

Environmental Performance Verification (EPV)

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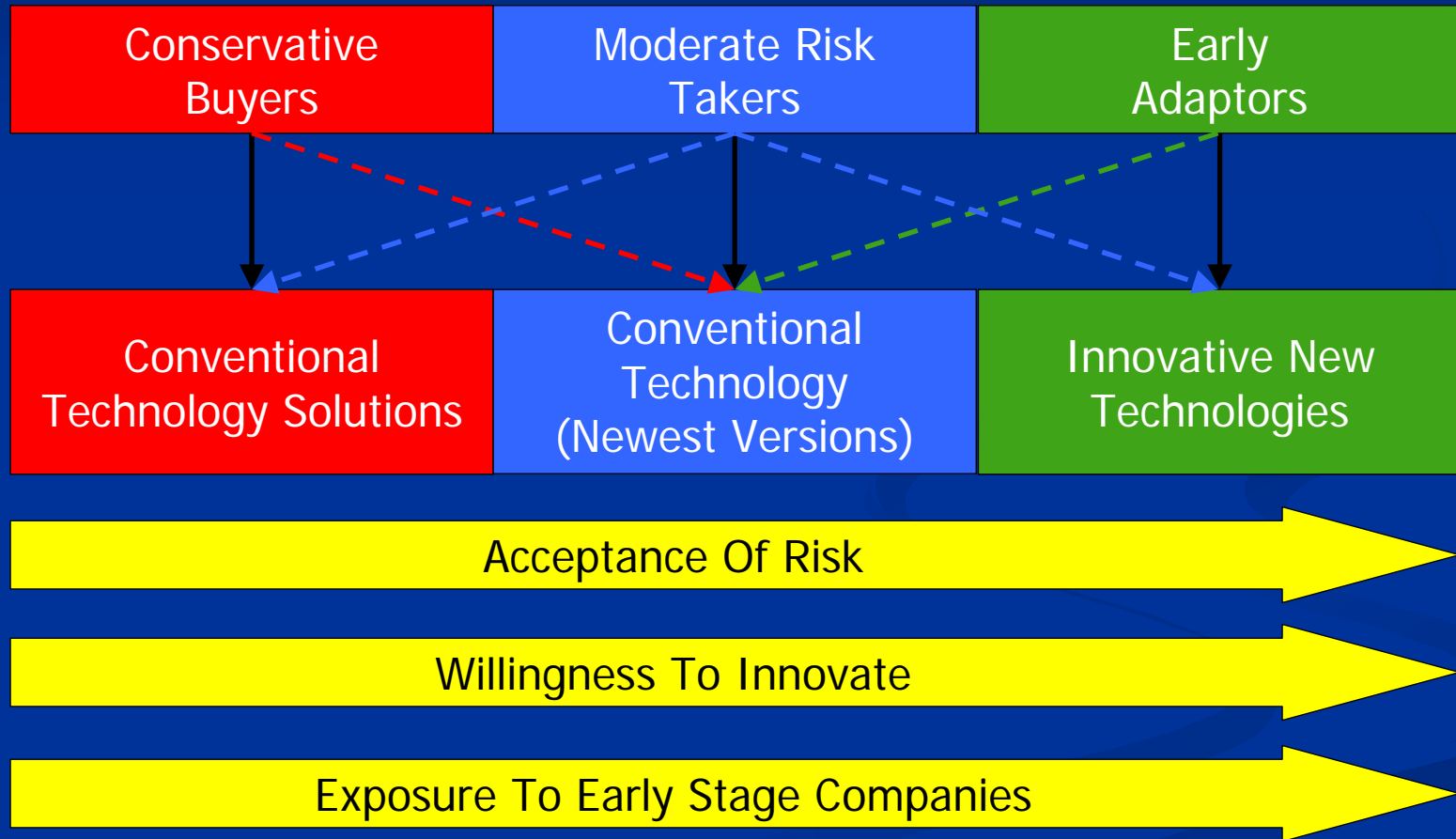
Environmental Sustainability Needs A Strong Environmental Industry Sector

- Industry environmental problems are not solved internally (ineffective use of resources);
- Industry is a purchaser of environmental solutions;
- An environmental industry sector uses research/engineering to generate solutions and aggressively markets to multiple clients (efficient use of resources).

Characteristics Of The Environmental Industry Goods & Service Sector

- Composed of large numbers of small to medium sized companies;
- Canada approximately 6,500 companies – 90% have less than 50 employees;
- Rapidly changing performance standards to meet regulations (energy costs, water treatment standards, air emissions, toxic);
- Multiple choices of technology solutions and suppliers;
- Local conditions and requirements must be factored into purchase decisions.

Characteristics Of Industrial Buyers



Building Receptor Capacity

- Clear analysis of buyer needs (regulatory, performance, economics);
- Communication of these requirements (regulators, suppliers);
- Reliable information from suppliers (proof of performance);
- Independent third party performance assessment.

Benefits of Greater Harmonization Efforts

- Create clear transparent performance requirements for technology suppliers to meet;
- Provide a third party independent mechanism based on an agreed scientific and statistically valid protocols for verifying performance claims;
- Provide technology purchasers with independent verified data to augment purchase decisions;
- Support the development and promotion of new environmentally sound technologies;
- Facilitate the growth of a strong environment industry sector.

Greater Harmonization Requirements

All verifications:

- Based on sound scientific and technical principles supported by peer-review quality technical literature and references;
- Must be independent and third party based;
- Must document quality assurance/quality control procedures;
- Require chain-of-custody throughout;

Greater Harmonization Requirements

(Continued)

All verifications:

- Require sufficiently complete and representative baseline operational data;
- Comply with an established verification protocol;
- Demonstrate environmental benefits;
- Conform with health and safety standards;
- Reflect operational realities;
- Comply with all national regulatory requirements.

