soap and liquid laundry detergent
- More economical trash can liners
- Roll paper towels and wiping systems
- Environmentally-preferred cleaning tools and bathroom tissue
- Cost-effective dilution control systems to replace expensive ready-to-use products and toxic chemicals

Other advantages to the City include:

- A savings of more than \$73,000 in the first year
- Additional cost saving opportunities have been identified that total more than \$95,000 annually
- Green janitorial product purchases have increased 20%
- A shift toward more efficient towel and tissue products and right-sized can liners has reduced maintenance labor costs
- A 19% decrease in the frequency of orders has reduced the environmental impact associated with fuel use, noise and traffic
- The City employees and community residents enjoy a healthier, safer work and recreational environment
- Consumption and waste have been reduced, and the community is benefiting from lower toxicity in their land, air and water resources

As an added benefit, the City has leveraged NETWORK's product and process training to improve efficiency and effectiveness, and the learned best practices for cleaning have been shared across the City's facilities.



Awarding a janitorial and sanitation supplies contract that could be used by every department and contractor within the City of Tucson was critical to achieving our sustainability goals.

With the program from NETWORK and National IPA, key departments have successfully implemented sustainable practices, and we have identified many additional opportunities to pursue. //

MARCHETA GILLESPIE,
CPPO, CPPB, C.P.M., CPM
Deputy Director of Procurement
City of Tucson, AZ



ABOUT NETWORK SERVICES COMPANY:

Network Services Company (NETWORK[®]) is a \$10 billion company providing customized distribution services. NETWORK has applied its deep experience and knowledge to help national companies in industries that include commercial real estate, healthcare, food service, industrial, printing and the public sector. By offering a system with centralized control and focused spend management, we improve supply chain efficiencies while designing programs to the specific needs of your business.

NETWORK's service model unites the top locally based, independently owned distributors from North America and beyond to create a powerful organization with the efficiency and reach required by key industries in the nations we serve. "Distribution by Design[®]", the NETWORK model, provides a superior level of expertise that enables customers to support business growth and address unique market needs through customized solutions. For more information, visit www.networkdistribution.com or call 800.683-0334.