

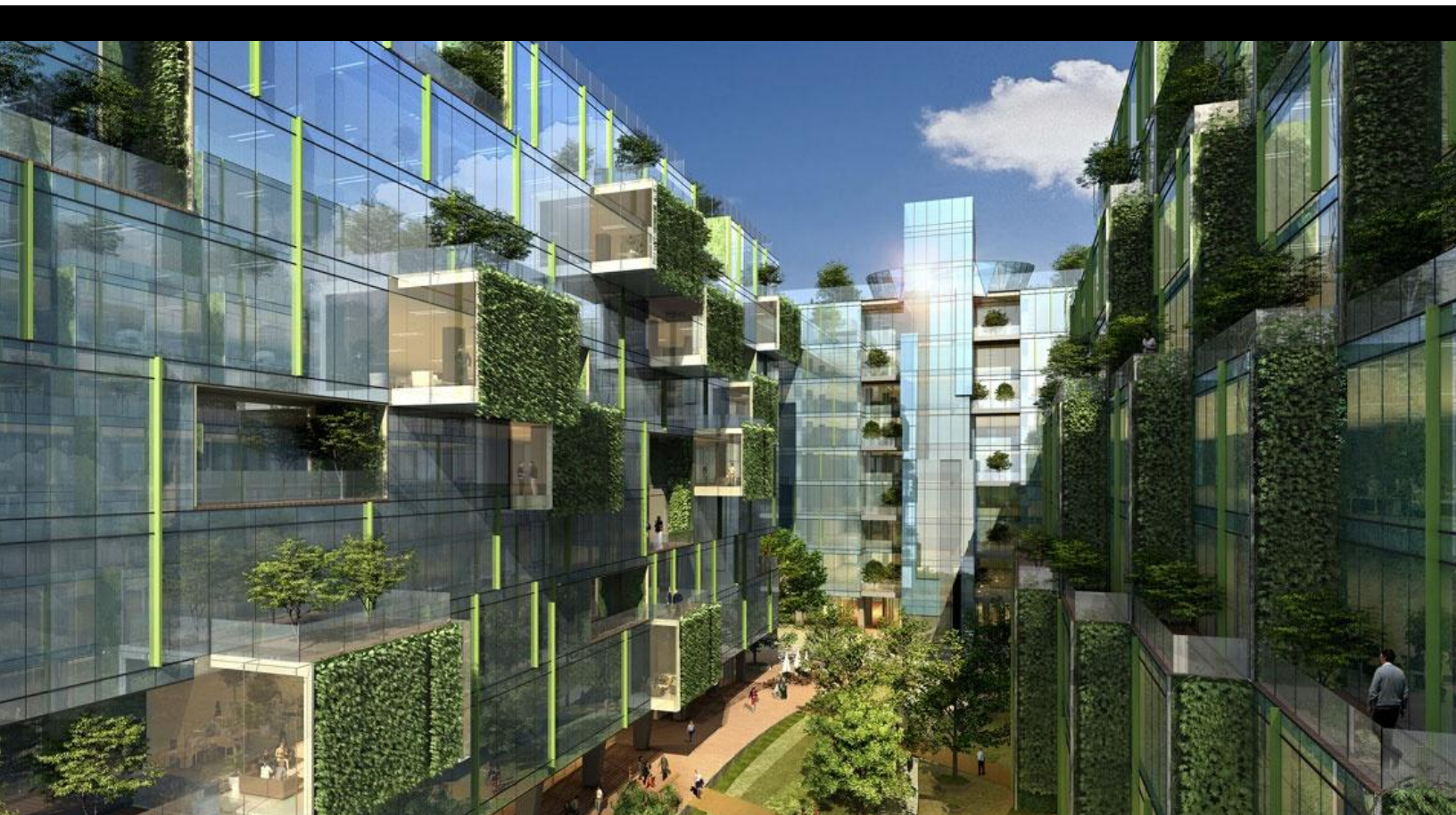


**PART 1: NAVIGATING
THE SUSTAINABLE
CERTIFICATIONS LANDSCAPE:
A GUIDE FOR MANUFACTURERS**



TABLE OF CONTENTS

1. Introduction	3
2. Setting the Context: The Current Sustainability Landscape	4
3. The Benefits of Certifications for Buildings for Owners and Operators ...	12
4. Real-World Examples of Sustainable Practices and Certifications	14
5. Certifications Provide Revenue Opportunities	16
6. Advancing Sustainability: The Maturity Model for Manufacturers	18
7. Best Practices For Manufacturers	20
8. Building a Green Future for All	23





INTRODUCTION

This paper aims to help manufacturers address the growing needs of CRE owners with respect to the sustainability and transparency of building materials. We seek to capture the current state of interaction between leading CRE owners and building product manufacturers; our goal is to help meet their evolving needs.

