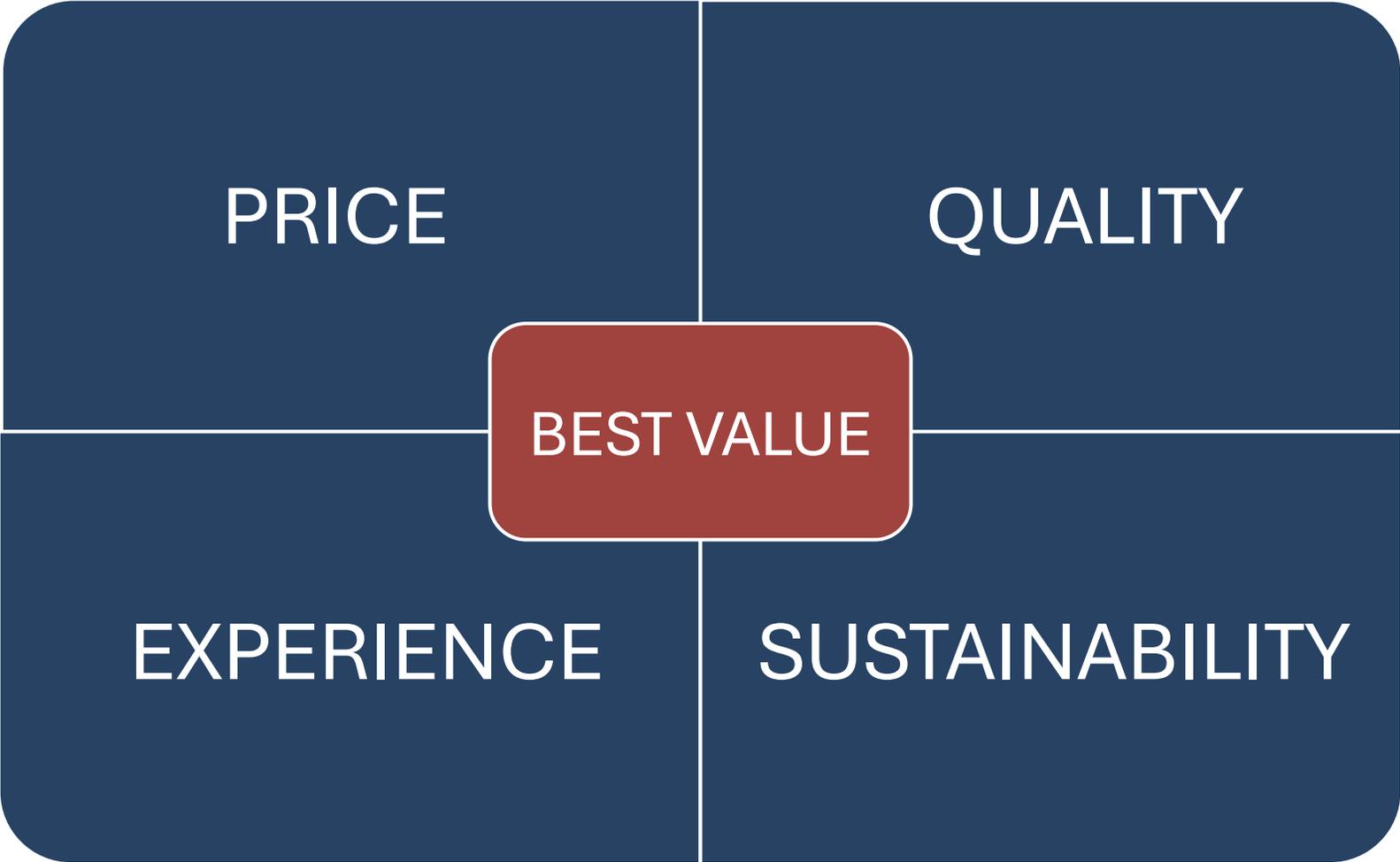


An aerial photograph of Vancouver, British Columbia, Canada, taken at sunset. The city's dense urban core is visible, with numerous high-rise buildings and a prominent bridge crossing the water. The background features the rugged, snow-capped mountains of the Coast Range. The water is filled with many sailboats, and the sky is a mix of orange, yellow, and blue.

reeve CONSULTING

- Canada's leading **sustainability advisory** firm, specializing in Sustainable Procurement
- **20 years** of experience transforming sustainability commitments into measurable action

