

# Implementing sustainable public procurement: practical guidance from the Procura+ Network



30 May 2017

*NonHazCity International seminar: Reduction of Hazardous Substances from urban sources – Strategies, tools and incentives municipalities can implement*

**John Watt**

**Officer, Sustainable Economy and Procurement**

**ICLEI Europe**

What is ICLEI and Procura+?

How do you get commitment for sustainable procurement?

Where can you access information and knowledge?

How do you embed sustainable procurement in the operational environment?

What are the common obstacles to sustainable procurement?

How do you have dialogue with markets and suppliers?

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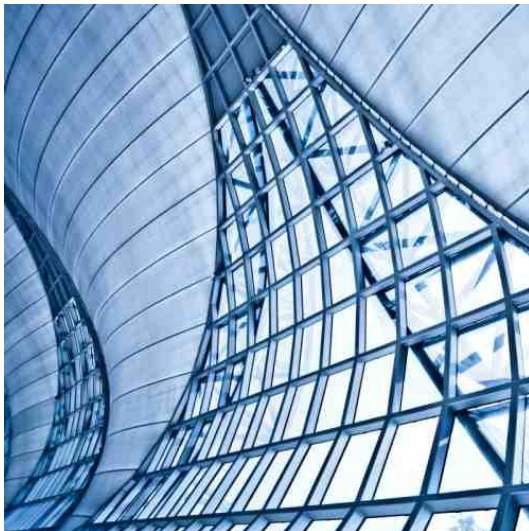
How do you have dialogue with markets and suppliers?

# Procura+ European Sustainable Procurement Network



## Connect.

We are a network of European public authorities that connect, exchange and act on sustainable and innovation procurement.



## Exchange.

Our combined knowledge and experience allows us to provide advice, support and publicity to any public authority that wants to implement sustainable and innovation procurement.



## Act.

The Procura+ Network joins forces to champion sustainable and innovation procurement at the European level.





# The Procura+ Awards



**Sustainable Procurement  
of the Year**

**Innovation Procurement  
of the Year**

**Tender Procedure  
of the Year**

**2017 Awards  
entry deadline  
30 June 2017**

[procuraplus.org/awards/](http://procuraplus.org/awards/)



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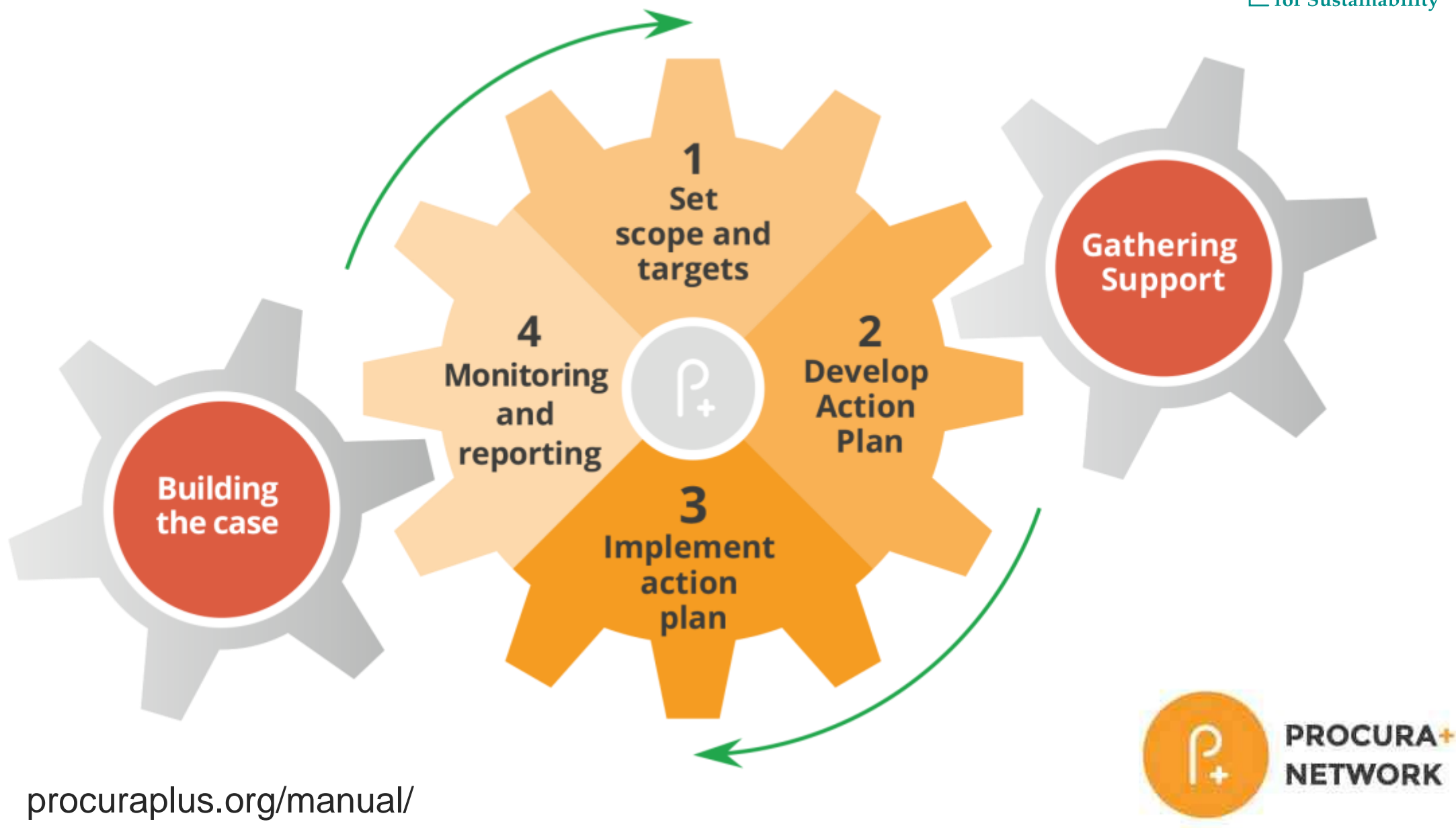
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# The Procura+ Management Cycle



