

ENERGY STAR[®] Quantity Quotes – A New Tool for Reaching Large Purchasers of Energy-Efficient Products

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ABSTRACT

To facilitate greater market transformation, DOE and EPA work continually to develop new initiatives that lead to increased sales of ENERGY STAR qualified products. Targeting purchasers that buy in bulk is an efficient way to spur sales of energy-efficient products and save more energy.

During 2006 and 2007, DOE funded the development of ENERGY STAR Quantity Quotes, an online marketplace that brings together purchasers and suppliers of energy-efficient products. Developed initially for the Weatherization community, it soon spread to the public and HUD-assisted housing communities, and is now being used by many types of organizations and businesses. As of May 1, 2008, the Quantity Quotes community included over 1200 purchasers, representing schools, apartment building owners and managers, public housing agencies, other government agencies, manufacturers, and others. Almost 150 suppliers of ENERGY STAR products stood ready to respond to purchasers' requests. To date, purchasers have submitted over 500 requests for 4.3 million CFLs, 31,000 room air conditioners, 10,000 light fixtures, 10,000 refrigerators, 2300 clothes washers, 2500 dishwashers, and 80 dehumidifiers.

An organization looking to buy ENERGY STAR products in bulk can easily and quickly submit a purchase request to multiple suppliers while also preserving the purchaser's privacy. Suppliers respond with their best offers, knowing that they are competing against one another for the business. By making it easy for purchasers to find ENERGY STAR products at low prices, Quantity Quotes is increasing demand for energy-efficient products among institutional purchasers.

This paper describes the results achieved by this tool, outreach efforts to promote it, lessons learned, and future plans.

Introduction

ENERGY STAR Quantity Quotes is an online marketplace developed by D&R International (D&R) under contract to the U.S. Department of Energy (DOE). The tool is designed to connect bulk purchasers with suppliers of ENERGY STAR products.¹ It is available for free to purchasers throughout the United States and to manufacturers, distributors, and retailers that are ENERGY STAR partners or members of buying groups that are ENERGY STAR partners. Registered purchasers use the Web site to submit purchase requests to registered

¹ ENERGY STAR is a joint program of the U.S. Department of Energy and the U.S. Environmental Protection Agency that labels the most efficient new homes and other buildings and a wide range of residential and commercial products. ENERGY STAR qualified products use less energy, save money, and help protect the environment. To learn more, visit www.energystar.gov. ENERGY STAR Quantity Quotes is on the Web at www.quantityquotes.net and can also be reached through www.energystar.gov/quantityquotes.

suppliers. Suppliers are notified by e-mail and respond through the site to those requests. When a supplier responds to a request, the purchaser receives an e-mail that includes the supplier's quote. Purchasers review suppliers' responses and may then reply directly or follow-up with suppliers through the Web site.

Quantity Quotes is a market transformation tool intended to stimulate sales of ENERGY STAR products in institutional markets. It does this by addressing three barriers to ENERGY STAR product purchase: higher upfront cost, limited availability, and purchaser unfamiliarity with product attributes. The upfront cost, or purchase price, of an ENERGY STAR qualified product is often higher than that of a similar, standard-efficiency model. On Quantity Quotes, suppliers compete against one another for purchasers' business, driving down prices. Many institutional purchasers have existing relationships with product suppliers, but these suppliers may not offer ENERGY STAR products at competitive prices. A motivated purchaser could inquire elsewhere about ENERGY STAR products, but time is scarce, and some purchasers are wary of being added to vendors' mailing lists. Even if he does inquire elsewhere, a purchaser might not know what to ask for. To specify compact fluorescent lamps, for example, it is helpful to know the correlated color temperatures and the many shapes available, knowledge unnecessary to purchase incandescent bulbs. To address these barriers, Quantity Quotes provides purchasers with convenient online request forms, customized to each product type, that they can submit anonymously² to multiple suppliers at the click of a button, saving time and hassle.

Quantity Quotes is one of many online tools available to institutional purchasers; however, it does offer a unique combination of features and benefits. Probably the most distinctive features of Quantity Quotes are its exclusive focus on ENERGY STAR products and the ability to contact suppliers anonymously. Additionally, Quantity Quotes does not require the installation of software or the purchase of a subscription. Product requests and communications between purchasers and suppliers are conducted through the Web site, a platform universally accessible to anyone with Internet access and a Web browser. Purchasers can use Quantity Quotes on an ad hoc basis or regularly and may integrate it into their existing procurement process as they choose.