BEYOND LOWEST COST



SUSTAINABLE PROCUREMENT PILLARS



ENVIRONMENTAL



INDIGENOUS



SOCIAL



ETHICAL

PROCUREMENT ENABLES STRATEGY



BEST PRACTICE PROGRAM FRAMEWORK



**STRATEGY &
ACTION PLAN**



POLICY



**PROCUREMENT
PROCEDURES**



**TRAINING &
COMMUNICATIONS**



**SUPPLIER
ENGAGEMENT**



**STAFFING &
RESOURCES**



HIPO LIST



TOOLS

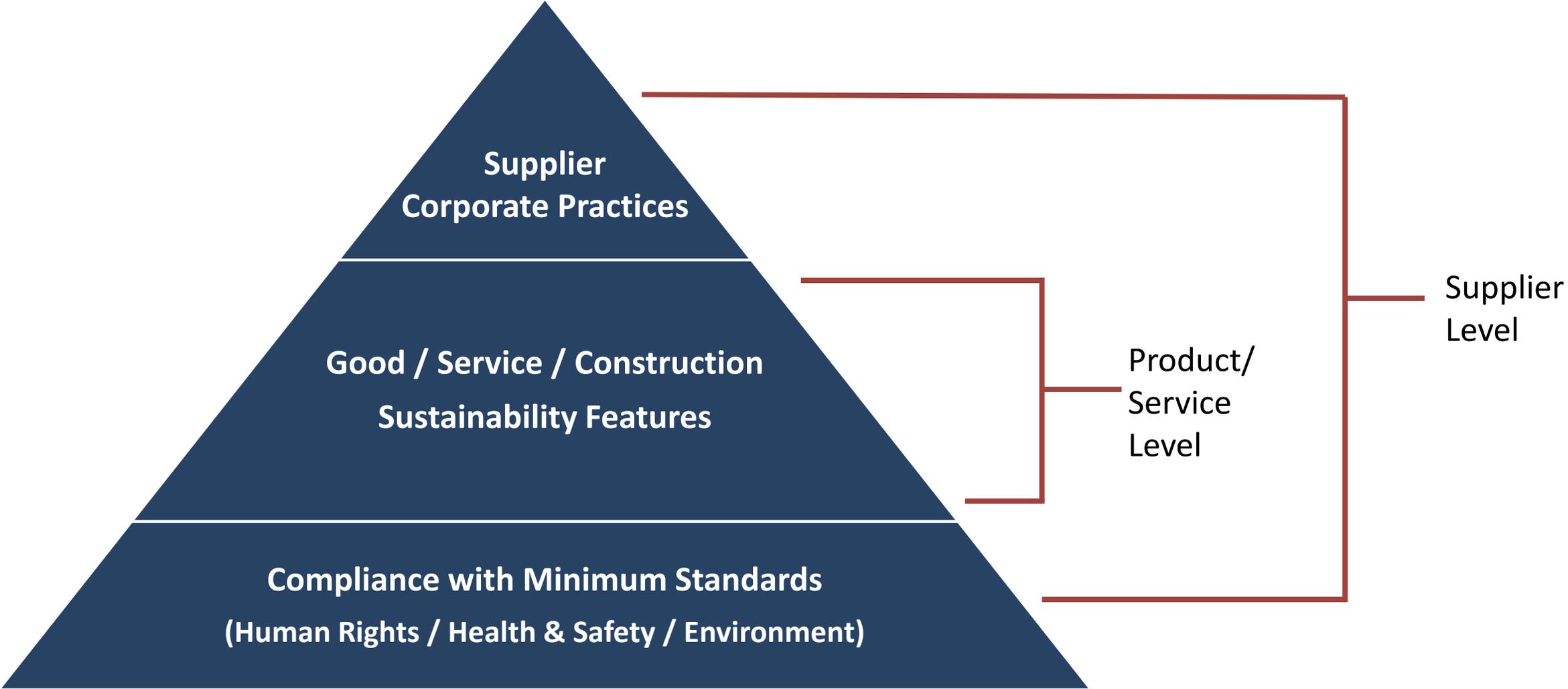


**MEASUREMENT
& REPORTING**



**LEADERSHIP &
COLLABORATION**

INTEGRATING SUSTAINABILITY



THE ULTIMATE WIN-WIN-WIN





CANADIAN COLLABORATION FOR SUSTAINABLE PROCUREMENT



The State of Sustainable Public Procurement in Canada: The Federal Perspective

Don Grant

Senior Policy Advisor

Strategic Policy Sector, Procurement Branch

Public Services and Procurement Canada (PSPC)

