

UC SYSTEMWIDE MULTI-USE PAPER OPTIONS AND OPPORTUNITIES

TRANSITIONING THE RECYCLED COPIER
PAPER PRODUCT OFFERINGS TO HIGHER LEVELS OF
POST-CONSUMER WASTE (PCW) AVAILABLE TO CLIENTS

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UC SYSTEMWIDE MULTI-USE PAPER OPTIONS AND OPPORTUNITIES

- ◎ **GOAL:** To offer higher PCW (Post-Consumer-Waste) content paper at better prices to encourage their use:
 - Negotiate better pricing on 50% PCW and 100% PCW paper;
 - Make the new pricing known to UC Clients,
 - Encourage UC Clients to convert to one of the higher PCW paper SKU's; and
 - Move the entire UC System from 30% PCW paper to either 50% PCW or 100% PCW paper.

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- ◎ **GOAL: Negotiate better pricing on 50% PCW and 100% PCW paper:**
 - Worked with Boise, Inc. to lower the pricing on their current SKU's of 50% and 100% paper and make it available through the current OfficeMax/Office Depot Agreement for Office Products; and
 - Sourced a new Supplier, Georgia Pacific through the Office Depot product assortment which provided UC with another offering with strong pricing, (thank you Alex Butler from UCB!).

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- ◎ **GOAL: Make the new pricing known to UC Clients:**
 - Put the new Pricing and the new Offerings into the Price File for OfficeMax/Office Depot;
 - OfficeMax/Office Depot Account Executives at the Campuses made Clients aware of this offering;
 - Campus Procurement Departments posted information on the new offering on their websites; and
 - Conference call with Office Products Team to discuss the options and allow each UC Location to decide which product(s) they were going to promote.

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- ◎ **GOAL: Encourage UC Clients to convert to one of the higher PCW paper SKU's:**
 - Worked with UC Locations on their choice;
 - Worked with OfficeMax/Office Depot Account Executives to ensure Supply of Paper SKU's; and
 - Began the process of implementation at UC Locations.

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- ◎ **GOAL: To Move the Entire UC System from 30% PCW paper to 50% PCW or 100% PCW paper:**
 - Continuing the communication to all UC Locations;
 - Developing “stories” from the UC Locations that have implemented to share with the others; and
 - Encouraging complete conversion of all UC Locations not later than early Fall 2016.

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- What are you doing at your Campus that is working well?
- What other ideas do you have for successfully promoting conversions to higher levels of PCW Paper?
- Other Questions?

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