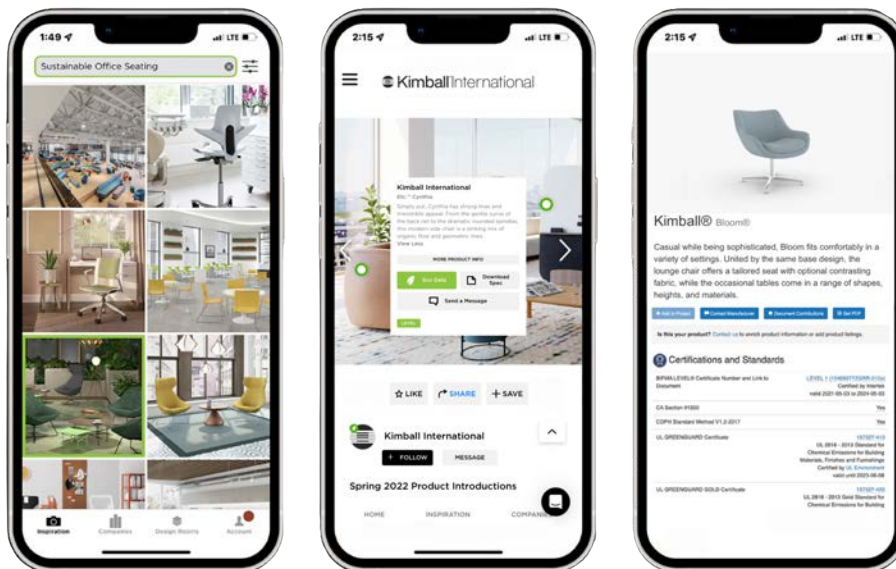
Ecomedes' position as the largest and most popular data catalog of impact-aware building products gives us a unique perspective on challenges faced by manufacturer sales teams, marketing teams, sustainability pros, and manufacturer distributors/dealers to meet the rapidly changing needs of their customers. We can observe the characteristics of the supply and demand for sustainable building materials through our 1,000,000+ product catalog and tens of thousands of professionals using our platform.

We welcome your feedback and collaboration. There are a myriad of stakeholders involved in the building material process. Each of them has a role to play in the advancement of more sustainable buildings. They have different goals, constraints, processes, challenges, and best practices. So, each stakeholder can provide valuable input to this maturity model. We plan to update it annually and appreciate all comments!

SETTING THE CONTEXT: THE CURRENT SUSTAINABILITY LANDSCAPE

Today, there are more building product certifications, eco-labels, frameworks, rating systems, and data points than at any other time in human history. Our Ecomedes database is growing constantly, with, on average, a new data source added once a month.

Certifiers, who provide us with data, play a critical role in providing unbiased, scientifically-driven, consistent, and comparable information on large sections of the building product graph. Some cover all categories, while others specialize in a specific area.



Why are there so many certifications?

To answer this question, one only needs to look at the many different types of buildings. Of the 5,000,000+ commercial buildings in the USA, no two are alike. The following list of characteristics, when combined, make each building a unique “snowflake.” Therefore, they have different sustainability and transparency needs, driving the proliferation of building product requirements. These include:

[Learn more at ecomedes.com »](https://ecomedes.com)

- ❖ **Location**
- ❖ **Use**
- ❖ **Inhabitants / Tenants**
- ❖ **Size**
- ❖ **Shape**
- ❖ **Ownership**
- ❖ **Financing**
- ❖ **Operations**

Building use is an excellent example, as it can drive various sustainability needs. For example, data centers are focused heavily on energy use, but healthcare facilities tend to focus more on toxins and the environment. Government buildings take a more comprehensive approach. The type of financing is increasingly driving different sustainability needs from HUD loans or green bonds.

— GREEN BONDS —



Why Do CRE Owners Have Building Product Sustainability Requirements?

There is no doubt that CRE assets are on the move to embrace sustainability. Over \$60T of assets have pledged to net zero alone. Add to that circularity, zero toxins, zero water use, and material pledges, and it becomes clear that they are motivated. But why? The answer is a moving target that encompasses six primary categories:



1. Building Codes

Green building codes continue to be developed and adopted in the U.S. and abroad that push building design and construction standards to new levels of sustainability and performance. Codes come in two basic formats: prescriptive and performance, with outcome-based becoming a developing third option. The International Green Construction Code (IGCC) is the most prominent green building code in the United States. In essence, the code establishes a mandatory baseline of ordinances for making buildings more sustainable. Wherever it is adopted, the IGCC covers all new commercial, industrial, mixed-use, or multi-family buildings.



Leadership in Energy and Environmental Design (LEED), issued by the U.S. Green Buildings Council, is the most easily recognized sustainable building certification. It comprises nine separate certification programs: commercial, retail, new construction, existing buildings, and more. Each program has a points-based rating system.



Another rating system municipalities use is ENERGY STAR, a label that identifies products that meet the highest energy efficiency and performance standards. The U.S. Environmental Protection Agency (EPA) is an active participant in consensus-based standard development and commonly references testing, performance, and interoperability standards within the ENERGY STAR product specifications¹. To be certified as ENERGY STAR, a building must meet strict energy performance standards set by the EPA. Specifically, to be eligible for ENERGY STAR certification, a building must earn an ENERGY STAR score of 75 or higher on EPA's 1 – 100 scale, indicating that it performs better than at

least 75 percent of similar buildings nationwide.

