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## Agenda

1. Why is Public Procurement so important?
2. Life Cycle Cost approach short introduction
  - Where to find existing LCC tools
3. Green Public Procurement short introduction
  - Ready to use green criteria
4. Good practices on Innovation and Strategic Procurement
5. Exercise and interactive session

# 1. Introduction

**WHY IS PUBLIC PROCUREMENT SO IMPORTANT?**

**Every year, over 250 000 public authorities in the EU spend around 14% of GDP (around €2 trillion per year) on the purchase of services, works and supplies.**

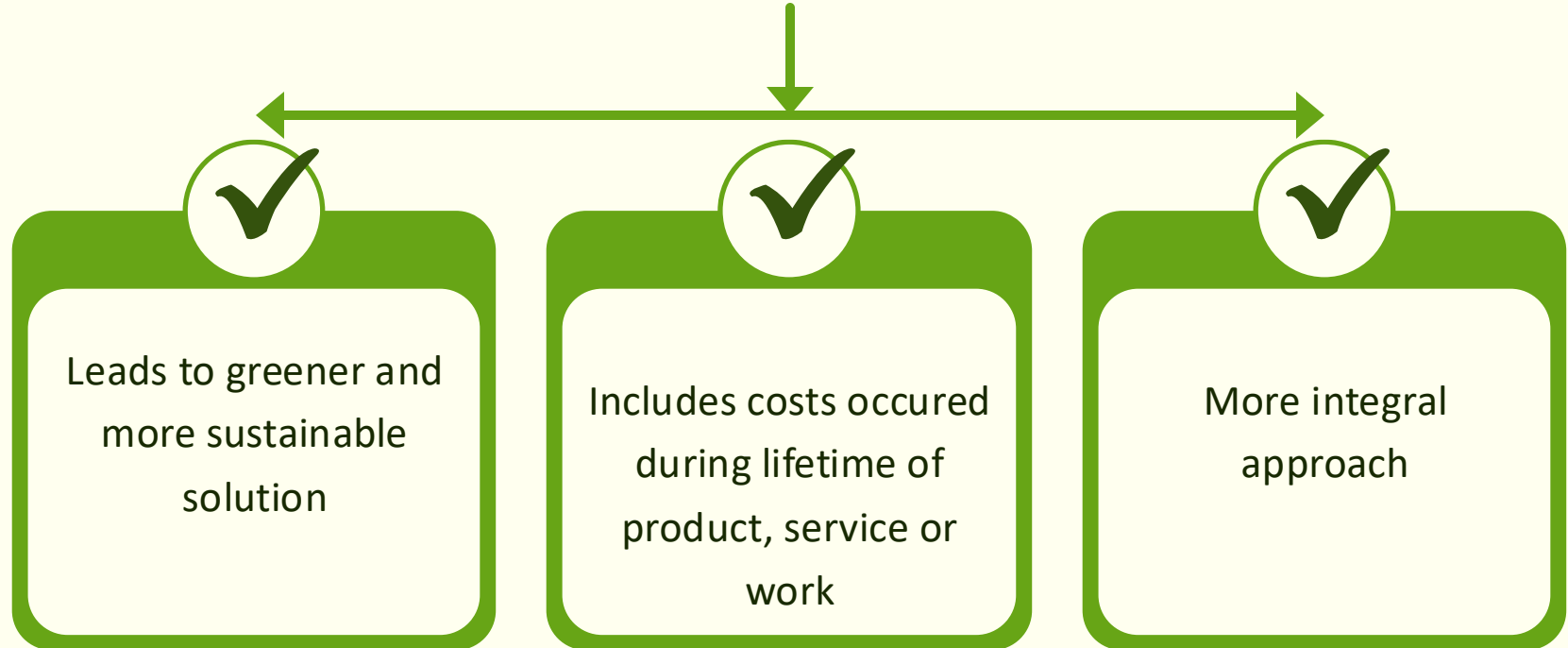
**The public sector can use innovation and procurement as a strategic tool to:**

- Create new jobs**
- Stimulate growth and investment**
- Catalyse energy transition and circular economy**
- Find solutions for challenges public authorities are struggling with, such as sustainable mobility, climate adaptation**

## 2. LIFE CYCLE COST APPROACH



### WHY LIFE CYCLE COST (LCC)?



# 2. LIFE CYCLE COST APPROACH



## WHAT IS A LIFE CYCLE COST?

LCC means considering all the costs that will be incurred during the lifetime of the product, work or service.

