Guidelines for Selecting TCO Products

Consider

- Select a product, i.e., trocars, as opposed to a contract with hundreds of products
- Select a product that uses energy, water, fuel, or generates waste (such as disposables) that has an alternative(s) (Such as reusables)
- Consider product categories that have demonstrated total cost of ownership in Practice Greenhealth's EPP case studies. Samples include
  - Gowns and Basin Sets
  - Trocars
  - Reusable Textiles in OR
  - Fluid Management Systems
  - Blue wrap and hard sterilization containers
  - Supplier Partnerships for Waste Reduction
  - Prefilled Saline Syringe
  - Lighting
  - Elevator Regenerative Drives
  - Computers

May not be a TCO consideration

- Contract category with hundreds of different products
- Products with no difference in cost and/or environmental impact (i.e., energy, water, waste, fuel)

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SAMPLES OF SPECIFIC PRODUCTS AND COSTS TO CONSIDER:

WASTE COSTS	ENERGY COSTS	WATER COSTS	OTHER COSTS
Fluid suction management system (vs disposable containers)	Computers (EPEAT vs non)	Faucets (EPA WaterSense vs non)	Training - applies to many products
Sharps containers (reusable vs disposable)	Televisions (EPEAT vs non)	Showerhead (EPA WaterSense vs non)	Supplier partnerships
Sterilization containers (hard shell vs blue wrap)	Copiers (EPEAT vs non)	Laundry equipment	Right sizing fleet (fuel savings)
Gowns (reusable vs disposable)	Surgical Lighting (LED vs CFL)	Food steamers	EPA SmartWay Partner for Fleet (fuel savings)
Basins and pitchers (reusable vs disposable)	Lighting (energy efficient vs non)	Boilers (chemical-free, closed loop, tempering device vs non)	Life expectancy costs/savings- applies to many products
Drapes (reusable vs disposable)	Data Centers (energy efficient vs non)	Combination Ovens (Boilerless vs boiler-based)	Autoclavable rigid endoscope (avoid the purchase of cleaning cassettes)
Manufacturer Take Back Program	Server Virtualization	Microfiber mops (vs bucket mops)	Route distribution optimization (fuel savings, etc.)
Trocars (reusable vs disposable)	Lab Freezers (conventional vs ultra low temp)	Sterile Processing (steam sterilizers and washer/contaminators that are more water efficient vs non)	
Laryngeal Mask Airways (reusable vs disposable)	Low Temp Sterilization (applies to energy, waste and water)	Cooling Towers (chemical free, use non-potable water vs non)	
Patient positioning devices (reusable vs disposable)		Hand washing - surgery (water efficient vs non)	
Anesthesia circuits		Microfiber mops (vs bucket mops)	
Packaging reductions		Faucets (EPA WaterSense vs non)	