Municipal codes are evolving rapidly; more sustainability factors are required to obtain building or remodel permits. California has some of the most stringent codes, including phasing out the use of methane gas. Other municipalities require LEED for certain building types, such as Massachusetts, which requires LEED Silver for higher educational facilities.

2. Regulations

The regulatory environment is rapidly developing with financing from the IRA (Inflation Reduction Act). Until recently, most regulations were considered toothless, meaning it was easier and less expensive for owners to pay the fine than to comply. However, recent regulations (such as Local Law 97 in NYC) make the penalties more meaningful. Regulations such as the SEC carbon transparency requirements (planned for Jan 2025) will require public companies (including public REITs) to stay in good standing. The number of regulations under review is hard to count, but we predict it will be increasingly difficult for owners and buildings to “pay the fine,” and that building product selection will factor into compliance.

3. Shareholders and Investors

Shareholders and investors are becoming more aware of the potential financial risks of climate change, resource depletion, and other environmental factors. They recognize that companies and properties with poor sustainability practices might face higher operational costs, regulatory

penalties, and decreased asset value in the long run. Sustainability initiatives can contribute to the long-term value and resilience of properties. Energy-efficient buildings, for example, tend to have lower operating costs and can attract tenants who prioritize environmentally friendly spaces.

4. Customers and Tenants

Commercial buildings are asking new questions about the impact of the facilities they seek to inhabit, using the answers as a deciding factor. For example, large companies operating large buildings (such as CBRE and JLL) are increasingly adding sustainability to their brand, capabilities, and job boards—most large public companies that own their facilities are now hiring sustainability team members.



5. Employees

CRE owners' employees are also driving sustainability awareness; look at the recent employee-led activity at Amazon. They are demanding more, and there is an ongoing need to attract new employees. Several AEC firms we work with have noted that potential employees are asking about their sustainability practices. We believe the next generation of talent will balance economic gains with purpose and sustainability practices when selecting an employer.



6. Executive Ethos

We saved this one for last! We applaud executives prioritizing sustainability, but more effort is needed to move the needle. There are a few counter-examples, such as Ray Anderson from Interface, who single-handedly put carbon and overall sustainability on the map for his company decades ahead of the rest of the market. However, when it comes to CRE, executives have been unable to make a measurable impact on their own. We used to think of this as “necessary but not sufficient.” However, as we observe increasing executives being influenced by the “fab five” motivations above, it turns out that #6 is optional, not required. So, we love to see CRE executives embrace sustainability (see our favorite inspiring leaders below), but since leaders come and go, we are more encouraged by regulations and market forces that drive sustainability in a meaningful way.



How CRE Sustainability Requirements Impact Manufacturers

The key questions manufacturers need to ask to develop sustainability content, certifications, and capabilities include:

1. **What are CRE owners asking for today?**
2. **How are they asking for it?**
3. **Who and when are they asking for it?**

1. What are CRE owners asking for today?

The types of requests are as varied as the types of buildings, owners, and project teams. The most common way for building owners to ask for sustainability today is by using the U.S. Green Building Council's LEED program in Platinum, Gold, or Silver. Other building rating systems they may request include Living Building Challenge, Green Globes, or WELL. These programs represent about 15% of all new construction. So, what about the other 85%?

The other ways that building owners can ask for sustainability fall into two macro buckets: 1) systems that are designed for a particular building and 2) products that are selected for a particular building:

Systems are custom-designed/installed for each building. Key systems include:

- ❖ **Energy:** soon-to-be ubiquitous solar on rooftops, co-generation facilities for large communities such as Hudson Yards in NYC, passive design that reduces the need for HVAC, and geothermal.
- ❖ **Water:** greywater reuse, water catchment, and water features that bring nature inside.

When CRE owners make these requests, they usually do so in partnership with their architects and general contractors. These projects leverage the combined experience of CRE owners, investors, general contractors, architects, specialty contractors, and consultants. Innovations are happening every day, keeping service providers on their toes. The process is unique to each building



[Learn more at ecomedes.com](http://ecomedes.com) »

because the systems depend on location, sunlight exposure, local power profile, altitude, local weather, building use, and more. While very complex, they can be the defining, most memorable, and most noteworthy features of a building.

Products include everything from continual flow materials (like concrete) to surface area material by the square meter (drywall, flooring, glass) to materials by the foot (such as electrical wiring) and discrete products (furniture, electronics, appliances, fixtures).



Typically, CRE owners aren't involved in the selection of specific products. Rather, the owners set a direction (for design, cost, timing, and sustainability) and rely on their trusty project team (architects, designers, contractors, engineers) to translate their needs into products and buildings. However, the translation can be challenging due to different "languages."