[procuraplus.org/manual/](http://procuraplus.org/manual/)





# **Building the case: the benefits of GPP**

- 1. Meeting sustainability policy goals**
- 2. Increasing financial efficiency**
- 3. Enhancing organisational reputation**
- 4. Reducing the risk of non-compliance with legislation**
- 5. Encouraging innovation and competitive sustainable solutions**



# Building the case: key questions

Are there any related  
policies?

Does it work in  
practice?

What are we already doing?

How is procurement  
organised?

Where do the best opportunities for  
implementation lie?



# Three levels of Sustainable procurement policy

1. General commitment
2. Commitment within a related policy
3. Comprehensive sustainable procurement policy





# Evolving your ambitions: Barcelona City Council

↑  
2015 – ***Technical Instructions for the Application of Sustainability Criteria*** for 12 high priority procurement categories.

2013 - Enactment of ***Municipal Decree for Responsible Public Procurement***.

2010 - The ***Sustainable City Council Convention*** was launched.

2006 - *Green Office Programme* evolved to become the + ***Sustainable City Council Programme***

2001 - Creation of the ***Green Office Programme***



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# Buying **green!**

A handbook on green public procurement  
3rd Edition





**PROCURA+**  
European Sustainable  
Procurement Network

# The Procura+ Manual

A Guide to Implementing  
Sustainable Procurement

3rd Edition



# **Case studies**

**Learn from what has been  
already achieved**

**GPP 2020 project**

**European Commission**

**Procura+ Case Studies**

**Sustainable Procurement Platform**

**Innovation Procurement Platform**

## Example Criteria for Cleaning Products

EU GPP Criteria includes Technical Specifications for procurement of non-hazardous cleaning products and services

### Substance requirements

The product shall not contain substances that have been identified as substances of very high concern and included in the list foreseen in Article 59 of Regulation (EC) No 1907/2006 (the REACH Regulation) in a quantity that exceeds 0.01% by weight of the final product. The list substances referred to (the candidate list) can be found at:

[http://echa.europa.eu/chem\\_data/authorisation\\_process/candidate\\_list\\_table\\_en.asp](http://echa.europa.eu/chem_data/authorisation_process/candidate_list_table_en.asp).



*Verification: Products carrying a relevant Type I Ecolabel fulfilling the listed criteria will be deemed to comply. Other appropriate means of proof will also be accepted.*

[http://ec.europa.eu/environment/gpp/pdf/toolkit/cleaning\\_product/en.pdf](http://ec.europa.eu/environment/gpp/pdf/toolkit/cleaning_product/en.pdf)



## Other recommended criteria: Cleaning

- [Austrian GPP criteria](#) for cleaning products and services. (DE)
- [Barcelona City Council](#) Technical Instructions for the Application of Sustainability Criteria to Cleaning and Waste Collection in Buildings. (EN, CA, ES)
- [Belgian Guide to Sustainable Procurement](#) including criteria for cleaning and hygiene products and services, hand dryers, dry cleaning, sanitary paper etc. (FR, NL)
- [Dutch criteria](#) for [cleaning services](#) and [public spaces cleaning services](#). (NL, EN)
- [German Environment Ministry criteria](#) for cleaning products and services, pest control, hand dryers and sanitary paper. (DE)
- [Swedish National Agency for Procurement](#) criteria for cleaning services, chemical and technical products, laundry and textile services. (SE, EN)

## Example Criteria for Buildings

EU GPP Criteria will include Technical Specifications for procurement of non-hazardous paints, varnishes and road markings

### **Weathering resistance (only outdoor paints)**

Masonry, wood and metal paints shall demonstrate resistance to the possible forms of weathering-induced deterioration as stated [*table will be included in criteria*].