- planning, design, development, construction costs

- demolishing costs
- utility costs (energy, water)
- maintenance
- remodelling or replacing
- staffing
- operation costs
- etc



# Life Cycle Costing TOOLS, DEVELOPED BY EC:

- Computers and Monitors: [User guide](#) & [LCC tool](#)
- Imaging Equipment: [User guide](#) & [LCC tool](#)
  - Indoor Lighting: [User guide](#) & [LCC tool](#)
  - Outdoor Lighting: [User guide](#) & [LCC tool](#)
- Vending Machines: [User guide](#) & [LCC tool](#)

### 3. GREEN PROCUREMENT

### GREEN CRITERIA





# READY TO USE GPP CRITERIA

- [EU GPP Criteria for Computers, monitors, tablets and smartphones](#)
- [EU GPP Criteria for Data centres, server rooms and cloud services](#)
- [EU GPP Criteria for Electricity](#)
- [EU GPP Criteria for Food catering services and vending machines](#)
- [EU GPP criteria on Furniture](#)
- [EU GPP criteria for Imaging Equipment, consumables, and print services](#)
- [EU GPP criteria for Indoor cleaning services](#)
- [EU GPP criteria for Office building design, construction and management](#)
- [EU GPP criteria for Paints, varnishes and road markings](#)
- [EU GPP criteria for Public space maintenance](#)
- [EU GPP criteria for Road design, construction and maintenance](#)
- [EU GPP criteria for Road lighting and traffic signals](#)
- [EU GPP criteria for Road transport](#)
- [EU GPP criteria for Textile products and services](#)



## 4. GOOD PRACTICES

Innovative local energy market

01

Sustainable road- and water works

02

Dismantling instead of demolishing

03

Free energy scan

04

Closing loop with coffee

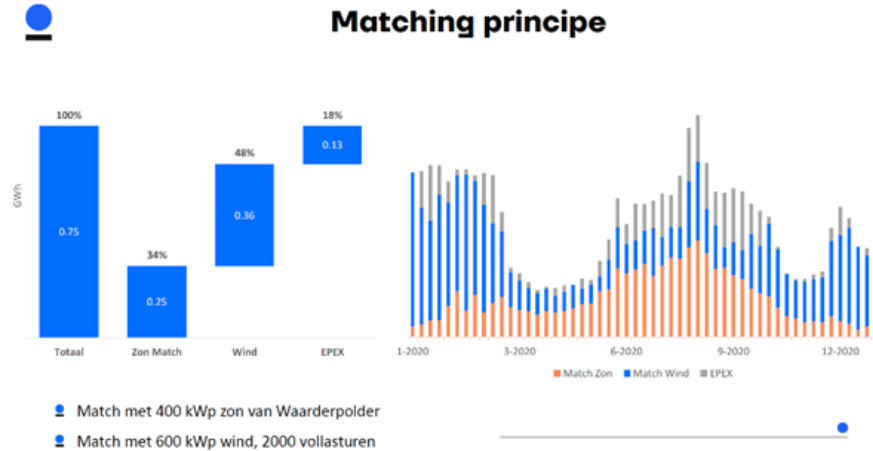
05

Innovation hub

06

# GREEN ENERGY MARKET

- Data from smart meters is combined with production
- Forecast of use and production is being used (weather conditions, or specific use case) based on machine learning software
- If there is no match, electricity is procured on the energy spotmarket

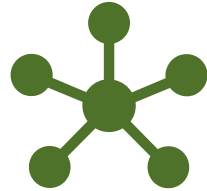


# SUSTAINABLE ROAD- AND WATER WORKS: SUSTAINABLE AND GREEN ASPECTS



Testing of innovative, sustainable electrical equipment

App for re-use of material



Local hubs help to reduce carbon emissions



Innovative noise control barriers, placed alongside a water pump



Self-sufficient shacks with solar panels

# DISMANTLING ISTEAD OF DEMOLISHING

Koningstein: dismantling instead of demolishing



- Koningstein is a former local government building (offices) of the City of Haarlem.
- The building dates from 1967, asbestos has been found and the building stands in a built environment.
- After a tender, the company was selected for the dismantling of the building because of its circular approach:
  - During the demolition, a recycling container was lifted up by an aerial platform in order to clear the floors of materials in the most efficient way.
  - All eligible useful parts of the building have been removed and reused, such as doors, window frames, kitchens or installations.
  - Some parts of the demolition received extra attention.