We were once told a story about how DPR (a leading General Contractor in California) made their offices stellar examples of sustainability. Since they were both the client and the customer, they knew the necessary language to design and build sustainably from the ground up. This resulted in some of the most beautiful, memorable, and sustainable office headquarters that we have had the pleasure to visit!



However, when the building owners are not general contractors, a language barrier exists when translating interests into reality. [CRE owners seek direction dictated by pledges](#). For example, a CRE owner with a net zero pledge will want products that use less operational energy (electronics, HVAC, appliances) and low embodied carbon (concrete, drywall, flooring). But questions remain: How low? How much energy is low enough? How much carbon is low enough? What trade-offs should the project team be willing to make (i.e., cost-performance, aesthetic-performance)? Even with something as straightforward as energy and carbon, the project team has

much to interpret.

[Learn more at ecomedes.com](https://ecomedes.com) »

Other types of impact (such as toxins) present even more challenges. Some building types, such as hospitals, subscribe to product certifications such as *Redlist Free* or *Healthy Hospital Compliant*. However, these are not always sufficient for the most sustainable hospitals. And what about offices seeking to improve indoor air quality and reduce the impact on communities around the factories that produce building products? The result is a lengthy translation for the project team.

In our systems, we track six impact buckets that most CRE owner requests fall into:

- ❖ **ROI (products that can reduce operating costs)**
- ❖ **Energy**
- ❖ **Water**
- ❖ **Human Health**
- ❖ **Carbon**
- ❖ **Circularity**
- ❖ **Social Impact (coming in the future!)**



Other organizations like the American Institute of Architects classify impact into five buckets:

- ❖ **Human Health**
- ❖ **Climate Health**
- ❖ **Ecosystem Health**
- ❖ **Social Health & Equity**
- ❖ **Circular Economy**



Emerging frameworks such as the Common Material Framework (CMF) designed by a non-profit called Mindful Materials help bridge the language barrier between owners, project teams, and manufacturers with a common language: owners can request sustainability, project teams can select sustainable systems and products, and manufacturers can share data. [See here for more on the CMF.](#)

2. How are they asking for it?

There are as many ways to ask for sustainability attributes as there are impact buckets, owners, and types of buildings. The most common method that we see today are LEED forms. Evan Caprile, an Ecomedes team member, designed some of these forms as a previous general contractor and a green building expert.



The forms are used to organize the sustainable attributes of various project materials.

If the building is not seeking LEED certification, the forms get more customized and are usually developed and evaluated by sustainability consultants. While this is an excellent way for buildings to continually evolve, they represent a significant challenge for the building product manufacturer teams. Each form can contain different information, some of which is hard to find. This one-off consulting approach was sensible in the movement's early days, but at this point, it is holding up progress at scale.

3. Who and when are they asking for it?

Selecting building products is a complex process. It involves taking a digital blueprint, from design to physical goods, all arriving at a specific construction schedule and assembling them. There is often a high degree of substitutions as product availability fluctuates, and costs need to be cut in “value engineering.” So, the “who” and the “when” are related.

Project teams might ask the manufacturer directly early in the process. They could talk to a sales rep, a sustainability rep, or a product marketing expert from the manufacturer. They could also ask later in the process and go through a distributor or dealer (depending on the category), who might need to ask the manufacturer.

From CRE owners to architects to contractors to subcontractors to distributor reps to manufacturer sales reps to product marketing to sustainability, the requests can pass through up to EIGHT people and back up through the same eight people. Each touch slows down the project, costs the owner money, and reduces the chance of accurate data being used in pursuit of greener buildings.

The Complex Building Products Approval Pipeline



THE BENEFITS FOR BUILDINGS FOR OWNERS AND OPERATORS

Green building certifications offer numerous benefits for building owners, operators, and developers by promoting sustainability, efficiency, and marketability in the built environment. These certifications, such as LEED and BREEAM (Building Research Establishment Environmental Assessment Method), provide frameworks for designing, constructing, and operating buildings focusing on minimizing environmental impact and optimizing resource utilization.

First, green building certifications enhance the overall value proposition for building owners and developers. They lead to reduced operational costs through energy and water efficiency measures, waste reduction, and improved indoor environmental quality. These optimizations result in lower utility bills and maintenance expenses and create a healthier and more productive environment for occupants. Additionally, certified green buildings often command higher rental and resale values due to their sustainability features, attracting environmentally conscious tenants and buyers.



Second, operators benefit from improved resource management and operational efficiency. Green building certifications encourage the implementation of advanced technologies, such as smart meters and energy-efficient systems, which help operators monitor and control energy and water consumption in real-time. This leads to proactive maintenance and the ability to respond swiftly to anomalies, reducing downtime and improving overall building performance. Moreover, certifications promote sustainable practices, such as waste reduction and recycling, enhancing the building's reputation and aligning with responsible corporate stewardship.