Rather than offering purchasers a comprehensive, integrated suite of procurement tools, Quantity Quotes focuses on the part of the procurement process in which purchasers gather information about available products and find suitable suppliers. As mentioned above, purchasers can use Quantity Quotes to specify product requirements and have suppliers suggest models that meet their needs. Some commercially available procurement systems share this feature, including eBid eXchange, Oracle Advanced Procurement, and SciQuest Sourcing Manager (E-Bid Systems 1998-2008; Oracle 2008; SciQuest 2007). The Department of Defense Electronic Mall (DOD E-MALL) and GSA e-Buy, both available only to federal government purchasers, also offer this feature, but these sites appear to be designed for purchasers who already know exactly what model(s) they are looking for (DOD 2007; GSA 2008). None of these services focus exclusively on energy-efficient products.

Quantity Quotes began in 2002 as Weatherization Works with ENERGY STAR, a DOE effort that matched state Weatherization agencies with ENERGY STAR supplier partners who could supply qualified refrigerators in bulk. Following early successes with this highly facilitated effort, DOE sought an automated solution that could bring the benefits of this program to a much larger group of bulk purchasers. In response, DOE, in collaboration with the U.S. Department of

² When submitting a request through Quantity Quotes, a purchaser may withhold his identity and contact information from suppliers for as long as he wishes, but always chooses which suppliers will receive the request.

Housing and Urban Development (HUD) and the U.S. Environmental Protection Agency (EPA), sponsored the development of an online bulk-purchasing tool. D&R developed the ENERGY STAR Online Bulk Purchasing Tool, which launched in June 2006. HUD soon thereafter began promoting the tool to its network of public and HUD-assisted housing providers, especially in California, Arizona, Nevada, and Hawaii (HUD Region IX). In April 2007, D&R re-launched the service under its current name, ENERGY STAR Quantity Quotes.

Outreach Efforts

Suppliers are ENERGY STAR manufacturer, distributor, and retailer partners and members of buying groups that are ENERGY STAR partners. For each product available through the site, contractors to DOE and EPA have recruited a number of suppliers with nationwide reach to increase the likelihood that purchasers will receive multiple, competitive quotes in response to their requests. There are 146 registered suppliers in total. Approximately one-fifth of these represent manufacturers; the others represent retailers and distributors. Table 1 shows the number of suppliers for each type of product.

Table 1. Registered Supplier Users

Product	Number of Supplier Users
CFLs	66
Light fixtures	55
Clothes washers	73
Dehumidifiers	46
Dishwashers	74
Refrigerators	73
Room air conditioners	60

Source: DOE 2008a

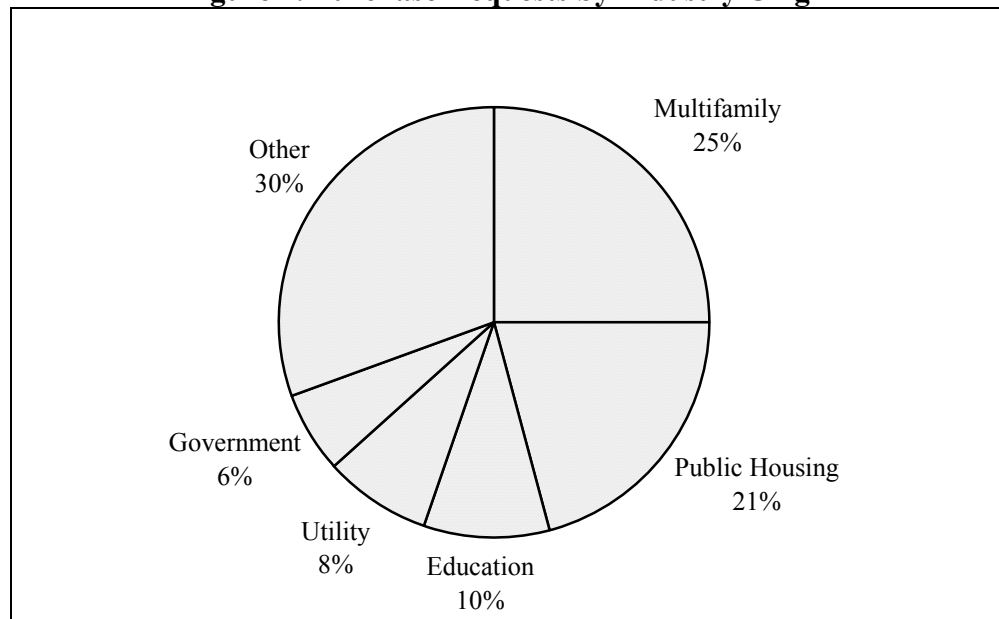
There are 1,207 registered purchasers representing a broad array of industries, from apartment building owners and managers and public housing agencies to schools and restaurants. Figure 1 shows a breakout of purchase requests by the purchaser's industry.