Paints shall be exposed to artificial test conditions for 1000 hours.

This shall be demonstrated according to the recommended test methods, or their equivalent, under artificial weathering conditions. Corrosion resistance for metal paints shall also include blistering.

Tests should be performed on the tinting base.

*Verification:*

*The tenderer shall provide test results demonstrating performance of the paint according to the requirements listed.*



## Other Criteria: Building and construction

- [Austrian GPP criteria](#) for buildings and civil engineering works. (DE)
- [Barcelona City Council](#) Technical Instructions for the Application of Sustainability Criteria in Public Works Projects. (EN, CA, ES)
- [Belgian Guide to Sustainable Procurement](#) including criteria for buildings and energy. (FR, NL)
- [German Environment Ministry criteria](#) for new build and renovation projects, building materials, insulation, wall and floor coverings, indoor and outdoor lighting and heating installations. (DE)
- [Swedish National Agency for Procurement](#) criteria for buildings and property including new build, renovation and conversion, road construction, professional kitchens, timber and other building materials. (SE, EN)

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Examples of sustainable and  
innovation procurement for non-  
hazardous chemicals in action

## Cleaning Products and Services for City of Luxembourg

- **Selection criteria:** each bidder has an EMS such as EMAS, ISO14001 or other evidence of equivalent
- **Technical specifications:** list of banned substances, requested to supply samples for testing.
- **Award Criteria (MEAT):** 85 points price, 15 points environmental criteria. A second list which discouraged the use of certain substances e.g. dyes, colorants, fragrances, bleach and acid.
- **Contract performance clauses:** Required to supply samples of new products introduced. Random testing. Obligated to provide alternative product if not satisfied. Fines if using a banned substances.

Read the full case study:

[ec.europa.eu/environment/gpp/pdf/news\\_alert/Issue39\\_Case\\_Study82\\_Luxembourg\\_cleaning\\_products.pdf](http://ec.europa.eu/environment/gpp/pdf/news_alert/Issue39_Case_Study82_Luxembourg_cleaning_products.pdf)



The background image shows a concrete mixer truck with orange and grey stripes parked in front of a modern building with large glass windows. The truck's drum is visible, and it has 'IVECO' and 'a-b' markings. A semi-transparent white box with a teal border contains the text.

## Reducing hazardous concrete run-off in Detmold

- The City of Detmold launched the **procurement of a new bus station**
- Research, market consultation and sustainability analysis was carried out
- Open tender resulted in the **use of photocatalytic concrete**, which converts air and **surface run-off pollutants into harmless salts**
- Decreases the need for maintenance and **reduces costs and environmental effects of cleaning**

Read the full case study: [www.innovation-procurement.org/about-ppi/guidance/](http://www.innovation-procurement.org/about-ppi/guidance/)



## Innovation procurement for wastewater treatment

- Austrian Mint required a new solution to **treat the residual water (wastewater)** left over from the production of coins
- **Analysis of the market** was conducted before tendering
- Three potential technologies were available on the market: **chemical treatment of wastewater, filtration and vaporization**
- Vaporization system was **most sustainable solution** and would meet ISO 14001 requirements
- Evaporated water is reusable, leaving highly concentrated wastewater for **easier and safer collection and disposal**

Read the full case study:

[ec.europa.eu/environment/gpp/pdf/news\\_alert/Issue58\\_Case\\_Study117\\_BBG\\_Austria.pdf](http://ec.europa.eu/environment/gpp/pdf/news_alert/Issue58_Case_Study117_BBG_Austria.pdf)



