



ENERGY STAR[®] ONLINE BULK PURCHASING INITIATIVE

In 2005, ENERGY STAR[®] saved 150 billion kilowatt hours (kWh), or 4 percent of total 2005 electricity demand and about \$12 billion on utility bills. In addition, ENERGY STAR helped avoid 28,000 megawatts (MW) of peak power, equivalent to the generation capacity of more than 50 new power plants.

ENERGY STAR has become the trusted national symbol for energy efficiency. ENERGY STAR labeled products must meet strict energy efficiency criteria set by the U.S. Department of Energy (DOE) and the U.S. Environmental Protection Agency (EPA). Because they use less energy, these products reduce energy costs and help protect the environment by causing fewer harmful emissions from power plants.

By using ENERGY STAR labeled products, households can reduce their energy use and save up to 30 percent, or \$450 annually on average, on their utility bills (currently averaging around \$1,500 per year).

ENERGY STAR qualified products have been widely used in market rate housing but because of first cost considerations the purchase of ENERGY STAR products have not been fully incorporated into affordable housing developments and property management strategies.

In recent years, the cost differential between ENERGY STAR labeled appliances and less energy efficient appliances has significantly decreased. The simple payback period or time needed to recoup the added cost for ENERGY STAR appliances from energy savings is now less than 5 years for most products. And because these products are more reliable and durable than other appliances, from a life cycle perspective the purchase of ENERGY STAR products can be very cost effective and increase in value as energy and labor costs increase.

ENERGY STAR Bulk Purchasing. To mitigate remaining costs differences and assist affordable housing sponsors gain access to the widest possible range of ENERGY STAR products, DOE and the U.S. Department of Housing and Urban Development (HUD) have collaborated on the development of a web-based tool to simplify the process for obtaining ENERGY STAR product price information and, if desired, initiating purchases of ENERGY STAR products.

The ENERGY STAR Bulk Purchasing Tool provides affordable housing sponsors with on-line access to manufacturers and suppliers of ENERGY STAR products. The manufacturers and suppliers participating in this initiative

recognize the potential market for ENERGY STAR within the affordable housing sector and pursuant to agreements with DOE participating manufacturers and suppliers of ENERGY STAR products have agreed to offer bulk purchase pricing. Moreover because the number of participating manufacturers and suppliers of ENERGY STAR products is not restricted, the quotes provided will be competitive.

In short, the ENERGY STAR Bulk Purchasing Tool offers public housing authorities, affordable housing sponsors, and other public and community-based organizations with a one-stop site to access a broad possible menu of ENERGY STAR products and equipment at competitive bulk purchase pricing. Use of the web-based on-line program does not require special software; only access to the internet.

The ENERGY STAR Bulk Purchasing Tool is now called “Energy STAR Quality Quotes” and accessible at:

www.quantityquotes.net

Overview of the Online Bulk Purchase Process

- Purchasers choose an ENERGY STAR product type.
- Purchasers complete and submit the product-specific questionnaire.
- Participating ENERGY STAR partner suppliers will be notified via email.
- Suppliers will have the opportunity to respond to Purchaser requests.
- Purchasers are notified via email when a partner responds to a request. All subsequent responses will be posted on this web site without email notification. All dialogues are confidential.
- Purchasers log into this Web site and check Supplier responses.
- Purchasers decide whether or not to follow up with any of the ENERGY STAR Supplier responses.

The web site is user-friendly and easy to navigate.