To drive traffic to the Quantity Quotes Web site, D&R has targeted outreach to companies, government agencies, and other organizations that purchase large quantities of home appliances and residential lighting. To efficiently reach as many individual purchasers as possible, DOE contacted almost 100 organizations in the multifamily, government, and higher education sectors, introduced them to Quantity Quotes, and asked them to promote the service to their members or other constituents. At D&R's prompting, many organizations agreed to mention Quantity Quotes in their electronic and print newsletters, include Quantity Quotes in their online directories of tools and resources, link from their Web sites to the Quantity Quotes Web site, and take other measures to spread the word about Quantity Quotes. To help these organizations, D&R gives organizations Quantity Quotes fact sheets, Web graphics, and copy for both print and electronic communications. Approximately 70 organizations have agreed to almost 95 such measures, including almost 50 links to the Quantity Quotes Web site.³ D&R has also leveraged its relationships with utilities and other energy efficiency program sponsors to

³ Does not include the more than 20 hyperlinks from www.energystar.gov to Quantity Quotes.

encourage them to educate their customers and partners about Quantity Quotes and to use it themselves.

Figure 1. Purchase Requests by Industry Origin



Note: "Other" includes banks, hotels, restaurants, individuals, and not-for-profit organizations.
Source: DOE 2008b (data extracted Feb. 26, 2008)

In an effort to gain greater exposure for Quantity Quotes, D&R has sought opportunities to speak at conferences, exhibit at tradeshows, and place feature articles in trade publications. These efforts have so far yielded speaking opportunities at the 2007 National Weatherization Training Conference, 2008 Federal Environmental Symposium, and 2008 ACEEE Summer Study and agreements to place articles in the monthly publication of the National Apartment Association (*Units*) and *Home Energy* magazine. In addition, D&R plans to exhibit at the National Apartment Association's annual exhibition and Multi-Housing World, two tradeshows serving the multifamily industry. D&R also works closely with EPA and HUD to help them integrate Quantity Quotes into their existing outreach efforts in the public and private sectors.

Results

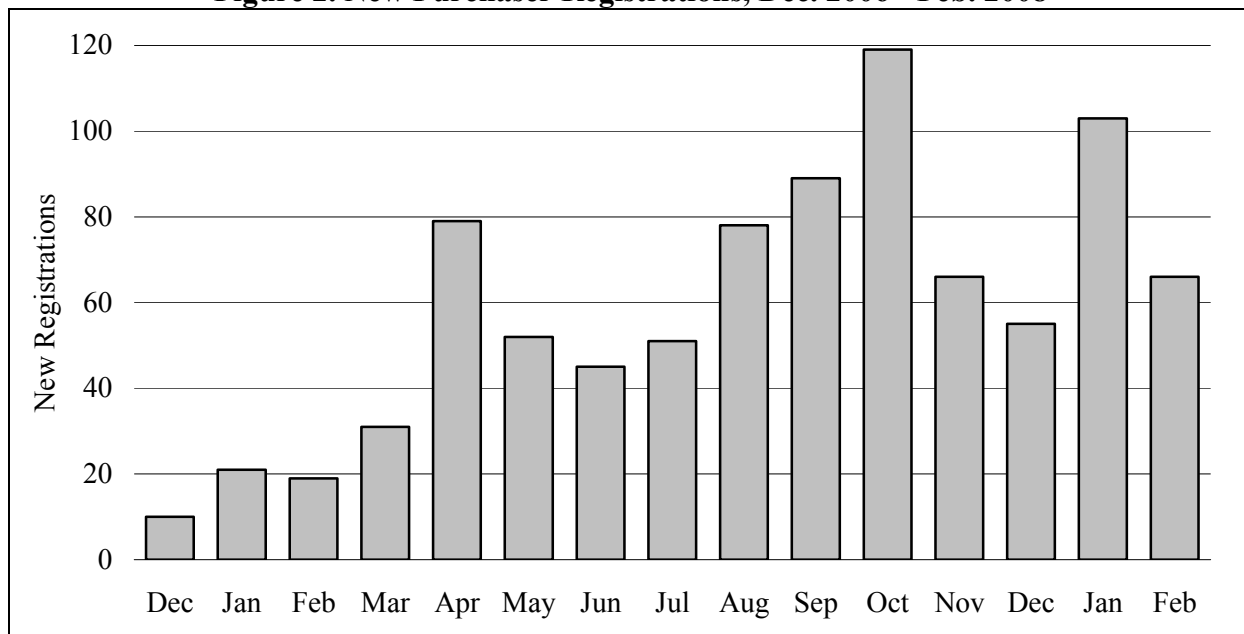
Four indicators are used to assess the impacts achieved through the Quantity Quotes project: 1) Web site activity; 2) number of registered purchasers; 3) total number of purchase requests submitted; and 4) total quantity of products requested. Anecdotal feedback is sought from users of the system to determine other results, such as impact on the organization's purchasing process or decision-making. To quantify these measures, D&R gathers information from Web site log files, the database of user profiles and purchase requests, and conversations with purchasers and suppliers. A comprehensive program evaluation that would estimate both direct and indirect market impacts has not yet been conducted, so the current data only allow us to form a preliminary understanding of how Quantity Quotes is used, by whom, and with what results.

