Buying Equipment, and the Specification Nobody Wrote

GUIDING QUESTION *Find the last request for quotation your property sent for a piece of equipment that uses energy. Read it and look for one thing: does it tell the supplier that energy performance is one of the criteria on which the offer will be evaluated? If it does not, then the supplier answered the question you asked; and the better machine, if there was one, was never put in front of you.*

Property: _____ Completed by: _____ Date: _____

How to use this sheet: work through the five parts with the people who own the process. The text in the left-hand columns comes from the book; the empty columns are for what is true in your property.

1. Verification Pact: what is commonly believed, what actually holds, and your property

What is commonly believed	What actually holds	In our property
«We consider energy when we buy.»	The obligation is also to inform suppliers that you do. A criterion nobody outside the property knows about changes no offer.	
«Our supplier would have told us.»	A supplier proposing something outside the brief is upselling. Opening that conversation is the customer's job, which is why the duty sits here.	
«We compare three quotations properly.»	You compare the offers you asked for. The better machine is not a rejected option; it was never presented.	
«It applies to big capital purchases.»	It applies where the impact is significant. Eleven machines over eight years are a significant impact bought in modest instalments.	
«This is about equipment.»	Products, equipment and services. The maintenance contract for a significant use falls inside it.	
«We evaluate on price and quality.»	The criterion the standard names is performance over the planned or expected operating lifetime, which neither of those captures.	

2. What the standard requires, and what demonstrates it

From Table 2.6.a. The third column of the book (what is method, not requirement) is left out here: write what your property actually holds as evidence.

What is required	What demonstrates it in a hotel	In our property
Criteria for assessing performance over the operating lifetime	A written criterion for four or five purchase categories	
Criteria established and implemented	Evidence that a comparison was actually made, once	
Suppliers informed that energy is an evaluation criterion	The sentence in the request for quotation	
Specifications defined and communicated	What data the supplier must provide, stated in the request	
Applies to products, equipment and services	The maintenance contract tendered with an energy line in it	
Applies where the impact is significant	Four or five categories, not everything the property buys	
Supply chain energy behaviour influenced	One supplier who now offers alternatives unprompted	

3. The instrument: Table 2.6.b, Where the criterion goes, and what to ask for

The instrument of this subchapter. The last column is meant to be copied into the request.

Category	What to ask the supplier for	The line to put in the request
Kitchen equipment	Consumption in operation, warm-up time, standby draw	Energy performance over the service life is an evaluation criterion; state consumption and warm-up time
Laundry equipment	Consumption per cycle at typical load, water and heat	As above, per cycle at the load we actually run
Plant and controls	Efficiency at part load, not only at rated output	State part-load performance across the range we operate in
Anything installed in every room	Standby draw, multiplied by the room count	State standby consumption; we will multiply it by our room count
Maintenance and service contracts	Calibration, how equipment is left, what is reported	Include how equipment is left after service and what you will report to us
Installation services	Commissioning, controllability, metering provision	State what will be commissioned and what can be metered afterwards

The rows above are the book's; the empty rows are for lines your property needs to add.

4. Common mistakes: self-check

Common mistake	Present here? (Yes / Partly / No)	Where we see it
Weighing energy internally and never telling the supplier that you do.		
Assuming a good supplier will propose an alternative the brief did not ask for.		
Asking for nameplate ratings instead of consumption in operation.		
Leaving services outside the requirement when the standard names them.		
Buying a significant use in instalments that nobody ever adds up.		
Putting the energy clause in every request until it means nothing in any of them.		

5. Action plan

Step from the book / gap found	Action in our property	Owner	Deadline
Put the sentence in the request for quotation. That is the obligation to inform, discharged.			
Say what data you want: consumption in operation, not nameplate; and under what conditions.			
Apply it to four or five categories and leave the rest alone.			
Ask your long-standing supplier what better alternatives exist for what you already own.			
Put an energy line into maintenance and service contracts; services are covered.			
Once a year, add up what you bought in instalments for a significant use.			
Record the comparison in one line, including when you chose the less efficient option.			

Step from the book / gap found	Action in our property	Owner	Deadline
Assemble the three numbers once: consumption, operating hours, tariff.			
Tell the supplier when an energy figure decided a comparison.			

In brief

This requirement is usually read as a duty to be a more discerning buyer. It is mostly a duty to be a more informative customer. The standard obliges the organisation to inform suppliers that energy performance is one of the evaluation criteria, an active obligation to tell a third party something, which is rare in this document and exists because the market already contains the better option and is not offering it.

Source: The Helm and the Lens, Volume 4a: The Helm, subchapter 2.6. This sheet does not reproduce the text of the standard; work with your own copy of ISO 50001:2018 from an authorised source.