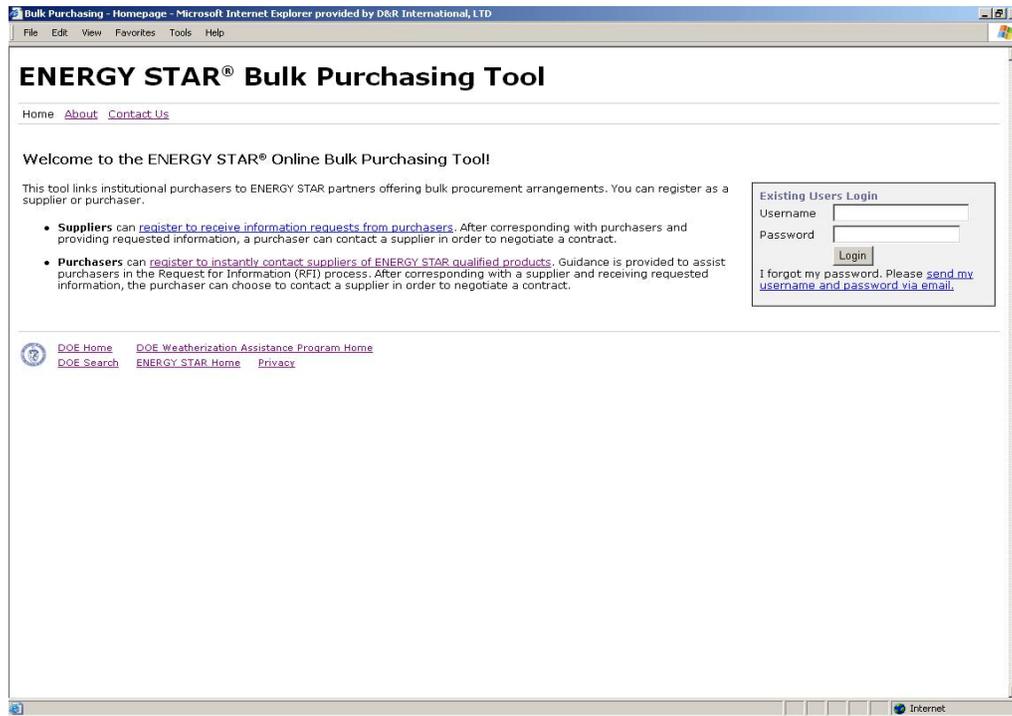
To assist users with the process attached is a simplified set of instructions reviewing the key steps involved in making your initial ENERGY STAR Bulk Purchase Request.

ENERGY STAR Online Bulk Purchasing Tool

Instructions

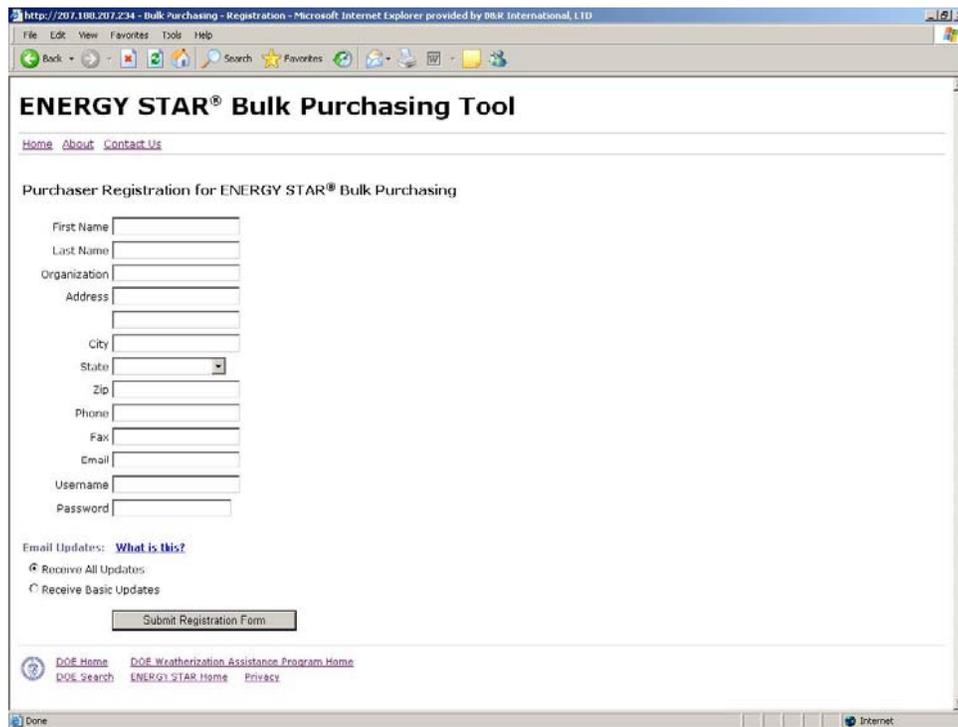
Step One - Registration

Suppliers or Purchasers of ENERGY STAR Products must register before using the ENERGY STAR Bulk Purchasing Tool.



The registration involves acceptance of specified terms and conditions of use (shown below) and completion of a registration form (shown on the following page).