Finally, green building certifications strengthen the developer's position in the market by showcasing their commitment to environmental responsibility and meeting regulatory requirements. Certified buildings contribute to a positive public image and may qualify for incentives, grants, or tax benefits offered by governments or municipalities for sustainable construction and operation. Developers can also leverage these certifications to differentiate their projects, attract investors, and appeal to growing market demand

for eco-friendly properties. As environmental concerns continue to gain prominence, green building certifications provide a competitive edge and contribute to long-term success in the real estate industry.



REAL WORLD EXAMPLES OF SUSTAINABLE PRACTICES AND CERTIFICATIONS

Government Projects: U.S. Courthouse, Salt Lake City, Utah

The U.S. Courthouse in Salt Lake City, Utah, is a beacon of the federal government's dedication to sustainable and environmentally conscious infrastructure. Designed with a focus on functionality and eco-friendliness, this architectural marvel has achieved LEED Gold Certification, marking it as a model of sustainability within government projects. With its high-performance glazing that enhances natural light while managing energy consumption, the courthouse is a harmonious blend of aesthetics and energy efficiency. Integrating efficient lighting systems further exemplifies its dedication to reducing environmental impact.



High-Tech Industry: Google Bayview, Mountain View, CA

Tech giant Google has long been at the forefront of sustainability initiatives. The Bayview Office Building, part of Google's broader Bay View campus in Mountain View, California, sets a high standard for sustainable practices. Under the guidance of Katie Brand, Chief



Sustainability Officer, the building boasts cutting-edge energy management systems, rooftop solar panels, and water-saving strategies. This high-tech hub promotes eco-friendliness and emphasizes employee well-being and community integration.

Healthcare Sector: Dell Children's Medical Center of Central Texas, Austin, Texas, USA

The Dell Children's Medical Center is a state-of-the-art pediatric hospital emphasizing sustainability and environmental responsibility. This facility is designed to provide children with comprehensive medical care while prioritizing energy efficiency, resource conservation, and a healthy indoor environment. The hospital generates some energy from renewable sources, including rooftop solar panels that contribute to the facility's energy needs and reduce its reliance on traditional energy sources.



Manufacturers: Saint-Gobain HQ, Malvern, PA

Sustainability can be a guiding principle in the manufacturing sector as well. Saint-Gobain, a leading materials manufacturer, opened its North American corporate headquarters in Malvern, Pennsylvania, as a milestone in its sustainability journey. Minas Apelian, their Vice President of Research and Development, highlighted the importance of energy efficiency and green building practices. The headquarters features renewable



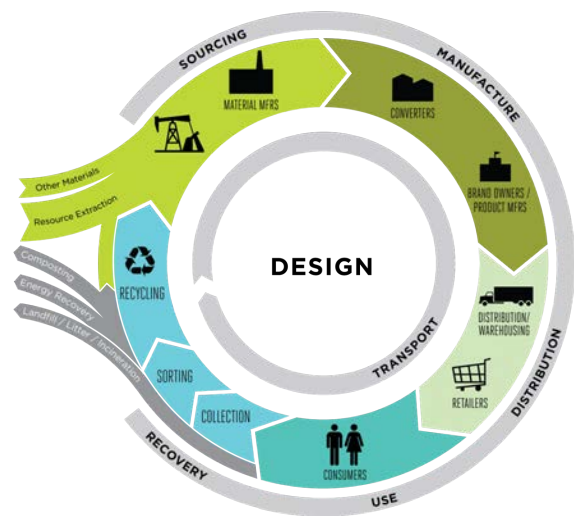
energy sources, efficient lighting, and environmentally-conscious materials. Saint-Gobain's commitment demonstrates that even large-scale manufacturing can be aligned with eco-friendly principles.

CERTIFICATIONS PROVIDE REVENUE OPPORTUNITIES

Green Building Certifications offer manufacturers a range of revenue opportunities by incentivizing the production and adoption of environmentally friendly building materials and technologies. These certifications, such as LEED and BREEAM, create a demand for sustainable products, encouraging manufacturers to innovate and develop products that meet the stringent criteria set by these certifications. Here's how manufacturers can benefit:

Product Innovation and Development

Green building certifications require the use of energy-efficient, low-emission, and sustainable materials. Manufacturers then invest in research and development to create new products or improve existing ones that meet these criteria. For instance, manufacturers can develop eco-friendly insulation materials, energy-efficient HVAC systems, solar panels, and water-saving fixtures. By aligning their offerings with green building requirements, manufacturers capture a growing market segment and create a competitive advantage.



Market Differentiation

Green building certifications provide manufacturers with a unique selling proposition. Products that meet the certification criteria can be marketed as environmentally responsible and suitable for sustainable construction projects. This differentiation can lead to increased demand, higher sales volumes, and the ability to command premium prices. Manufacturers can leverage the certification labels to attract customers who prioritize sustainable choices and

contribute to the overall value proposition of green buildings.

Partnerships and Collaborations

Manufacturers that produce materials and technologies aligned with green building standards can establish partnerships with architects, contractors, and developers

[Learn more at ecomedes.com](http://ecomedes.com) »

working toward certification. These collaborations can lead to preferential supplier relationships, increased sales, and potential long-term contracts. Manufacturers can position themselves as trusted partners in the sustainable construction ecosystem, driving revenue growth through consistent demand.