November 20, 2025



Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Canada

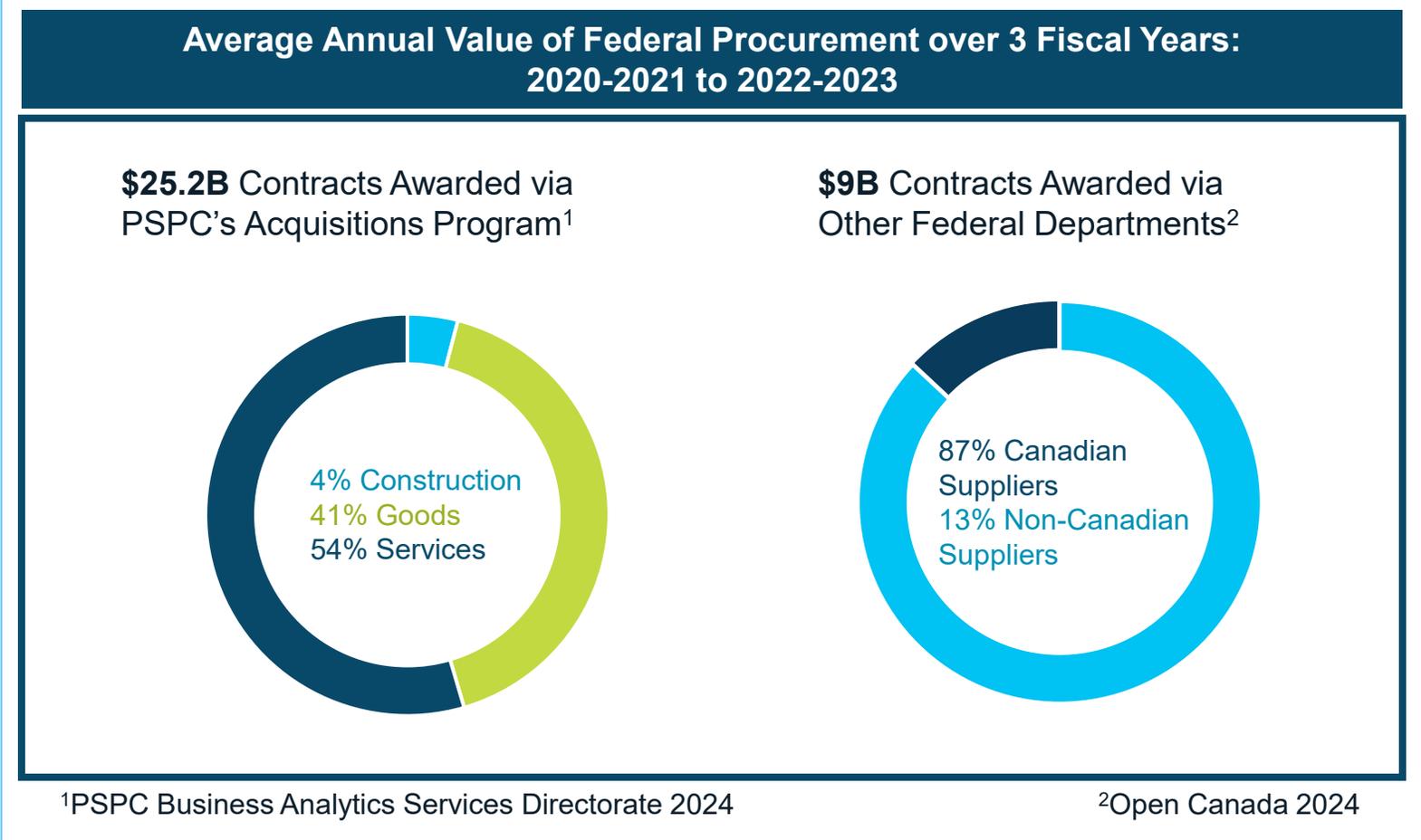
Federal Government Procurement

PSPC is the central federal purchasing agent and real property manager for the Government of Canada

Vision: to excel in government operations

Mission: to deliver high-quality, central programs and services that ensure sound stewardship on behalf of Canadians and meet the program needs of federal institutions

The GoC owns 32,000 buildings, 20,000 engineering assets and 40,000 fleet and is the largest asset owner in Canada.