-  Purchasers agree to assume responsibility for complying with all applicable local, state and federal statutes, ordinances, regulations, and policies governing the purchase of goods or services by your agency.
-  Suppliers must agree to only market products on the site that meet the prevailing ENERGY STAR criteria for their respective product category and are packaged for delivery to the purchaser or end-user in accordance with commercial packaging and labeling requirements in the ENERGY STAR specification for that product(s). Suppliers must also agree to deliver products to the purchaser or end-user specified by the purchaser by the date determined by the purchaser and supplier.



The registration is maintained by DOE. This information is not shared with suppliers. Once DOE approves your registration, you will receive an e-mail confirming the username and password provided on your registration form.

When you post a bulk purchase request on this Web site, the request will not include your contact information, with the exception of City, State, and Zip Code, which help suppliers respond to your requests. Participating suppliers will respond to your request via this Web site, allowing all communication to take place anonymously via this site.

Step Two: Submit A Purchase Request

Purchasers initiate the process by selecting an ENERGY STAR product category and submitting a Purchase Request Form for the product. After completing your first request, you can return to request additional product purchase requests. Products currently offered through web site include:

- Compact Fluorescent Lamps
- Refrigerators
- Light Fixtures
- Dehumidifiers
- Air Conditioners
- Dishwashers
- Clothes Washers •

*HVAC products will be the next product category to be added to the tool's offerings.

The Purchase Request Form has two parts.

PART I – General Information

Purchaser provides information on delivery location and schedule, product quantity requested, and whether removal or decommissioning of existing appliances is required.

ENERGY STAR® Bulk Purchasing Request Form

Step 2: Complete the Product Request Form
 Bulk Purchase Request for ENERGY STAR Qualified Refrigerators
 Please complete as many fields as possible with as accurate information as you can provide. Our partners will use this information to determine what type of bulk purchase contract they can offer your organization.

Note: required fields are marked with an asterisk (*).

* Request Name:

This information will be provided to our partners to allow them to make a more informed response to your request.

Purchaser Location: Reno, Nevada, 89502

1. Delivery City:

Delivery State:

Delivery Zip Code:

2. Will you require deliveries to more than one location:

3. Contract Duration
 From: To:

4. Project Description:

5. Total Order Quantity:

6. Total Order Quantity will be shipped in one shipment: (if not checked, complete below)
 Schedule of Order Release (if known at this time):

Quantity of Order Release (if known at this time):

7. Total Order Quantity will be delivered to one location: (if not checked, complete below)
 Number of Delivery Locations:

Delivery Locations(s) Description/Comments:
 Use this field to elaborate on your delivery requirements. Do you need the supplier to deliver single products to individual units? Do you have centralized locations where the supplier can deliver a large shipment of products? Please use the space below to provide this type of information to the suppliers. It will help them better respond to your request.

PART II – Product Specification Information

Purchaser provides information on product specifications. Purchaser may request pricing information on a product with multiple specifications.

Please provide the following information to be sent to partners as part of your request.

1. Refrigerator Information
 You may choose up to three different refrigerator configurations below. Indicate the volume and quantity for each configuration.

Configuration	Approximate Size Range	Estimated Total Annual Order Quantity	Features (e.g. wire or glass shelves)
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Note: At this time, DOE funds cannot be used for the purchase and installation of freezers.

2. Additional Comments/Questions

Send my purchase request to the following organizations:
[Select All](#)

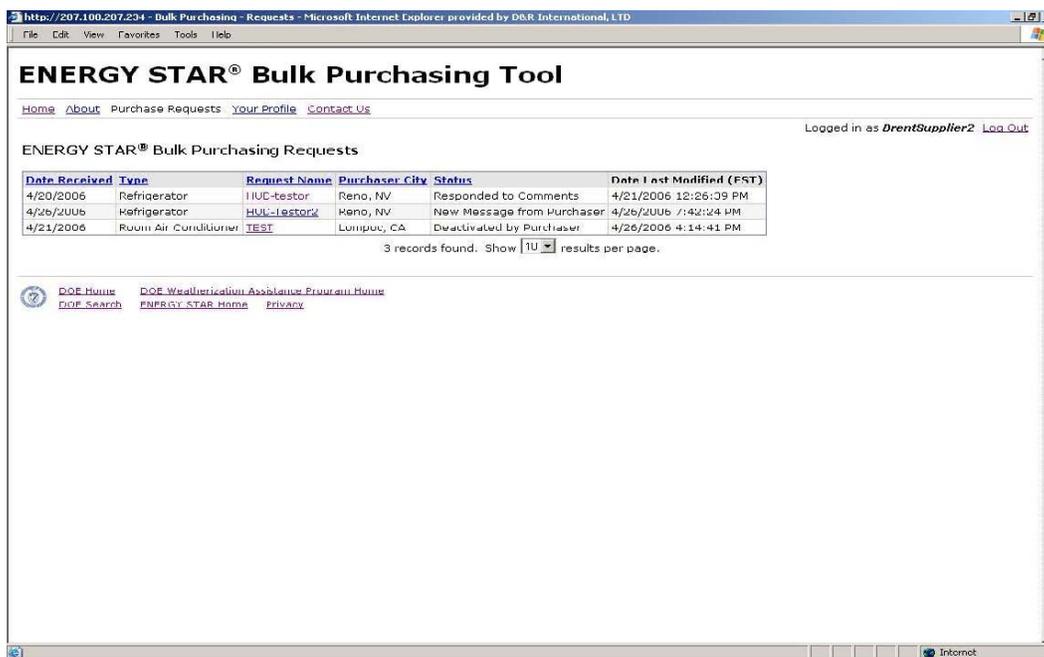
Once the Purchaser completes and submits the Purchase Request Form, participating ENERGY STAR suppliers are notified by e-mail that a request for ENERGY STAR product has been posted.