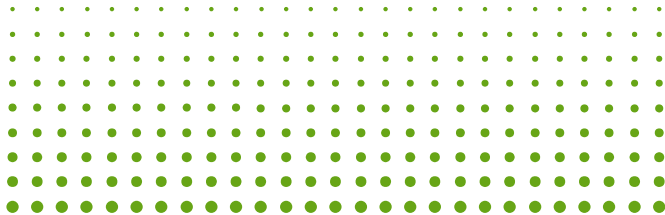
# FREE ENERGY SCAN

*Free energy scan for companies  
in the Waarderpolder*

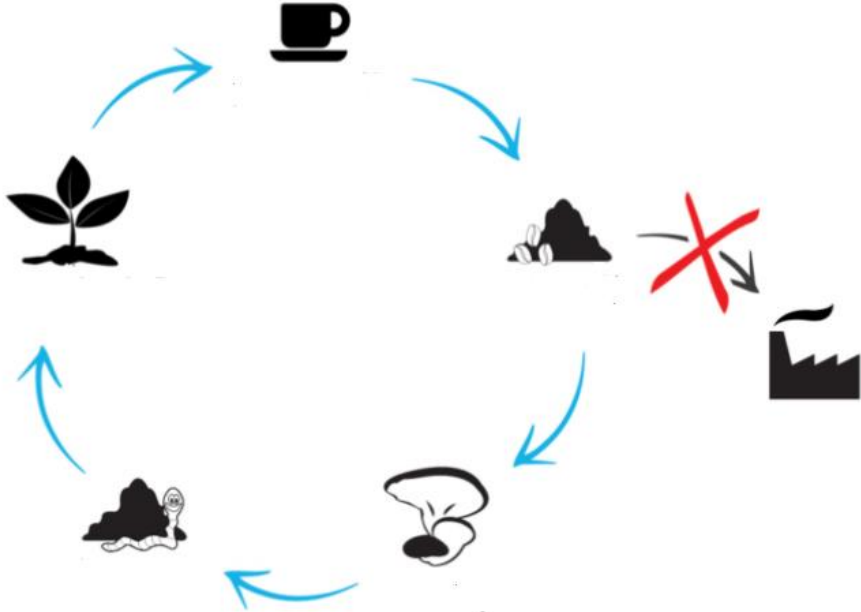


## **Innovative solutions for challenges of the City of Haarlem!**

- Energy scan worth €375 for free. With this scan, entrepreneurs gain insight into opportunities to save energy and money at their company.
- Implementation of savings measures, advice on sustainable investments, requesting and assessing quotations and the tax options and subsidies.
- Opportunities for energy saving and sustainable energy generation: **savings of 20% are realistic!**

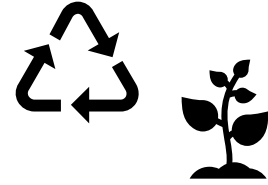


# CLOSING LOOP WITH COFFEE: Circularity through collaboration



## Advantages:

- Waste reduction
- Local Food Production
- Short food chains
- Reduce CO2 emissions and energy consumption
- Protein transition (meat replacement)
- Deployment of people with a distance to the labor market / participation (Social Return)
- Soil improvement

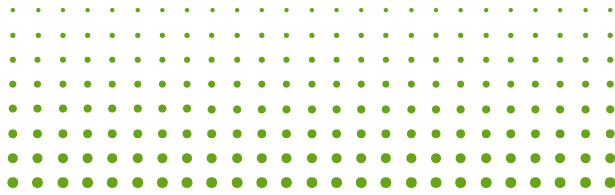


## INNOVATION HUB



### Old waste containers to flower box for the city:

- Re-use of material
- Reduce waste
- Create new jobs
- Reduce CO2 emissions
- Re-design