The Buy Canada effort will extend to an additional \$70B of spending

Greening Government Strategy and Procurement

Objective:
In-line with



PARIS2015
UN CLIMATE CHANGE CONFERENCE
COP21-CMP11

- ❖ 40% reduction of real property and conventional fleet emissions by 2025
- ❖ Net-zero emissions overall by 2050
- ❖ Overall green & climate resilient government operations



ALIGN POLICIES, ENGAGE PARTNERS



MEASURE PERFORMANCE



Implementation:

- Treasury Board Secretariat (TBS) provides direction and sets policy
 - Expert departments lead implementation (PSPC and others)
 - Individual departments take action



Performance:

42% reduction in federal GHG emissions from facilities and conventional fleet operations between FY2005-2006 and FY2023-24

Key Greening Government Commitments Driving Green and Cleantech Procurement

New construction and renovation



- Require 40-year life-cycle cost analysis (with a shadow carbon price of \$300/tonne) for major retrofits
- Use 100% clean electricity by the end of 2025
- Divert 90% of construction and demolition waste (strive to achieve 100% by 2030)
- Require a climate change risk assessment that incorporates both current and future climate conditions
- Disclose embodied carbon in structural materials by 2022 and reduce by 30% starting in 2025

Green procurement and adoption of clean technologies



- Achieve net-zero emissions from procurement of goods and services by 2050
- Focus on procurements that have a **high environmental impact (HiCats)**
- Incent major suppliers to adopt a climate target (e.g. Net Zero Challenge)
- Eliminate the unnecessary use of single-use plastics in government operations
- Purchase clean technologies from Canadian SMEs

Policy on Green Procurement

- The Policy on Green Procurement was established in 2006 by the Government of Canada
- The purpose is to advance the protection of the environment and support sustainable development by integrating environmental performance considerations into the procurement decision-making
- It gives the Secretary of the Treasury Board the authority to enact standards and directives for all GoC contracting authorities
- PSPC supports the implementation of the Policy and any subsequent standards and directives such as the Standard on GHG Disclosure

Policy on Green Procurement



VALUE FOR MONEY

Includes environmental performance



LIFECYCLE APPROACH

Consider full lifecycle impacts



REQUIREMENTS

Set targets and monitor progress



EXAMPLES OF ACTIONS

Zero-emission vehicles, clean electricity, circular procurement, etc.

How Federal Procurement Supports Key Priorities

Government spending through procurement is being used strategically to help transition Canada to a green economy and to support sustainability

Modernize the procurement system to incorporate green and sustainable procurement



Make the Government of Canada a key player in the transition to clean energy

Use procurement to achieve other socioeconomic objectives e.g. Indigenous procurement



Convert Government fleets to zero-emissions and achieve a zero-emissions sales target of 100% for light-duty vehicles by 2040

Position Canada as a leader in clean technology & the best place to grow a cleantech business



Reduce waste and take steps toward eliminating plastic pollution in Canada

Green and Clean Technology Procurement



Improve Product Search

Develop a new tool called the Green Public Procurement Tool (GPPT) to share information with purchasers about green and cleantech products



Promote Cleantech Procurement

Continue collaborative approach to clean technology procurement, working with lead departments and internally within PSPC



Improve Green Instruments

Continuous engagement with PSPC procurement teams to make it easier for government departments to access environmentally preferable goods and services



Reduce GHG Emissions

Include an incentive or requirement for suppliers to disclose their greenhouse gas emissions and set reduction targets through Canada's Net-Zero Challenge or another equivalent initiative



Reduce Plastic Waste

Incorporate the notions of circular economy, prioritize the procurement of sustainable plastics and promote standard language to require sustainable plastic alternatives



Assessing Performance

Draw data from the Electronic Purchasing System (EPS), DARWIN, SOSA, ALTO and other internal tools to measure performance

Highlight: Green Public Procurement Tool (GPPT)

- It is a Canadian version of an environmentally preferable products database used in the United States
- It will feature green and cleantech products
- It will reduce risk and save time for federal procurement officers
- It will be publicly accessible



[GPPT demo site for pilot testing](#)