Participating ENERGY STAR suppliers log into the web site to review Purchaser requests and reply to these requests using a standardized response form. Responses from participating ENERGY STAR suppliers will be posted on the Web site for the purchaser to review (purchaser/supplier dialogues are confidential and tied to username and password, and therefore cannot be viewed by other users). Alternatively, Purchasers may make a request on the Purchase Request Form for ENERGY STAR suppliers to contact them directly.

Step 3: Check Purchase request Responses

The Purchaser will receive an e-mail notification that a participating ENERGY STAR manufacturers and suppliers has responded to the Purchaser's request. Subsequent responses from participating ENERGY STAR manufacturers and suppliers will be posted on the web site without e-mail notification.

The Purchaser will log onto the web site to check responses (see below).



The screenshot shows a web browser window displaying the "ENERGY STAR® Bulk Purchasing Tool". The page includes navigation links (Home, About, Purchase Requests, Your Profile, Contact Us) and a login status for "DrentSupplier2". The main content area is titled "ENERGY STAR® Bulk Purchasing Requests" and contains a table with the following data:

Date Received	Type	Request Name	Purchaser City	Status	Date Last Modified (FST)
4/20/2006	Refrigerator	HUC-testor	Reno, NV	Responded to Comments	4/21/2006 12:26:09 PM
4/26/2006	Refrigerator	HUC-testor	Reno, NV	New Message from Purchaser	4/26/2006 1:42:24 PM
4/21/2006	Room Air Conditioner	TEST	Lompoc, CA	Deactivated by Purchaser	4/26/2006 4:14:41 PM

Below the table, it indicates "3 records found. Show 10 results per page." At the bottom of the page, there are links for "DOE Home", "DOE Weatherization Assistance Program Home", "DOE Search", "ENERGY STAR Home", and "Privacy".

Participating ENERGY STAR manufacturers and suppliers responding to Purchaser Requests provide their contact information to the Purchaser. The Purchaser may contact the participating ENERGY STAR manufacturers and suppliers to initiate bulk purchase contracting discussions or may continue to communicate anonymously with participating ENERGY STAR manufacturers and suppliers via the Web site.

A Look At The Efficiency of ENERGY STAR Products

- *ENERGY STAR qualified refrigerator models use at least 15% less energy than required by current federal standards and 40% less energy than the conventional models sold in 2001.*
- *ENERGY STAR compact fluorescent bulbs use 70% less energy than "old-fashioned" incandescent bulbs and they often last 10 times longer. If you replace an existing 60-watt incandescent bulb with a 15-watt compact fluorescent, you will save \$33 in energy costs for just that bulb over its lifetime.*
- *ENERGY STAR rated clothes washers use 50% less energy than conventional washers. They also use less water per load and one-third less detergent. Compared to a model manufactured before 1994, an ENERGY STAR qualified clothes washer can save up to \$110 per year on your utility bills.*
- *ENERGY STAR qualified central air conditioners have a higher seasonal efficiency rating (SEER) than standard models, which makes them about 25% more efficient and will reduce cooling bills by 20%.*
- *ENERGY STAR qualified furnaces have an annual fuel utilization efficiency (AFUE) rating of 90% or greater, making them about 15% more efficient than standard models.*