# E-LEARNING MODULE AND ONLINE COURSE

## Learning Innovative and Responsible Public Procurement



Link to the E-Learning module: [Urban Agenda -  
Public Procurement \(maester.com\)](https://maester.com/urban-agenda-public-procurement)

## Free online Course on Strategic Procurement



Course on Strategic Procurement:  
[Procurement | URBACT](https://urbact.eu/procurement)

# E-LEARNING MODULE: LEGAL FRAMEWORK OF INNOVATIVE PROCUREMENT

(Source: [Maester – urbanagendapublicprocurement](http://maester.com))

Link to the E-Learning module: [Urban Agenda - Public Procurement \(maester.com\)](http://Urban Agenda - Public Procurement (maester.com))

E-Learning Innovative and Responsible Public Procurement



### Innovation Partnership

#### 1 IDENTIFY YOUR NEED

REQUIREMENTS FOR PARTICIPANTS	DETERMINE SCOPE
<ul style="list-style-type: none"><li>✓ One or more participants</li><li>✓ Capacity to do Research &amp; Development work</li><li>✓ Opportunities to enter for new market parties</li></ul>	<ul style="list-style-type: none"><li>✓ Make analysis of needs</li><li>✓ Connect to innovation agenda</li></ul>

### Design Contest

#### 1 Determine objective and target group

<ul style="list-style-type: none"><li>✓ Aim<ul style="list-style-type: none"><li>✓ Intend result</li><li>✓ Implementation of result</li><li>✓ Realisation design?</li></ul></li><li>✓ Target group<ul style="list-style-type: none"><li>✓ Trade magazines</li><li>✓ Creators of universities</li><li>✓ Trade associations</li></ul></li></ul>	<ul style="list-style-type: none"><li>✓ Payment for realisation design</li><li>✓ No realisation yet but still payment</li><li>✓ Payment for demonstration concept (in an operational environment)</li></ul>
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### Market Consultation

#### 1 DETERMINE THE FORMAT OF THE MARKET CONSULTATION

Checklist:

- ✓ Opened: Bids in a Combination? (Questionnaire or physical meeting?)
- ✓ Open or Closed? (A selection of market parties or open to everyone?)
- ✓ Interactive or non-interactive? (Engage in discussions, allowing questioning and feedback or not?)

#### 2 PREPARE THE MARKET CONSULTATION

Checklist:

- ✓ Keep the practical aspects simple
- ✓ Document your questions
- ✓ Formulate your questions in a clear and precise manner
- ✓ Indicate how you will handle confidential information
- ✓ Prepare the demonstration in a clear (handbinding) and one-to-one does not confer any rights

#### 3 ORGANISE A MEETING

Checklist:

- ✓ Show a clear process and an overview of what during the entire consultation and interactive response
- ✓ Emphasise the rules related to transparency, specificity and security in advance
- ✓ Use controlled questioning
- ✓ Document the market consultation in detail and submit the report to the participating parties for records

#### 4 CONCLUDE THE MARKET CONSULTATION

Checklist:

- ✓ Determine which rights to your procurement should be used for:
  - the final program of requirements
  - the bid selection between the client and the contractor
  - the award process
  - the contract tender
- ✓ Prepare the market consultation report, including the awarded program

# 5. EXERCISE/INTERACTIVE SESSION





1

## EXPLANATION

Explanation of the interactive session - 5 minutes



2

## DISCUSS (IN PAIRS)

Discuss the lessons learned and own experiences in pairs - 10 minutes



3

## DEVELOP ACTION PLANS

Develop action plans for own organisation - 15 minutes



4

## PRESENT (PLENARY)

Present action plans - 20 minutes



5

## SUM UP

Sum up and key findings of the session - 10 minutes

## **Make your Action Plan by answering the following questions:**

- 1. What is the strategic focus of your organisation: Innovation? Green? Social dimensions?**
- 2. What examples could contribute to your organisations' strategy?**
- 3. What actions are you going to undertake to implement the examples (or parts of them) in your organisation? Write down the actions in an action plan.**

Please scan QR-code for evaluation  
of this course!

