UC Hazardous and Medical Waste System-Wide RFP
January 2023 – Sept 2023

Reynaldo Cano-Boza, MBA, CLSSGB, EH&SG
Senior Commodity Manager
Reynaldo.Cano-Boza@ucop.edu
Agenda

• Significance of Hazardous & Medical Waste
• Current State
• Spend (UC and UC Health)
• Waste Scope
• RFP Modules
• RFP Strategy and Objectives
• Timeline
• Project Team
Why Participate in the Hazardous and Medical Waste RFP?

- UC is scaling the Small Business Module with the Hazardous and Medical Waste RFP.
- The RFP includes all UC campuses, UC Health Medical Centers, and other UC locations.
- The sourcing event considers the immediate short and long-term strategic UC operational and financial needs for the next ten years.
## Why Hazardous and Medical Waste

<table>
<thead>
<tr>
<th>What is the problem?</th>
<th>• UC needs more small business suppliers to meet its current service requirements short and long term.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Who is impacted?</td>
<td>• UC Faculty &amp; Researchers, Hazardous Waste Action Group (HWAG) Team, EH&amp;S Leadership, UC Systemwide Procurement, and Diverse Suppliers</td>
</tr>
<tr>
<td>How is Small Business part of this RFP</td>
<td>• Small Businesses provide critical services regionally and locally near many campuses. Scale opportunities with UC-OMNIA Partners</td>
</tr>
<tr>
<td>Win-Win Solution Approach</td>
<td>• Changing strategy to include as many Small Businesses in the Hazardous and Medical Waste category to support businesses and UC gains goods and services.</td>
</tr>
</tbody>
</table>
Current State: Previous Strategy Is No Longer Effective

- Currently, there are three primary systemwide suppliers
- Need more small businesses capable of handling UC waste demand in both waste streams and subcategories
- US forecasting volume increases based on existing growth and increased Federal and State regulatory compliance requirements
Hazardous and Medical Waste Spend
Calendar Year 2020-22

UC Campus Hazardous Spend
- Total Spend: $25,014,319
- SB Opportunity: $6,253,580

UC Health Medical Waste Spend
- Total Spend: $4,309,835
- SB Opportunity: $1,077,459

25% Potential Small Business Opportunity $ 7,331,039
Scope: Waste Streams by UC Campus and UC Health

- Hazardous Waste Stream
  - UC Campuses
  - UC Medical Centers

- Medical Waste Stream
  - UC Campuses
RFP Structure: Hazardous and Medical Waste Streams

**Module 1: Small Business**
- Low-Risk Services
- Approved List of Small Business Suppliers that Meet Service Requirements

**Module 2: Projects**
- Industry Support
- Temp Services
- Half and Full Pack

**Module 3: Brokers**
- Specialized Waste Services
- Select Best Suppliers from Waste Subcategories i.e. Chemical, Radiation, and other categories

**Module 4: Incinerators**
- Maximize incinerator market capacity with at least two suppliers in each waste stream

Establishes Diverse Business Program and Scales Local Businesses

Provides HWAG Resources Options & Access to Specialized Supplier Services

Diverse Subcategory Services

Increase Available Incineration Capacity
RFP Strategy and Goals

Strategy:
• Structure the RFP to meet the short- and long-term UC service requirements for the next ten years (five-year term period, and five-year optional)
• Increase small business and UC business relationships

Goals:
• Set up a project module to leverage supplier subcategory expertise
• Set up a small business module to increase tier-one spend between UC campuses, Medical Centers, and diverse suppliers
• Establish small business opportunities by scaling up with OMNIA Partners
Objectives:

- Set up the UC Pricing Workbook by subcategory sections so businesses can bid in one or multiple categories
- Update RFP questions to include current and future service requirements
- Prepare the small business pre-bidder’s session before the RFP release
- Partner with small business partners to promote the small business opportunities with the University of California
### Anticipated Timeline of Events

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>PRF Preparation w/HWAG, EH&amp;S, UC Procurement</td>
<td>January to March</td>
</tr>
<tr>
<td>Team Meeting</td>
<td>March 21st</td>
</tr>
<tr>
<td>PLC Meeting</td>
<td>April 4th</td>
</tr>
<tr>
<td>RFP Release Date</td>
<td>April 7th</td>
</tr>
<tr>
<td>Supplier Conference</td>
<td>April 19th</td>
</tr>
<tr>
<td>Question Submission Deadline</td>
<td>April 26th</td>
</tr>
<tr>
<td>Questions Answered by UC</td>
<td>May 3rd</td>
</tr>
<tr>
<td>RFP Closes – Evaluation Period Begins</td>
<td>May 12th</td>
</tr>
<tr>
<td>Evaluation Due</td>
<td>June 2nd</td>
</tr>
<tr>
<td>Intent To Award</td>
<td>June 9th</td>
</tr>
<tr>
<td>Negotiation</td>
<td>September 8th</td>
</tr>
<tr>
<td>Estimated Contract Start Date</td>
<td>September 8th</td>
</tr>
<tr>
<td>Campuses Transition to new Agreements</td>
<td>October</td>
</tr>
<tr>
<td>Suppliers Service Transition Complete</td>
<td>November</td>
</tr>
</tbody>
</table>
Next Steps

- Finish reaching out to suppliers
  - Complete the Small Business Outreach webinar (Today)
  - Small Business Team to work together with HWAG Small Business Team (In-Process)
- Schedule CalUsource training sessions before RFP close on May 12th
- Project updates as needed to HWAG, EH&S Leadership, UC Procurement, and Suppliers
Reynaldo Cano-Boza, MBA, CLSSGB, EH&SG
Senior Commodity Manager
Rcano@ucop.edu
510-987-9893
Recognitions

Reynaldo Cano-Boza, MBA, CLSSGB, EH&SG
Senior Commodity Manager
Rcano@ucop.edu
510-987-9893

THANK YOU for your support!
## UC Small Business
### Team Members

<table>
<thead>
<tr>
<th>Name</th>
<th>Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alma Mendoza</td>
<td>UCSD</td>
</tr>
<tr>
<td>Lynda Ta</td>
<td>UCSD</td>
</tr>
<tr>
<td>Anthony Singleton</td>
<td>UCSD</td>
</tr>
</tbody>
</table>