Web Site Usage and New User Registrations

Outreach efforts have successfully driven thousands of people to the Web site. In 2007 there were 9,410 unique visitors to the site, thanks to the site's prominent position in the results from several relevant Google searches and links to the site from organizations that have agreed to help promote it. Of 9,410 unique visitors, 1,976 or 21% came to the site more than once. Visitors logged 22,868 sessions⁴, an average of 92 sessions per business day. The site is now hosting almost 200 sessions per business day, on average. The average visitor session lasted over nine minutes, a considerable time, suggesting that most visitors are submitting, responding to, or checking the status of purchase requests.

As mentioned earlier, there are now more than 1,000 purchasers registered to use Quantity Quotes. Given that the site has received more than 10,000 unique visitors since launch, it appears that roughly one in ten visitors to the site ends up registering. As Figure 2 shows, the number of new purchaser registrations each month has varied over the past year, but the trend has been generally upwards. Important contributors to the increase in new registrations were the addition of links from www.energystar.gov to Quantity Quotes in August 2007 and co-promotion with the ENERGY STAR *Change a Light, Change the World* Campaign in September and October 2007.

Figure 2. New Purchaser Registrations, Dec. 2006 - Feb. 2008



Source: DOE 2008c (data extracted March 3, 2008)

Purchase Requests

While Web site traffic and new registrations are good indicators of interest, better measures of success are the number of users who submit purchase requests and go on to buy products after using the site. As of February 26, 2008, purchasers had submitted 483 purchase requests for a total of 3,867,270 products. Table 2 shows the number of requests submitted and

⁴ A visitor session is a collection of clicks made by an individual user over a period of time.

the total quantity of each product requested. CFLs are by far the most requested product. Users have submitted 299 requests for CFLs since the site's launch. This is nearly triple the next most popular product, refrigerators. Table 2 also shows the average and median quantities of each product requested. The median quantity requested across all requests is 250 units, though the quantity varies significantly across products and requests. Some requests are for as few as one appliance, while the largest request to date was for 750,000 CFLs. For each product, the average is skewed upward because of a few purchase requests for very large quantities.

Table 2. Purchase Requests and Quantities as of February 26, 2008

Product	Purchase Requests Submitted	Total Quantity Requested	Median Quantity Requested	Average Quantity Requested
CFLs	299	3,816,185	600	13,581
Room air conditioners	23	31,130	17	1,482
Light fixtures	28	9,747	82	443
Refrigerators	102	7,626	30	82
Clothes washers	17	2,080	20	122
Dishwashers	12	481	10	53
Dehumidifiers	2	21	11	11
All products	483	3,867,270	250	8,007

Source: DOE 2008b (data extracted Feb. 26, 2008)

Purchase requests have originated from 45 states and the District of Columbia. The top 10 states of origin are shown in Table 3. California leads the pack, due largely to its size, the number and scale of its energy-efficiency efforts, and HUD's outreach to public housing agencies there.

