



# WHAT ARE OTHER AREAS OF OPPORTUNITY?

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# Actual and Target Sales

- 2014 Actual Sales for CSE =  
Php 2.7 Billion
- 2015 Actual Sales for CSE =  
Php 2.35 Billion (as of Sept.)
- 2015 Target Sales for CSE =  
Php 4 Billion
- 2016 Target Sales for CSE =  
Php 5 Billion





# PROPOSED NEW ITEMS

1. Airline Tickets (for Local & Foreign Flights)
2. Purified Drinking Water (bottled and in 5-gallon container)
3. FOL (Fuel, Oil, and Lubricants)
4. Software & IT Solutions (Microsoft & Oracle)
5. Other Supplies, and Materials (e.g. Emergency Lights)
6. Printing, Scanning, Copying, & Storage Services
7. Cooperatives (Retail Store)
8. Chalk Allowance
9. Military, Police and Traffic Supplies





Budget Expenditure	2015	2016
Travel – Local	12,811,420	14,578,912
Travel – Foreign	1,904,987	3,716,507
Office Supplies	14,768,185	16,439,471
Fuel, Oil, & Lubricant	10,117,676	13,332,068
Food Supplies	3,487,091	4,279,030
ICT Supplies	10,117,599	11,261,001
Medical Dental and Laboratory Supplies	3,390,715	327,775
Chalk Allowance	1,056,366	1,115,127
Military , Police And Traffic Supplies	3,652,790	4,032,071

\*\*In thousand pesos

Source: Budget of Expense & Sources of Funding



# 1. Selling of Airline Tickets

- For Local Travel alone, there is a budget expenditure of Php 14.57B for FY 2016.
- Initial Selling of Airline Tickets shall be offer to 23 Department Agencies.
- To illustrate, pilot NGAs to enjoy the privilege of availing Airline Tickets from PS:

• DAR-Osec	718M
• DA-Osec	955M
• BFAR	417M
• <u>DBM</u>	<u>34M</u>
Total	<u>2,124B</u>





## 2. Purified Drinking Water

- This expense item is included in food supplies with a total budget of PHP3.68B for 2016 and PHP3.48B for 2015.
- Mined from PhilGEPS website posting is Php3.3B for the period of August 2014 up to the present.



### 3. Selling of Drugs and Medicines



- Budget for 2015 is Php9.37B and Php11.6B for 2016.
- Initial selling will be composed of essential drugs and medicines and shall be offered to 23 Department Agencies especially the military and uniformed personnel.
- We shall be tapping PITC Pharma for regional distribution.





## 4. Selling of Medical, Dental and Laboratory Supplies

- Budget for 2015 is Php3.98B and Php3.47B for 2016.
- DOH and the Government Hospitals in Metro Manila.





## 5. Fuel, Oil and Lubricants



- In previous years the distribution is as follows:
  - 50% - AFP
  - 30% - PNP
  - 20% - Others
- Budget for 2015 if Php10.12B and Php11.26B.



# 5. IT Supplies and Equipment

Budget Expenditure	2015	2016
IT Supplies and Equipment	175,386	294,840

\*\*In Thousand Pesos

- In 2016, these supplies will be coursed through the PS.



## 5.A Full Service of Printing, Scanning, Copying and Storage

We finished conducting the survey for Metro Manila National Government Agencies and we are in the process of evaluating and validating the results.

Initial results showed that:

36% - Outsource Printing, Scanning, Copying and Storage Services

Below 5,000 copies = 36%

5000-10,000 copies = 38%

More than 10,00 copies = 26%



# 10 CSE Items to GO GREEN

1. Multimedia Projector
2. Liquid Soap
3. Calculators
4. Batteries
5. Disinfectant Spray
6. Compact Fluorescent Lamp
7. Detergent Powder
8. Toilet Tissue
9. Wrapping Paper
10. Insecticide (Aerosol Sprays)





# Factors to Consider

1. Elimination of virgin material requirements
2. Use of bio based products
3. Use of recovered materials
4. Product reuse and life cycle cost
5. Recyclability
6. Use of environmentally preferable products
7. Waste prevention including toxicity reduction/elimination; and
8. Ultimate disposal





# Green Procurement Encompasses

1. Recycled-content products
2. Energy-and-water-efficient products (stand-by power devices)
3. Alternative fuel vehicles/alternative fuels
4. Biobased products
5. Environmentally preferable products
6. Use of environmentally preferable products
7. Non-ozone depleting substances
8. Priority chemicals



# Additional Green Specifications

1. Liquid hand soap- 95% naturally derived plant ingredients (organic)
2. Disinfectant Spray- buy back agreement for disposal
3. Detergent Powder- recycled packaging, no optical brighteners, with surfactants
4. Kraft paper- 100% recycled paper
5. Insecticide (Aerosol Sprays)- buy back agreement





## ➤ Eco-alkaline battery







## ➤ Light bulbs from CFL to LED





## ➤ Solar Powered Calculator



Powered by photovoltaic panels mounted on the device, which allow the calculator to be used without battery





## ➤ Solar Powered Calculator



- Solar power supply, energy-saving and environment-friendly.
- 10 digits with M+, M-, and MRC memory calculator function.
- Mini pocket size, easy to carry and convenient to use.





## ➤ Multimedia Projector

**LCD**




**LED**





➤ **Detergent powder**



This product contains surfactants that are friendly to the environment.

[www.ThePeachKitchen.com](http://www.ThePeachKitchen.com)



# ➤ Toilet Tissue Paper



## 8. TOILET TISSUE PAPER (continued...)



### Green Choice Philippines Seal of Approval

The Green Choice Philippines Seal of Approval is an ecolabelling programme by the Philippine Center for Environmental Protection and Sustainable Development, Inc. As part of its environmental criteria, products certified are produced without the use of toxic fluorescent whitening agents, not manufactured using dyes and pigments containing heavy metals, and uses not more than 60 cu.m./ ton of tissue paper product.



## 8. TOILET TISSUE PAPER (continued...)



### Certificate of Registration

This is to certify that  
**Quanta Paper Corporation and Total Hygienicare, Inc.**  
Ninoy Aquino Highway, Barangay Paralayunan, Mabalacat City,  
Pampanga, Philippines  
and of the site listed on the attached Appendix  
operate a quality management system which has been assessed as conforming to  
**ISO 9001:2008**  
for the scope of activities  
**Design, development, manufacture, and distribution of tissue  
paper and personal care products.**

Certificate No: **CIP/4814/13/09/848** Issue Date: **23 October 2013**  
Valid until **22 October 2016** subject to adherence to the agreed ongoing audit programme, successful  
reassessment at certification following each audit and compliance with CI Reg-001  
Signed for and on behalf of   
Managing Director

[www.cert-int.com](http://www.cert-int.com)

Certified True Copy  
  
Management Representative

## ISO 9001:2008 Quality Management System Certificate

Quanta Paper Corporation operates under a quality management system, which has been assessed as conforming to ISO 9001:2008 for the following scope of activities: Design, Development, Manufacturing, and Distribution of tissue paper and personal care products.







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