Highlight: Ādisōke Central Library

- Sustainability and accessibility are at the core of Ādisōke's design
- It must meet the standards to be a net-zero carbon building
- It is required to be Certified Gold for accessibility by the Rick Hansen Foundation
- It will integrate Indigenous design elements through collaboration with Algonquin Anishinābe representatives



Thank you

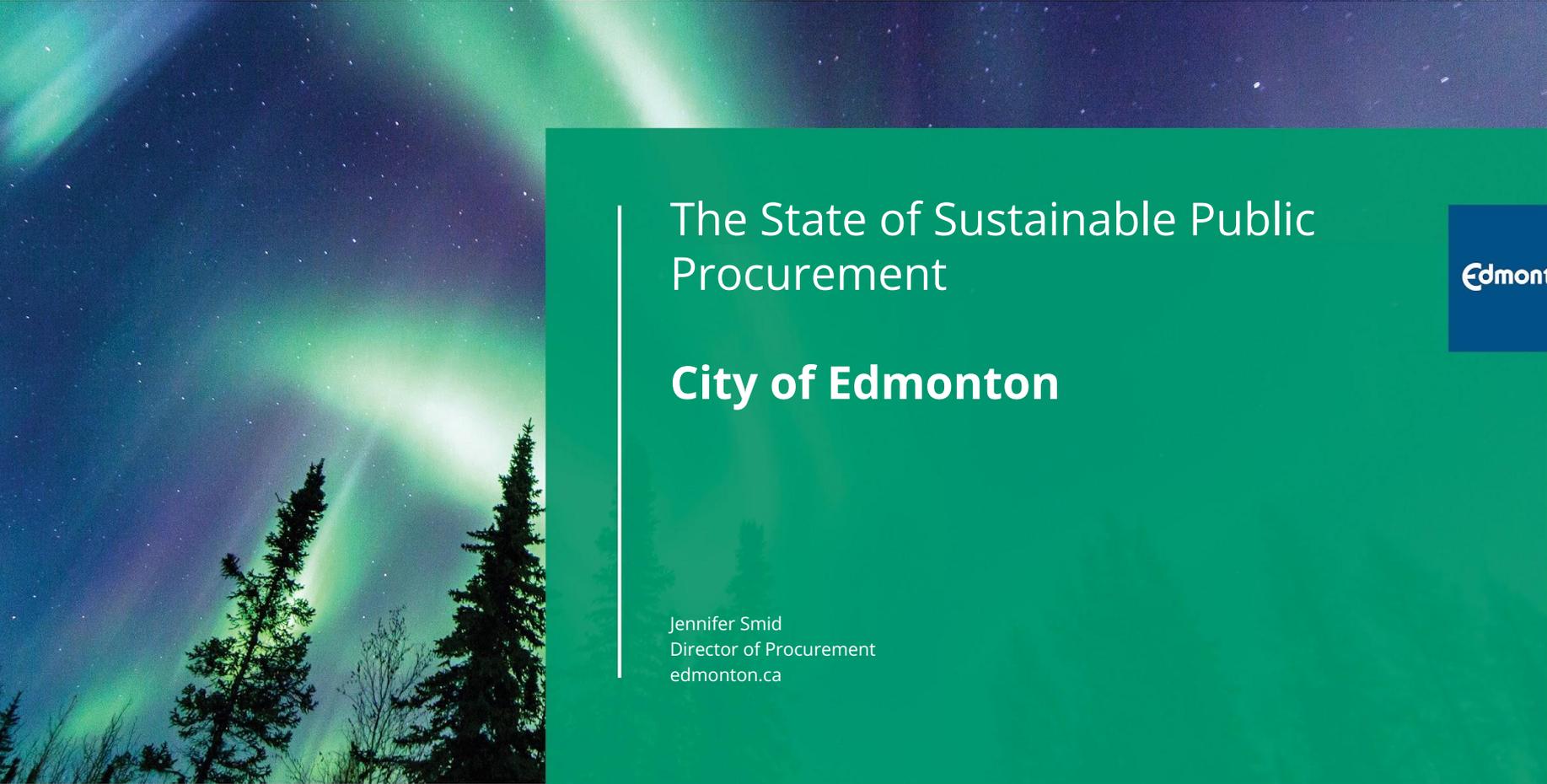
If you have any questions, please don't hesitate to contact us.