Table 3. Purchase Requests - Top 10 States of Origin

Rank	State	Purchase Requests Submitted
1	California	59
2	New York	44
3	Pennsylvania	20
4	Maryland	19
5	District of Columbia	18
5	Florida	18
6	Texas	16
7	Illinois	15
7	Michigan	15
7	New Jersey	15
	<i>Total of Top 10 States</i>	<i>239</i>

Source: DOE 2008b (data extracted Feb. 26, 2008)

One-third of registered purchasers have submitted purchase requests; two-thirds have not. Of the purchasers who have submitted requests, most have submitted requests for only one product type and only a few have submitted multiple requests. It's not clear why many of those who have registered have not gone on to submit a request. Perhaps they registered immediately

upon learning about Quantity Quotes, but didn't have an immediate need for ENERGY STAR products. Since no mechanism was in place to remind them about Quantity Quotes, they may have forgotten about it and never returned. This could be remedied by sending occasional program updates that would remind users about Quantity Quotes. Three-quarters of all requests were submitted within one day of registration, suggesting that those who have already submitted requests could also benefit from occasional reminders.

Supplier Responses

Requests submitted through Quantity Quotes are sent to 42.7 suppliers on average, and of those suppliers 5.7 respond to the purchaser, a response rate of 13%. However, there is a disparity between the response rate of lighting suppliers and appliance suppliers. Lighting requests have a response rate of 20%, while requests for appliances receive responses from only 4% of the suppliers that receive them, on average. There are a number of possible reasons for this difference. The response rate for appliance requests could be lower simply because users often request responses of more suppliers for appliances than lighting. Perhaps because lighting products are generally smaller and lighter than appliances, lighting suppliers respond to requests from all over the country, whereas appliance suppliers are more selective. Complete detail is given in Table 4.

Table 4. Suppliers Contacted and Responding to Requests

Product	Number of Suppliers Available	Average Number of Suppliers Contacted	Average Number of Supplier Responses	Response Rate (%)
CFLs	66	38.3	7.8	20%
Light fixtures	55	26.4	4.3	16%
Clothes washers	73	57.3	1.8	3%
Dehumidifiers	46	9.8	0.6	6%
Dishwashers	74	59.4	1.8	3%
Refrigerators	73	54.5	2.1	4%
Room air conditioners	60	47.5	2.5	5%
All lighting	—	37.3	7.6	20%
All appliances	—	53.1	2.0	4%
All products	146	42.7	5.7	13%

Note: Based on an analysis of responses received between August 2006 and May 2008. The response rate equals the number of supplier responses divided by the number of suppliers contacted. Source: DOE 2008b (data extracted May 2, 2008)

Purchases

Quantity Quotes facilitates the purchase of ENERGY STAR products, but the actual purchase transactions do not take place through the site. As a result, it is difficult to estimate the number of products purchased as a result of Quantity Quotes use. There are three sources of information, though, that allow us to shed some light on this question: the contents of the online conversations between purchasers and suppliers, feedback collected from purchasers at the completion of each transaction, and conversations D&R has had with several users.

A review of the online exchange of information between purchasers and suppliers reveals that very little real conversation takes place on the site. Purchasers send their requests to suppliers, suppliers respond, but rarely does a purchaser reply through the site to a supplier's response. We can conclude that the "conversation" feature is not as useful as the site designers anticipated it would be. But because purchasers can follow up with suppliers directly by e-mail or phone, we cannot determine from this evidence alone whether purchasers are in fact following through on their requests and making purchases.

The second source of information about the outcomes of purchase requests is feedback purchasers provide through an automated mechanism implemented in April 2007. Purchasers are asked to complete an online questionnaire after the supplier response due date passes on each request they submit. This questionnaire is the principal means by which DOE determines the actual outcomes of purchase requests. Purchasers are asked several questions: (1) Did you purchase from a supplier you met through Quantity Quotes? (2) What quantity did you purchase? (3) From which supplier did you purchase? (4) What was the final per-unit price? and (5) How important were the following factors in choosing a supplier: price, service, delivery time, reputation, and product selection? [Purchasers are asked to rate each factor essential, important, or not important.] In those cases where a user answers "Yes" to Question 1, the answers to Question 5 are shared with those suppliers that responded to the request in order to help them improve future quotes. Answers to the remaining questions are held in confidence.

