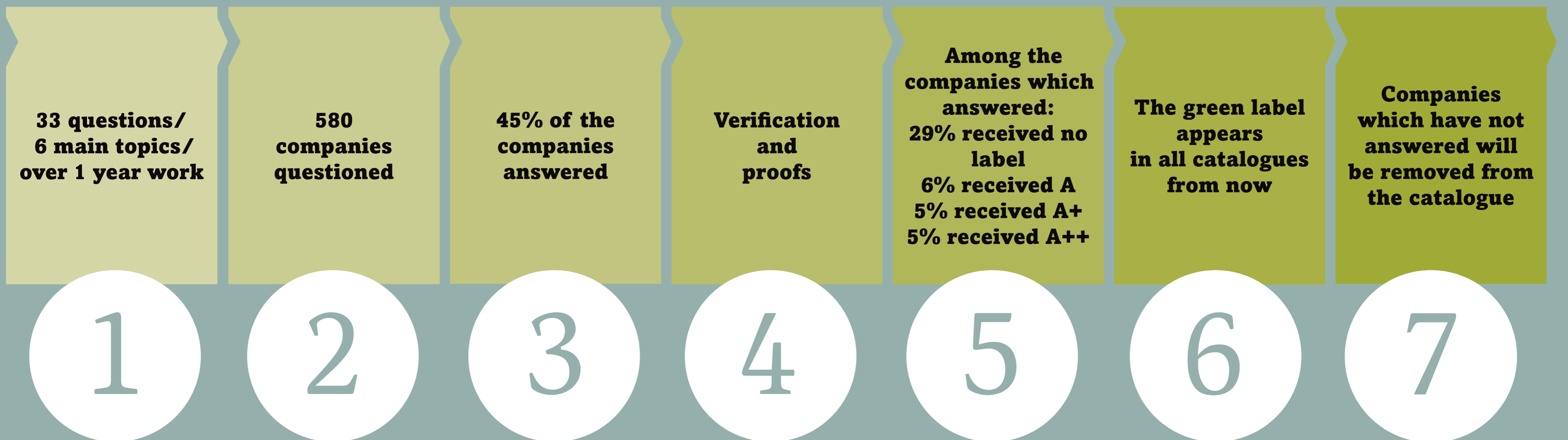


THE GREEN LABEL: A GUIDE FOR ECO-RESPONSIBLE SALES



In France, clinics and hospitals buy each year products and services for an amount of 18 billion Euros (40% of their budget). The optimisation of sales gives a fantastic boost to economics, but it's first and foremost the obligatory key on one hand to restrict the impact on health of the products and on the other hand to help health facilities to reduce their waste (plastic wraps...), their greenhouse gas (transportation of wares and persons...), their use of energies, poisonous chemicals (by promoting substitution goods...), etc. Sales are one of the governing principles of a comprehensive green approach.



The green label helps sales managers make informed choices



WITH C2DS, ADOPT SUSTAINABLE DEVELOPMENT BETTER PRACTICE FOR BETTER HEALTH

« **FIRST,
DO NO HARM,
THEN CURE** »

HIPPOCRATES



C2DS, the committee for sustainable development in healthcare, is an independent French non-profit organisation, founded in 2006 by healthcare professionals committed to sustainable development. The aim of the C2DS is to create awareness among the key players of the healthcare sector and to promote the advantages of better practices in order to manage the environmental, human, and economical impact of its activities.

www.c2ds.com



The CAHPP (Centrale d'achats de l'hospitalisation privée et publique – Central buying service for private and public health facilities) selects and references products and suppliers. It doesn't only negotiate prices for its members, but also advises, trains and guides the health players in their sales, in particular sales managers.

www.cahpp.fr

