

April 2018

Factsheet



Improving SMEs' Access to Cross-Border Public Procurement

@projectSESAM | @SESAM_EU



Green Public Procurement Information and tips for companies and public buyers

Information and tips for companies and public buyers

This fact sheet is part of the SESAM project which has received funding from the European Union's COSME Programme (2014-2020).

The content of this fact sheet represents the views of the author only and is his/her sole responsibility; it cannot be considered to reflect the views of the European Commission and/or the Executive Agency for Small and Medium-sized Enterprises or any other body of the European Union. The European Commission and the Agency do not accept any responsibility for use that may be made of the information it contains.



L'Europe à la portée de votre entreprise.

Tenderers can find information on product groups and description of services for the following groups:

- ◆ Information technology
- ◆ Cleaning services and cleaning agents
- ◆ Paper and paper products
- ◆ Textile
- ◆ Furniture
- ◆ Mobility
- ◆ Lighting
- ◆ Building
- ◆ Office equipment
- ◆ Energy
- ◆ Food
- ◆ Different materials

What exactly is “Green Public Procurement”?

In the majority of countries the topic “Sustainable Procurement or Green Public Procurement” is part of the whole strategy to save resources and preserve the natural living environment.

Saving of energy during the acquisition of equipment, vehicles and also in buildings and management of buildings provide a big contribution to the achievement of the European climate protection targets.

The public market with its big purchase volume can play a vital role by asking for sustainable products and resource-saving services. In the long run the increasing demand will lead to an increasing offer, more competition and as a consequence cheaper prices.

The public procurement rules offer, especially after the Public Procurement Reform 2016, a variety of possibilities. Public contractors can take criteria of sustainability into account at the following phases of the procurement process:

- ◆ Choice of the subject-matter of the contract
- ◆ Determination of the suitability criteria
- ◆ Determination of the awarding criteria
- ◆ Configuration of the contract terms

The choice of the subject-matter of the contract is the easiest way to include aspects of sustainability in procurement.

An example: In the acquisition of furniture you can already look after ecofriendly qualities by the choice of material, and a higher quality-standard guarantees a longer service life of the product and the possibility to replace some defect components reduces the costs of waste disposal and new investment.

With regard to the choice of suitability criteria higher requests can be made as for example an EMAS certificate or other quality management certificates.

Concerning awarding criteria it is possible to include, not only the investments costs in the evaluation of the offer but also the operating and the following disposal costs, including the service life costs.

When configuring the terms of contract, for example, it can be requested to use eco-friendly means during the execution of the contract or some specifications can be made regarding waste disposal.

By now, all EU states members have initiatives that promote sustainable procurement and different tools are offered for contracting authorities as well as for tenderers.

What are the advantages of green public procurement for companies?

The trend in the public procurement is away from “price”. As the only awarding criterion. For a lot of entrepreneurs this means a better opportunity to win the contract, because they can win the competition thanks to high-quality and sustainable products.

Since it is allowed to fall back on the description of the contractual object by using quality labels, it could be worth for companies in the long run to apply for these quality labels.

It is important that the bidding company in detail analyses the awarding criteria in the tender, to see if they have the chance to succeed with their product.

Bidders who offer particularly energy-efficient equipment or low-emission materials, will have more chances to win tenders where the energy consumption is important in the evaluation of the offer.

A glance at the suitability standards is also important. In some cases the tender procedure can be limited to entrepreneurs who dispose of environmental management systems. If you notice such a trend, it will be worth applying for a certificate in the long term.

Is it allowed to offer variants? In this case, you could offer an innovative or environment-friendly solution. Obviously, you have to respect the minimum requirement, even if it is a variant solution.

The required specifications about product features, supply chain and conditions of the product should be designed in a way which enables a verification. If this is not the case, the tenderer should adjust the specifications.

The criteria of suitability and awarding criteria have to show a logical connection with the subject of the tender. If there is no logical connection, the tenderer should make some adjustment.

If the life-cycle costs are taken into account during the evaluation, the public buyer has to declare the calculation model.

During the marketing activities in the public sector, the tenderer should always point out eco-friendly advantages and inform the public buyer about these, so that it is possible for the public buyer to include the criteria in the tender specifications.

Companies should always be up to date about all changes in procurement law.

Further information and links :

Further information and links about strategies for sustainability in EU members states can be found under the following link: http://ec.europa.eu/environment/gpp/action_plan_en.htm

Information on models for the calculation of the life-cycle costs:

<http://ec.europa.eu/environment/gpp/lcc.htm>

Examples for the observation of the environmental criteria in public tenders (available in various languages)

EU GPP criteria:

http://ec.europa.eu/environment/gpp/eu_gpp_criteria_en.htm

The EU GPP criteria are developed to facilitate the inclusion of green requirements in public tender documents. While the adopted EU GPP criteria aim to reach a good balance between environmental performance, cost considerations, market availability and ease of verification, procuring authorities may choose, according to their needs and ambition level, to include all or only certain requirements in their tender documents.

Social Networks

Twitter:

https://twitter.com/sesam_eu

YouTube:

<https://www.youtube.com/user/pargovpl>

Site:

www.sesamproject.eu

SESAM

Initiated in 2017, the project SESAM intends to improve SME's access to Cross-Border Public procurement. This project provides knowledge and support for a successful participation in public procurement within European Union, in particular in Germany, Italy, France and Poland.

The following tools are available for SMEs:

- ◆ Seminars
- ◆ Webinars
- ◆ Training sessions
- ◆ Factsheets and guidelines
- ◆ B2B (business to business) and B2P (business to procurer) events
- ◆ Lists of potential partners/public buyers
- ◆ Advisory service

Contact

Angelika Hoess

Mail : hoess@abz-bayern.de