Unfortunately, the campaign has so far yielded feedback on only 16 of the 346 purchase requests that have closed since April 2007. Of those 16, seven users indicated that they purchased products from suppliers they "met" through Quantity Quotes. All seven of these purchasers bought CFLs. Five of the seven purchasers were utilities or a city government buying CFLs for distribution to the community, one was a company, and another a church. Those purchasers who chose to withhold their identity from suppliers were just as likely to purchase as those who didn't. Not surprisingly, six of the seven purchasers rated price "essential" and the seventh rated it "important".

With such a low response rate from the questionnaire, it is not possible to draw firm conclusions about actual purchases. Given that the majority of purchase requests are for CFLs, it may not be surprising that the only responses that indicated a successful purchase were for CFLs. However, given the significant attention focused on CFLs in recent months, suppliers may be pricing very competitively to gain customers and market share. In any case, it is clear from reviewing suppliers' responses that they offer excellent prices on CFLs through Quantity Quotes.

The third source of information about the outcomes of purchase requests is discussions directly with Quantity Quotes users. In the second half of 2007, D&R interviewed 12 purchasers that had submitted multiple requests. Each was asked about their organization's adoption of ENERGY STAR products and their experiences using Quantity Quotes. Three of the 12 had already followed through and bought products from a Quantity Quotes supplier. The government of Arlington County, Virginia, used Quantity Quotes to purchase 4,000 CFLs to give away to residents (Morrill 2007). Common Ground, a provider of affordable housing in New York City, purchased 100 room air conditioners for a change out in one of its buildings. Common Ground reported having received a great deal from a supplier on Quantity Quotes (Keverling Buisman 2007). Actus Lend Lease, a military housing provider, wanted to develop a long-term relationship with a CFL supplier so used Quantity Quotes to request quotes on 200 CFLs. It worked. Actus had a successful interaction with the CFL supplier it found using Quantity Quotes

and is now working with that supplier to fulfill orders for 450,000 CFLs over the coming year (Robertson 2007).

D&R also held discussions with those appliance suppliers that have been most active in responding to purchase requests. These companies indicated that they were moving only a small number of products through Quantity Quotes. They also indicated that they had received very few replies to their quotes, evidence that in combination with the apparent lack of online conversations strongly suggests that purchasers are not following through on their requests. Another possibility is that users are gathering information from suppliers on Quantity Quotes, but when they later proceed with their purchases do not mention Quantity Quotes to the supplier. In any case, some suppliers—without knowing whether they were outbid, did not offer the right product, or simply lost the purchaser’s interest—have become frustrated because they do not know how they can alter their strategies to win business through Quantity Quotes.

Estimated Energy Savings

To round out this initial assessment of program results, we estimate the energy and water savings associated with purchases facilitated by Quantity Quotes. As mentioned above, it is difficult to estimate the number of ENERGY STAR products *purchased* through Quantity Quotes. However, we do know exactly how many products were *requested*. No doubt some of the products requested were not subsequently purchased, and in some cases purchasers have indicated that they went on to purchase more than they initially requested. To produce a rough estimate of *potential* energy and water savings, we assume that each product requested was purchased and that in the absence of Quantity Quotes, the purchaser would have purchased an equal number of standard-efficiency products instead of ENERGY STAR qualified products. Under these assumptions, potential annual savings total 200 million kWh of electricity, 22 thousand therms of natural gas, and 35 million gallons of water. At present residential energy and water rates, these savings translate into \$21 million in utility bill savings, equivalent to the annual energy bills of 11,000 average households (DOE 2007). Additional detail is provided in Table 5.

Table 5. Potential Annual Savings from Products Requested Through Quantity Quotes

Product Type	Total Quantity Requested	Electricity (kWh)	Natural Gas (therms)	Water (gallons)	Utility Costs (dollars)
CFLs	3,816,185	196,399,961	—	—	\$20,661,276
Room ACs	31,130	2,147,970	—	—	225,966
Light fixtures	9,747	847,989	—	—	89,208
Refrigerators	7,626	518,568	—	—	54,553
Clothes washers	2,080	680,510	20,163	35,174,816	258,722
Dishwashers	481	19,442	1,697	206,830	5,324
Dehumidifiers	21	4,473	—	—	471
Total	3,867,270	200,618,913	21,860	35,381,646	\$21,295,520

Source: DOE 2008b (total quantities requested, extracted Feb. 26, 2008); D&R International 2008 (unit energy and water savings); EIA 2003 (fuel-type splits for clothes washers and dishwashers); EIA 2007 Table 7.4 (electricity price); EIA 2008 (natural gas price); Raftelis Financial Consultants (water price).

