THERMOFISHER TSX600
STRATEGIC SOURCING PROJECT

Valerie Vergara
Allen Doyle
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The University of California has always been on the leading edge.

It’s no surprise then that decades before the world took notice of climate change, UC faculty, researchers, students and staff recognized the problem and set out to do something about it.

That’s the University of California.
Overview

• Ultra Low Temp Freezers—Who Cares?
• Strategic Sourcing & Sustainability
• Supply Chain
• TSX600 Freezer Promotion Highlights
• Cool Campus Communications
• UC Sales
• UC Freezer Promotion Results
• Supplier x Procurement x Sustainability
Ultra Low Freezers—Who Cares?

- 1100 at UC Davis
- $100+ k in sample value
- Same electricity as a home

First For UC

- Uses up to 50% less energy
- Up to 20x quieter
- Improved performance with new V-Drive compressor technology
- Big storage capacity / small footprint
- Know what is going on inside and out

The Sustainable Choice in Sample Protection

- 7-Year compressor warranty
- Rock-bottom price of $9,650* with free shipping
- Less power consumption - uses less than 10 kWh per day
- Free hauling and recycling of old freezer**

Contact your Thermo Fisher Scientific representative

Name: Kale Feeter
Email: kale.feeter@thermofisher.com
“Strategic Sourcing”: Now Includes “Sustainability” in the Contract Process

1. Preliminary Research
   - Create Commodity Profile
   - Perform Value Analysis
   - Select sourcing strategy

2. Supply Market Analysis
   - Identify Supplier Selection criteria
   - Generate Supplier List
   - Send out RFI

3. Sourcing Event
   - Finalize Specs, Conduct Sourcing Event
   - Formalize Negotiation Strategy

4. Implementation
   - Stakeholder Agreement
   - Create Transition Plan
   - Set up Processes to monitor results

5. Performance Monitoring
   - Continuous Monitoring of Supplier Performance
   - Market Analysis
ThermoFisher TSX600D ULT Freezer Promotion Highlights

- Collaboration: UC Procurement, Sustainability, Facilities, Researchers, Supplier
- 71 Freezers purchased, 9 campuses, 3 months!
- $9,650 price plus take-away increased demand.
- Single campus kick-off (Davis) shared with system
- UC Team communication and marketing
- $250 k energy savings over 10 years
- $440 k product, incentive, and delivery savings.
- Supports Carbon Neutrality by 2025.
Cool Campus Communication, Davis & UCOP

Cool Campus Collaboration Creates Green Savings

Cool Campus Collaboration Creates Green Savings by\n
- Setting aside 3 months, UC Procurement, Sustainability and ThermoFisher
- Research Lab Ultra-Low Freezers
- Together to place 73 high efficiency ultra-low freezers on campus, which
- replace a conventional freezer that can consume enough energy to power a single family home. The
- project is expected to save enough energy to power about 200 laptops annually, which
- supports the University of California's goal of cutting greenhouse gas emissions
- by 15% by 2020.

University of California First For UC

Purchase any 600 box capacity Thermo Scientific™ TSX Series ultra-low (ULT) freezer for the low price of $9,650* using the special catalog numbers below and we will haul away your old ULT freezer and recycle it!**

Environmentally friendly, sustainable design

- Natural Refrigerants for lower environmental impact and longer freezer life
- Water blown foam insulation eliminates harmful outgassing
- Manufactured in an award-winning zero waste to landfill factory

Thermo Scientific Ultra-Low Freezer Trade-Up

<table>
<thead>
<tr>
<th>Catalog No.</th>
<th>Description</th>
<th>Price</th>
<th>Offer Includes</th>
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<tbody>
<tr>
<td>TSN6000DT1</td>
<td>-86°C TSX600, 600 Box Capacity, 28.6 cu. ft., 208-230V, 60Hz</td>
<td>$9,650</td>
<td>Inside delivery (unpack, set in place, and removal of packaging) of new ULT with same trip removal and disposal of trade-in ULT</td>
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<tr>
<td>N218</td>
<td>Second trip by trucking company to remove (haul away) trade-in ULT</td>
<td>$550</td>
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Now for a limited time until April 30th, TSX ultra-low freezer trade-up