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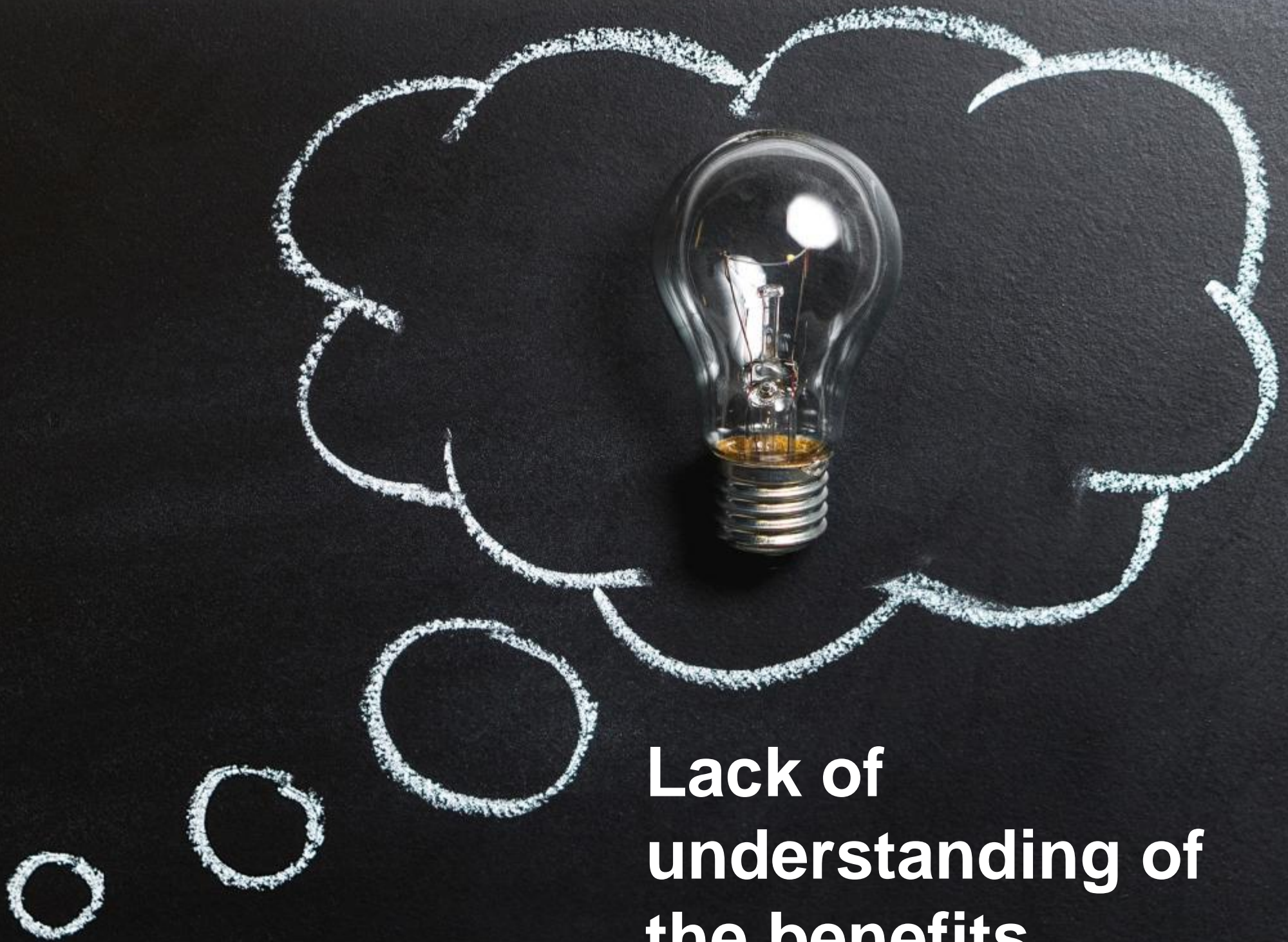
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**Lack of  
understanding of  
the benefits**

**Changing the 'lowest price only' mindset**





# Missing market intelligence



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# What is market engagement?

Market engagement is a process which takes place prior, during and after procurement.

It aims to:

- **Identify** potential bidders and/or solutions
- **Build capacity** in the market to meet the requirement(s)
- **Inform** the design of the procurement and contract
- **Help** suppliers to submit strong bids
- **Feed back** to and debrief suppliers after the process



**If there was a  
demand, we would  
invest to supply  
greener products**

**THE  
BUYER  
SUPPLIER  
PARADOX**

**If there were  
suitable and cost  
effective low-carbon  
alternatives available,  
we would buy them**

# Market dialogue with cleaning suppliers in France

RGO meet with suppliers of cleaning products and services

Better knowledge of the market = stronger sustainable requirements in open and competitive tendering



## BEST PRACTICE REPORT



Market engagement





# Thank you

[john.watt@iclei.org](mailto:john.watt@iclei.org)

**Procura+ European Sustainable Procurement Network -**

[www.procuraplus.org/](http://www.procuraplus.org/)

**Sustainable Procurement Platform -** [www.sustainable-procurement.org/](http://www.sustainable-procurement.org/)

**PPI Platform -** [www.innovation-procurement.org/](http://www.innovation-procurement.org/)

**European Commission Green Public Procurement -**

[ec.europa.eu/environment/gpp/index\\_en.htm](http://ec.europa.eu/environment/gpp/index_en.htm)

**GPP2020 -** [www.gpp2020.eu](http://www.gpp2020.eu)

**Procurement Forum -** [procurement-forum.eu](http://procurement-forum.eu)