

## SUSTAINABLE SUPPLY CHAIN PROGRAM



### CASE STUDY

## NYSP21 Helps MechoSystems Meet Customer Sustainability Demand

MechoSystems, Inc. is a pioneer in the development and manufacture of solar-shading and room-darkening solutions for commercial and residential window applications and is a leading global supplier of products impacting thermal comfort, internal lighting, day lighting, and energy performance of a building. Recently, the company found that an increasing percentage of their customers are depending on third-party environmental certifications, such as the U.S. Green Building Council's "Leadership in Energy and Environmental Design" (LEED), Green Globes, and Cradle to Cradle (C2C), for both building requirements and product reliability. While MechoSystems has been committed to sustainable practices for years, these certification standards necessitate a new level of attention to the details of their operations.

### Client Challenge

While going "green" is an important goal for many companies – it can be complicated. Building component manufacturers, like MechoSystems, have a business need to report how they track their supply chain in terms of sustainability. For example, MechoSystems has customers, like Google, that encourage third party certifications for every product used in a Google construction project.

MechoSystems needed to have a more detailed understanding of their product content and increase traceability and transparency. Developing a sustainable supplier program would allow MechoSystems to use supplier information to assist with answering customer inquiries. The ability to readily provide this information to customers will help MechoSystems secure additional business in the future and meet customer sustainability demands.

In order to ensure proper management of the extensive amount of supplier data, MechoSystems asked for assistance from the New York State Pollution Prevention Institute (NYSP21) at Rochester Institute of Technology. MechoSystems specified that NYSP21's completed work needed to include information on existing and desired traceability practices, creation of a sustainable supplier program with a corresponding guidance document, and piloting the program with a MechoSystems supplier.

### NYSP21 Solution

In response, NYSP21 formed an assessment team that began the project by gathering information and data from MechoSystems to determine the status of the company's procurement program, material tracking processes, information systems, and supplier requirements. Once MechoSystems' information was reviewed, the team spent several days with MechoSystems personnel to understand how sustainability-related requests are tracked through internal systems and how results are communicated back to the customer.

### CLIENT CHALLENGE

- Ability to quickly and easily answer customer inquiries regarding product content

### SOLUTION

- Full assessment of MechoSystems current procurement program

### RESULTS

- Sustainable Supplier Program
- Supplier Code of Conduct and Survey

### TESTIMONIAL

**"LEED v4's adoption of third party material certifications required us to take a deep dive into our supply chain with NYSP21. It is pertinent that we are able to quickly and accurately respond to client material inquiries. NYSP21 did a fantastic job of working with our staff and our vendors to develop the structure for our sustainable supplier program."**

– Rachel Berman,  
Sustainability Program  
Manager, MechoSystems, Inc.



### PROJECT PARTNER

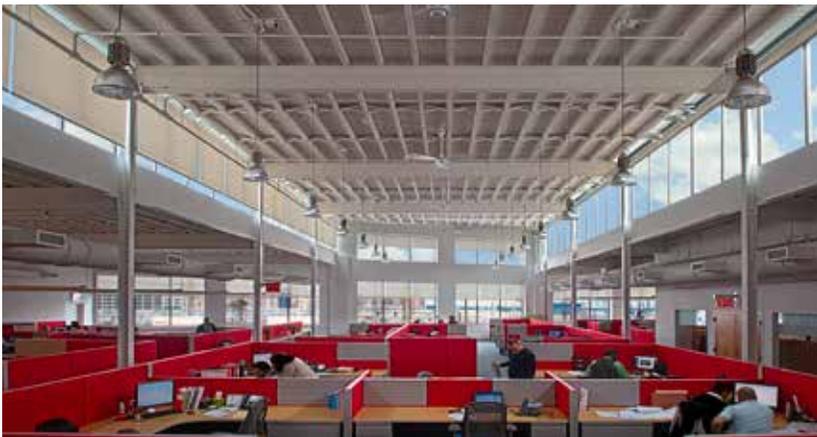


The team then developed the structure for a sustainable supplier program with a guidance document that included a Supplier Code of Conduct and Supplier Survey. It also contained recommendations for developing supplier relationships and implementing simple changes to the procurement process, which would make supplier data collection much easier. Using the guidance document, the team piloted the supplier program with one of MechoSystem's suppliers, Sapa, an international maker of standard and custom aluminum extrusions.

## Results

After gathering and incorporating input from the Sapa pilot, MechoSystems now has the framework for their sustainable supplier program, including a guidance document with a Supplier Code of Conduct and a Supplier Survey to help them track their suppliers and material content.

With this completed work, MechoSystems can build closer relationships with suppliers, ensure their components align with their sustainability goals, and most importantly enhance their response to customer inquiries and conformance to C2C and LEED. MechoSystems believes that implementing the sustainable supplier program will provide a competitive advantage and potentially lead to greater market share.



*MechoSystem has been the leading innovator of manual, motorized, and automated solar-shading and room darkening solutions for more than 50 years*

## NYSP2I PARTNERS

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### For more information please contact us:

111 Lomb Memorial Drive, Bld  
78Rochester, NY 14623

Tel: 585-475-2512

Web: [nysp2i.rit.edu](http://nysp2i.rit.edu)

e-mail: [nysp2i@rit.edu](mailto:nysp2i@rit.edu)

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Golisano Institute  
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