Access to Incentives and Grants

Some green building certifications award points for using specific environmentally-friendly products or technologies, making projects eligible for incentives, grants, or subsidies provided by governments, local municipalities, or other organizations promoting sustainable development. Manufacturers whose products contribute to these points may indirectly benefit from increased demand due to these financial incentives.



Expanded Market Reach

Green building certifications are often recognized internationally, allowing manufacturers to tap into global markets. As sustainability becomes a priority worldwide, manufacturers can leverage their certified products to enter new markets, expand their customer base, and increase revenue streams.

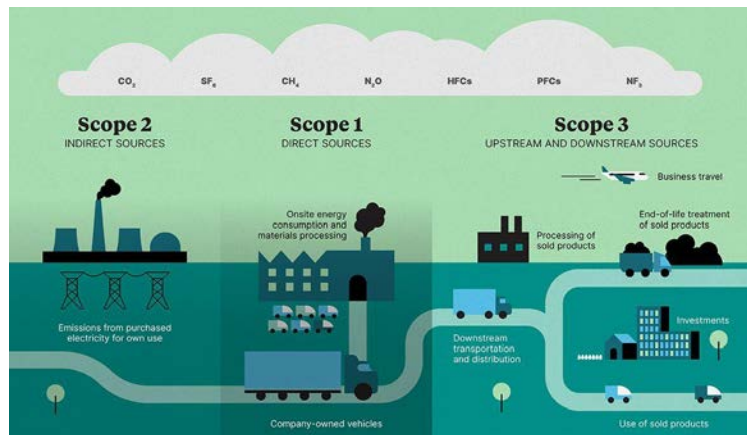
In conclusion, Green Building Certifications offer manufacturers revenue opportunities through product innovation, market differentiation, partnerships, access to incentives, and an expanded market reach. By aligning their offerings with the sustainability goals of these certifications, manufacturers can capitalize on the growing demand for environmentally-friendly building materials and technologies, contributing to both their financial success and the overall advancement of sustainable construction practices.

[Learn more at ecomedes.com](https://ecomedes.com) »

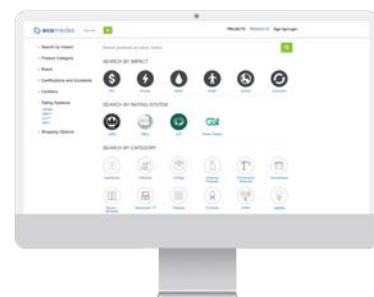
ADVANCING SUSTAINABILITY: THE MATURITY MODEL FOR MANUFACTURERS

We see three key areas for manufacturers to compete on the playing field of the future, where more CRE owners are asking for sustainability from the products that go into their projects. We have focused on new construction processes to date in this paper, but the manufacturer capabilities need to address both new construction and existing building procurement supporting operations and maintenance. The three areas of capabilities are:

1. **Product sustainability/certification richness:** Maintain relevance for your target customers and stay abreast of your competition by keeping your inventory of 3rd party certifications/ecolabels products and 1st party product attributes.
2. **Product compliance:** Ensure your products pass the compliance test for current and emerging compliance frameworks, such as the U.S. Federal Government facility mandates, U.S. Green Building Council LEED credits, Mindful Materials Common Material Framework, Green Globes, and SEC Scope 3 Carbon Transparency Requirements (release Jan. 2025).



3. **Product data ease of access:** 85% of AECs start their search online. Is your information uniform with the rest of the industry and easy to find? If not, all the certifications in the world won't help. Making your product info easy for the myriad of stakeholders (CRE owners, architects, designers, general contractors, subcontractors, and even your sales team) to find, access, evaluate, and compare your product data is critical to success.



Certification Strategy

First, we recommend a periodic audit of the certifications your customers are asking for and your competition's certifications. See below for an example of a competitive assessment. Your customers might be seeking certifications you don't have, and thus, they might not ask you for them. So, you must also look at your competitors to get a complete picture.



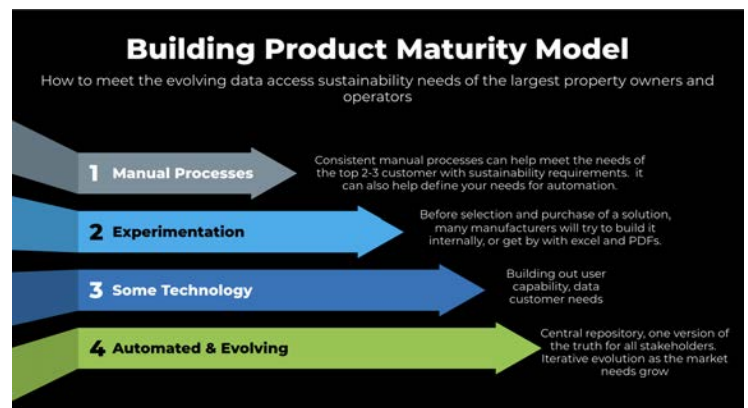
Brand Audit + Competitive Landscape Analysis