Green & Cleantech Procurement
Strategic Policy Sector
Acquisition Branch
Public Services Procurement Canada

Contact us:

TPSGC.PAAchatsEcologiques-APGreenProcurement.PWGSC@tpsgc-pwgsc.gc.ca





The State of Sustainable Public Procurement

Edmonton

City of Edmonton

Jennifer Smid
Director of Procurement
edmonton.ca

Sustainable Procurement - Work Complete



Policy - Adopted by Council in 2010, sets direction for social, Indigenous, ethical and environmental considerations in procurements



Staffing - Two full time Sustainable Procurement Leads as well as team of procurement specialists promoting policy adoption



Strategy - A work plan to set priorities for the team and direction for work in the upcoming year



Procedures - Indigenous Procurement Framework, Indigenous Set Aside Approach, Community Benefit Framework



Tools - Sustainable Procurement Menu / repository for sustainability questions used on competitive procurements

Sustainable Procurement - Work Underway



HIPO - Conducting a low value spend analysis to identify priority areas and an Indigenous Economic Contribution Study of Indigenous business capacity



Measurement & Reporting - Reviewing measurement and reporting framework and analysis of our data processes



Supplier Engagement - Gathering information through an Indigenous business form to connect City purchasers with Indigenous suppliers, hosting Purchase with Purpose networking event



Collaboration - Advisory Committee consisting of industry, community, and Indigenous interest holders



Training - Socializing the policy and educating procurement team and business areas on sustainable procurement importance, goals, and available tools

Sustainable Procurement Criteria - Menu Approach

- “Menu” is the repository of questions that addresses social, environmental, ethical, or Indigenous criteria on competitive procurements
 - “Menu approach” enables the choice of relevant criteria to be applied on procurements
 - Can be included as a contract requirement
- Menu analysis conducted to identify opportunities to improve efficacy
 - Over 250 procurements and 433 questions analyzed
 - Data on frequency of questions asked and resulting scores
- Lessons learned:
 - A new tool to aid question selection
 - Amendment to questions

Sustainable Procurement Criteria - Stories

- Conditional Indigenous set aside approach - Snow Removal
 - 10 zones for snow removal
 - Minimum total score threshold utilized
- Lessons learned:
 - Splitting procurement into smaller contracts allows for higher participation of Indigenous and small businesses
 - Sustainable criteria should be consistent with the goals of the set aside

Thank you

Jennifer Smid

The logo for the City of Edmonton, featuring the word "Edmonton" in white text on a dark blue square background.

cintas
Sustainability
PEOPLE. PLANET. WORKDAY.

A SHARED DRIVE
FOR BETTER



PEOPLE PLANET WORKDAY

WHO WE ARE



- Cintas expanded its uniform services into Canada in 1995 with the acquisition of Cadet Uniform Service Ltd.
- Canadian headquarters in headquartered in Mississauga, Ontario
- Provides a range of business services in Canada, including uniform rental and supply, facility services like entrance mats and restroom supplies, and first aid and safety items
- The Cintas Toronto Distribution Centre (DC) became Canada's second TRUE certification in October 2017.
- Cintas Canada participates in local community involvement with its Canadian employee-partners.
- The company runs initiatives like the Canada's Best Restroom Contest.
- Cintas has national partnerships with Canadian charities that focus on cancer and heart health awareness.

HOW WE WORK WITH OUR CUSTOMERS

COMPANY INITIATIVES



- Targeted recruiting and leadership development programs to expand and retain workforce diversity
- Competitive compensation, employee-partner benefits and retirement contribution programs
- Support community and philanthropic organizations with programming, donations and visibility
- Supplier compliance programs set expectations of our vendors' societal impact and monitor compliance with those expectations
- Utilize a vehicle-routing program for optimization of service routes, reducing mileage, fuel requirements and vehicle needs and purchases
- Expanded deployment of the alternative fuels program in our fleet
- Completed a solar grid at our Piscataway facility

SETTING THE SAFETY STANDARD

Cintas implements best practices and stringent processes in pursuit of world-class safety results. We accomplish this by:

- Actively engaging our employee-partners through safety management
- Conducting ongoing training
- Maximizing the latest performance systems
- Emphasizing continuous safety improvement at more than 430 locations globally – to provide an injury-free workplace for every partner



COR certified by the
Canadian Infrastructure
Health & Safety
Association



1.35 TRIR

Total Recordable
Incident Rate is lowest
in company history.