Shortly after the site was launched in 2006, DOE set first-year goals for registration, purchaser participation, product purchase, and energy savings. In 2007, these goals were updated

for the current program year, which ends September 30, 2008. From the data available, it appears that Quantity Quotes has met or is on target to meet many of these goals. Of particular note are the large number of CFLs requested to date and the associated electricity savings. Complete detail is given in Table 6.

Table 6. Goals and Progress Towards Goals

Measure	Program Year 2008 Target	Progress To-Date
Registered purchasers	1,500	1,200
Registered suppliers	200	150
Purchase requests submitted	1,000	500
Number of units requested	1,000,000 CFLs	3,816,185 CFLs
	10,000 refrigerators	7,626 refrigerators
	10,000 clothes washers	2,080 clothes washers
	10,000 dishwashers	481 dishwashers
	10,000 room ACs	31,130 room ACs
First-year electricity savings	55 million kWh	200 million kWh

Note: The number of units requested is used as a proxy for the number purchased and for the calculation of first-year electricity savings. Source: DOE 2008b (data extracted Feb. 26, 2008 and May 2, 2008)

Lessons Learned

There appears to be growing interest in bulk purchasing energy-efficient products. Targeted outreach has successfully driven thousands of people to the Quantity Quotes Web site. More than one thousand of them made the effort to register, and a third of those have already submitted requests for ENERGY STAR products. We see the potential to greatly expand the number of Quantity Quotes users.

The ability to quickly secure multiple online price quotes is valuable to organizations that are looking for energy-efficient products and are also subject to a requirement that they solicit multiple bids. Roughly half of purchasers also find it convenient to submit requests for quotes anonymously. A number of suppliers have expressed concerns with this practice and have indicated that they are unable to offer quotes in their initial responses to anonymous requests. Nevertheless, anonymous requests appear to receive the same number of responses from suppliers that others do, on average.

Feedback on the outcomes of purchase requests is key to supplier satisfaction and the continued success of the service. When suppliers don't win the business they've bid on, they would like to be notified and would like to know why they didn't win. This information would help them improve their quotes. Because suppliers only receive the feedback purchasers provide, efforts to increase the quantity and timeliness of purchaser feedback are critical. Further information about the eventual outcomes of purchase requests would also help in conducting a comprehensive evaluation of the service.

Quantity Quotes appears to be most valuable to suppliers with national reach. About a dozen CFL suppliers and a handful of appliance suppliers regularly participate. Local retailers and distributors occasionally respond when they receive requests from purchasers in their service

territories and might be more active if they received more requests from purchasers in their service territories. Even those suppliers who don't respond to requests may still find value in receiving them, as they give indications of institutional purchasers' interest in ENERGY STAR products. Suppliers could use this market intelligence to decide how much effort to put into marketing ENERGY STAR products to institutional purchasers through other channels.

Future Plans

A primary goal in the coming months is to gather more information on purchase request outcomes to allow a more complete assessment of the energy savings resulting from Quantity Quotes. The Quantity Quotes Web site was recently upgraded to automatically send reminder e-mails to those purchasers who have not yet submitted feedback. This change will hopefully serve to increase the volume of purchaser feedback, which will, in turn, increase the amount of information suppliers receive about outcomes. This information is critical to keeping suppliers involved.

Further steps may be needed to increase the volume of information D&R obtains on purchase request outcomes. Other actions being considered include requiring purchasers to report as a condition of using the service, prohibiting organizations from submitting new requests until they submit past-due feedback, reminding purchasers to submit past-due feedback when they submit new requests, following up by phone or e-mail with those purchasers who haven't submitted feedback through the automated system, and systematically polling suppliers for information on their use of Quantity Quotes to better assess what value they receive from the service.

Quantity Quotes has the potential to serve a much larger audience than it does at present. DOE and D&R will continue reaching out to institutional purchasers across the country to tout the benefits of ENERGY STAR and recruit new users to Quantity Quotes.

To further increase the value and broaden the appeal of Quantity Quotes, DOE is working with EPA to make more products available through the site. Windows and doors are scheduled for addition in 2009. Other ENERGY STAR products such as vending machines and water coolers may also be added.

Another improvement under consideration could increase the participation of local suppliers by allowing them to receive requests only from purchasers in their own service territories. DOE will continue to work with stakeholders to identify and test additional enhancements that would increase the value of Quantity Quotes.

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