Brand	Ecomedes Dedicated Platform	# of Products with Green Data on Ecomedes	C2C	Declare	EPDs	Green Circle	Green Label Plus	Green Squared Certified	HPDs	FloorScore	SCS Indoor Advantage	UL Greenguard
Sinak	Y	14		Y	Y				Y			Y
Mapei		462			Y	Y	Y	Y			Y	
Henry		319		Y					Y			
Laticrete		282							Y			Y
Custom/VersaBond		210							Y			Y
Tec (H.B. Fuller)		81							Y	Y		
Ardex		43							Y			Y

Armed with a competitive assessment and an understanding of customer demand, your organization should develop and budget a roadmap of certifications, eco-labels, and transparency documents you seek. The more diverse your customer base is, the more you will need to employ a variety of partners and certifications. In the index, we have included some examples of highly transparent products in a few key categories to see what a mature certification and data transparency product looks like.

Easy Access To Your Sustainability Data

Getting the certifications and eco-labels is not enough! In some ways, you are just getting started. Orson Wells said that once you finish making a film, you are 1% done because the distribution and marketing of the movie took most of the time. Product certifications are the same: What is the use if you make a brilliant film that no one sees?



[Learn more at ecomedes.com](http://ecomedes.com) »

BEST PRACTICES FOR MANUFACTURERS

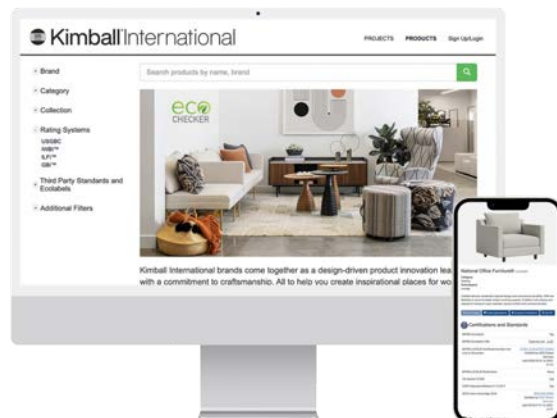
In an increasingly environmentally conscious world, manufacturers are tasked with producing quality products and ensuring their offerings align with sustainability principles. The effective management of data related to third-party certifications and product information has become crucial for success in the marketplace. To excel in this endeavor, manufacturers should adopt a series of best practices that streamline sustainability in their operations.

Data Hygiene for Third-Party Data

Third-party data, such as ecolabels and certifications, play a pivotal role in showcasing a product's eco-friendliness. Manufacturers must ensure this data is well organized and accurately aligned with their product catalog. This means understanding the various levels of product categorization, from collection and product family to SKU (Stock Keeping Unit) level. By accurately mapping certifications to specific products, manufacturers empower buyers and specifiers to quickly identify the most suitable products for their needs.

Data Hygiene for Brand Names

The diversity of brand name variants, due to acquisitions or historical reasons, can create confusion in data systems. To streamline the alignment of data, it's essential to standardize brand names. This consistency is crucial for platforms like Ecomedes, which rely on precise data matching to offer relevant insights to both manufacturers and buyers. By maintaining a consistent brand name format, manufacturers facilitate efficient data integration and avoid complications arising from discrepancies.



Ensuring Data Freshness

Product data is in constant flux, with attributes, certifications, and pricing evolving over time. Regular updates are essential to reflect accurate product information. Manufacturers are advised to conduct quarterly reviews of their datasets and data feeds. This practice ensures that the information disseminated across platforms, such as the

Ecomedes Network, remains current and relevant. This commitment to data freshness enhances transparency and reliability in the eyes of buyers.

Embracing Digital Platforms Over PDFs

Moving away from traditional static documents like PDFs is crucial in promoting data transparency and accessibility. A single version of the truth can be established through digital platforms that allow real-time updates and easy dissemination of accurate information. This shift enables manufacturers to maintain up-to-date product catalogs, certifications, and other critical data while making it effortless for buyers to access and evaluate the information they need.

Simplifying Sustainability for LEED Certification

LEED certification is highly regarded in sustainability. Manufacturers can facilitate LEED certification by providing comprehensive, accurate, and easily accessible sustainability data. By offering clear information on how their products contribute to LEED requirements, manufacturers enhance the attractiveness of their offerings to environmentally conscious consumers.



Utilizing the Common Manufacturer Format (CMF)

The Common Manufacturer Format (CMF) is a standardized approach to presenting product data. It streamlines conveying essential product information to various stakeholders, including architects, designers, and buyers. The CMF enables manufacturers to communicate their products' sustainability attributes and certifications efficiently.

Understanding Customer Needs

Manufacturers must have a deep understanding of their customers' needs and preferences. By recognizing buyer priorities, manufacturers can tailor their sustainability efforts to align with market demands. This customer-centric approach enhances sales and contributes to the creation of products that truly resonate with the target audience.