CINTAS
**ERGO
NOMICS**

Cintas maintains an
award-winning
ergonomics program.

THE INDUSTRIAL LAUNDRY ADVANTAGE

Typical home laundry uses more water, energy and chemistry than Cintas' industrial laundry

WATER USE

2.3 times more water is required by home laundry



Home Laundry
1.8 gal/lb.

Cintas' Industrial Laundry
0.784 gal./lb.

ENERGY USE

1.92 times more energy is required by home laundry



Home Laundry
1497.86 BTU/lb.

Cintas' Industrial Laundry
779.63 BTU/lb.

CHEMICAL USE

15.6% more chemical detergent is required by home laundry



Home Laundry
0.32 oz/lb.

Cintas' Industrial Laundry
0.27 oz/lb.

As Cintas remains committed to investing in the growth of our business while reducing the environmental impact of our equipment and processes, we predict the efficiency gap over home laundry will continue to increase.

A PASSION FOR PROTECTING THE ENVIRONMENT



In FY'24, **SmartTruck technology** across the Rental Division has enabled us to **reduce added routes by 20%**



40%

DECREASED EMISSIONS INTENSITY* BY 40% SINCE FY'19

*Emissions intensity is calculated as the company's total Scope 1 and Scope 2 emissions as a factor of total company revenue in millions: MTCO₂e/\$M.



23%

ENERGY OFFSET from a solar array that went online at the Piscataway, NJ, plant in FY'24.



94.5%

We diverted **94.5%** of our waste from landfills at **8** of our **distribution centers in 2024**—this is more than **2,800 tons of waste**



91%

WE RETURN TO MUNICIPALITIES 91% OF WITHDRAWN WATER



200+

 Design Collective®

styles made from **RECYCLED MATERIAL**

Created our first eco-catalog featuring only sustainable items

WASTE REDUCTION

Replacing disposable items with reusable ones:

- Bar towels
- Fender covers
- Shop towels
- Aprons
- Microfiber mops and mats

Recycling over 96,000 emergency and exit light batteries and over one million pounds of metal from fire extinguishers no longer fit for service.

Redirecting approximately 10,000 pieces per week through Garment Sharing, saving us from purchasing over half a million garments a year.

Zero Waste by the Numbers

In FY'24, the diversion rate across all eight locations was 94.54%—an improvement over last year's 93.56%. Every Distribution Center has a local recycling vendor and much of the reusing is accomplished through garment and first aid supply donations to Matthew 25: Ministries, which supports victims of natural disasters.

The Zero Waste Program, which is fully implemented across eight distribution centers, has diverted a total of 2,833.5 tons of waste from landfills, including:



ZERO WASTE ISN'T JUST A REUSE PROGRAM—it's an analytics initiative that requires capturing data every day and regularly identifying opportunities for improvement.

HOW WE WORK WITH OUR SUPPLIERS

UNIFORM RENTAL



- Maintain and reuse wearers' apparel to reduce customers' overall material requirements
- Utilize a wash chemistry that includes a U.S. Environmental Protection Agency award-winning suite of chemicals
- Realize water and energy efficiencies compared to traditional at-home laundry processes
- Improve overall laundry process and textile handling through advancements in process automation
- Implement a scrap-to-recycle program, with over 10,000 garments recycled and diverted from landfills since January 2023

FACILITY SERVICES



- Green Seal-certified products including Signet Glass & Multi-Surface Cleaner
- EPA Safer Choice Certified Products including Branch & Vine soaps
- NSF Certified Products including hand sanitizers, anti-bacterial foaming hand soaps, drain line maintainer
- Refillable dispensers and package-free products
- Microfiber towels and other reusable items that reduce the need for disposable products
- Floor mat products made from 50% recycled content
- Developed repair and dyeing processes that create second-life opportunities for floor mats
- VOC Exempt, aerosol/propellant-free air-freshener options

FIRST AID & SAFETY



- Business line supports customers' health and wellness needs, including providing first aid stations
- Products and services help meet a broad range of workplace needs, including female mannequins for CPR training, Skin Tone Bandages, Nutricare patches made from bamboo and products designated by the American Diabetes Association, such as Emergency Glucose
- Offer certified training, including American Heart Association CPR and first aid certification, as well as for AED usage, eye wash station usage and workplace safety topics
- WaterBreak® service helps reduce or eliminate plastic bottle usage