

Environmental & sustainable benefits

achieved through changes to how Office Supplies are purchased from Banner







In September 2019, as part of a wider review of its service offering; Banner presented a proposal to a leading Facilities Management provider to show how by making changes to the way it purchased workplace supplies, a number of environmental and sustainable benefits could be achieved.

Banner's previous service offering was based around a next-day delivery model, with no minimum limit on spend or number of orders placed by users. Whilst very customer friendly, it resulted in an ineffective model, often delivering to the same locations multiple times each week.

Through Banner's exclusive tool, Green OPTIMISA, we were able to analyse all of the metrics behind the account to produce an optimised model, making the service more environmentally effective; lowering the CO2, fuel, paper, water and electricity used to deliver the goods.

Positive impact of using recycled paper

With the support from the customer, Banner also implemented a policy of moving from standard, virgin-grade copier paper to a 100% recycled option through their partner, Steinbeis. By not using virgin grade paper, this is an equivalent saving of:

- 44 trees saved 
- Estimated 140 kilograms of CO2 saved 
- Estimated 26,122 litres of water saved 
- Estimated 5,381 kilowatts of electricity saved 

3 Major Changes:

- 1 A maximum of one delivery per location, per week
- 2 Moving all orders away from cumbersome manual purchase orders to Banner's online order platform, ESupply
- 3 Moving all accounts away from one invoice per order to one monthly consolidated invoice per Business Unit, reducing the amount of paper and hours used to process orders.




Positive Results

Since implementing this in April 2020, there have been many positive changes in the 6 months of trading, some highlights of which are as follows:

Electronic orders 
increased from 46% to **86%**
Low value orders below £25 in total have been reduced by

Average order value increased by **183%** 
whilst spend level has reduced **70%** 

58% reduction in deliveries made by Banner resulting in

- CO2 emissions reduced by **8,300kg** 
- Vehicle fuel used reduced by **300,000 litres** 
- Paper usage reduced by **59%** 

Banner has committed to continue to monitor the sustainability and environmental credentials of both its service and supply of products to the leading Facilities Management provider. The results will be reported on a quarterly basis via Green OPTIMISA and recommendations will be made where appropriate.