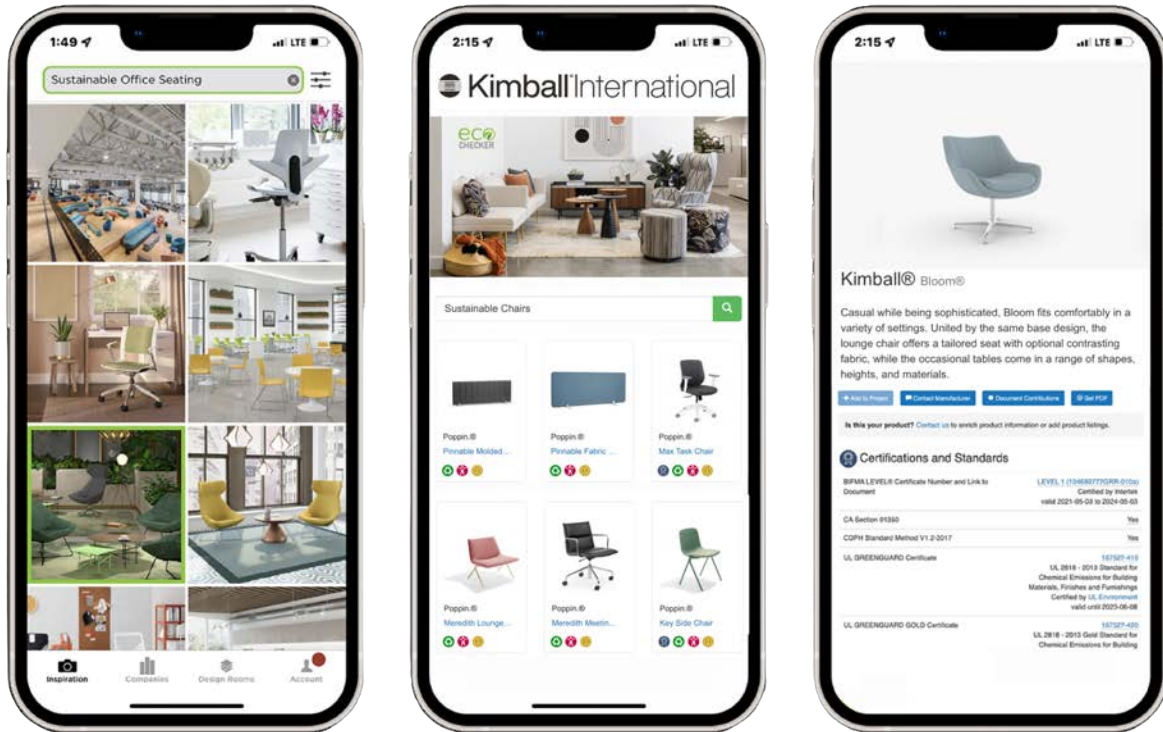
Navigating Multi-Brand Conglomerates

Coordinating sustainability efforts across brands can be complex for manufacturers operating within multi-brand conglomerates. Establishing centralized sustainability practices and data management strategies ensures consistent brand adherence to sustainable principles. This approach simplifies communication with buyers and strengthens the overall sustainability image of the conglomerate.

Selling to the Federal Government

[Learn more at ecomedes.com »](https://ecomedes.com)

Selling to the federal government requires compliance with specific regulations and sustainability standards. Manufacturers should familiarize themselves with these requirements to ensure their products meet the necessary criteria. Understanding the federal procurement process and relevant sustainability certifications can significantly enhance the manufacturer's chances of securing government contracts.



BUILDING A GREEN FUTURE FOR ALL

In the quest for a greener future, the role of manufacturers cannot be overstated. Embracing sustainability certifications serves as a powerful catalyst for change, inspiring manufacturers to adopt responsible practices that align with the evolving values of consumers. This paradigm shift benefits the environment and ushers in economic advantages and a positive transformation of the industry.

As manufacturers increasingly integrate sustainable practices into their operations and attain certifications that validate their efforts, a virtuous cycle of supply and demand emerges. Consumers' growing preference for eco-friendly products drives manufacturers to innovate, leading to a more sustainable and environmentally conscious future. By embracing sustainability certifications, manufacturers become champions of positive change, ushering in an era where ethical and responsible production is not just an option but a necessity.





ABOUT ECOMEDES

Ecomedes is an enterprise-grade cloud software platform dedicated to simplifying sustainable decision-making for responsible resource management. It provides manufacturers, CRE owners, and construction project teams with tools and information to make informed choices regarding sustainable product selection and procurement to help reduce both building costs and climate impact. The platform offers the most comprehensive database of certifications across the widest range of products, and the Mortarr.com visual designer collaboration suite. Users can search on specific sustainability criteria such as energy efficiency, recycled content, or environmental certifications or can search by design inspiration. Headquartered in San Francisco, California, you can learn more at our website www.ecomedes.com.