Please order using these special Fisher Scientific catalog numbers to take advantage of package pricing on ultra-low freezers and environmentally-friendly disposal of old freezer. No redemption necessary. Please include your contact information with your order. You will be contacted by Thermo Fisher Scientific and sent a Bio-Hazard Certificate for Disposal form which must be completed and returned per instructions on the form, prior to the shipment of your new ultra-low freezer. Once the form is received back to Thermo Fisher Scientific, and your freezer is picked up, you will be contacted by the carrier to schedule the delivery date. In the event that your old freezer is not ready to be removed at the time of the scheduled delivery date and a return trip by the carrier to pick up your trade-in freezer is necessary, a

Stay in touch with Janet


+ 1500 emails
Opportunity

Conventional research ultra-low temperature (-80°C ULT) freezers can consume, on average, 19 kWh/day (similar to a single-family home) and over 30 kWh after several years of use. Large UC campuses have approximately 1,000 ULT freezers at any given time. Each of these freezers costs the University an estimated $700-$1000 a year in energy consumption.

Two energy-efficient ULT models have come on the market in recent years, each using less than 9 kWh/day energy consumption. Despite availability, it has been difficult to increase the number of energy-efficient units on campus due to up-front freezer expense, lack of awareness among researchers, and uneven project coordination efforts.

Approach

UC Procurement Services, campus Sustainability and campus Facilities teamed up and negotiated a special UC price for new ThermoFisher Scientific energy efficient freezers including free hauling of old freezers. ThermoFisher Scientific worked with procurement and campuses to market these specially priced freezers during a 3-month promotion.

Results

- **Cost Benefits** - An estimated benefit of $689k includes price reduction, reduced energy consumption over an average 10 year lifespan, transportation and decommission cost avoidance, and rebate incentives
- **Promoting Sustainability** - 71 energy-efficient, ultra-low temperature freezers were purchased replacing high energy consuming freezers across 9 campuses, which help meet UC’s goal of carbon neutrality by 2025
- **Increased Collaboration** - UC system-wide, campus and supplier collaboration during the promotion was essential to the outcome

**Total Benefit: $689,000**
## Promotion Results: Feb – Apr 2016

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<tr>
<th>UC Campus</th>
<th># TSX</th>
<th># Other</th>
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<td>Santa Cruz</td>
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<tr>
<td><strong>Total Freezers Purchased</strong></td>
<td><strong>71</strong></td>
<td><strong>4</strong></td>
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</table>
Special Kudos to Cool Campus Collaborators

- UC Davis:
  - Allen Doyle – Sustainability Manager, UC Davis.
  - Procurement – Kay Cole, Pam Meyer, Daisy Tom, Michelle Valine.
  - Dateline Staff – Cody Kitaura, Dave Jones.

- UC San Diego
  - Procurement – Mark Ortiz, Brian Wardell.

- UC San Francisco
  - Sustainability – Gail Lee, Tommy LaPoint, Zac Schoenrock.

- UC Irvine
  - Wendell Brase

- UCOP Sustainability
  - Matt St. Clair, Janika McFeely, Eric Eberhardt.

- UCOP Procurement
  - Bill Cooper, Justin Sullivan, Ross Bausone, Heidi Oh, Andrea Tung.

- Other Campus Champions
Next Steps

• Product Demo Guidelines
• Systemwide Rebates? UPenn Model?
• Freezer Library Management Model
• Freezer Farm Design Guide
• Office of Preservation Strategies—UCOP?
  – Technology & Procurement
  – Financing
  – Risk Management
  – Inventory Management
  – Building Design
  – Incentives
Thank You