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“Green and Tender”

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Better Business Environment Forum
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Buying “green”: overview

- Why are buyers looking at green issues?
- What rules must the public sector follow?
- How are green issues embedded into public purchasing?
- What about the private sector?

Why are buyers looking at green / sustainability issues?



- Cost savings

Why are buyers looking at green / sustainability issues?



- Legislation such as:
 - Carbon reduction commitment
 - Energy performance of buildings
 - Waste, including landfill

Why are buyers looking at green / sustainability issues?



- Political pressures

Why are buyers looking at green / sustainability issues?



- Reputation



Rules for the public sector

- European Directives apply to contracts above:
 - £3.9m construction
 - £101k / £156k services / supplies
- Influence lower value purchasing too
- Set out how public sector can balance
 - environment / social v best value

Environmental criteria

- Can be incorporated into:
 - selection criteria for tenderers
 - technical specifications for goods / services
 - criteria for award of the contract
 - contract performance criteria

Selection criteria and sustainability

- About YOU as potential supplier
- Usually asked for at pre-qualification (PQQ) stage
- Can be included where relevant to performance of contract
- Can request certificates attesting compliance with standards
- BUT must accept evidence of equivalent measures

Examples of questions

- Do you have an environmental policy?
- Are you accredited to ISO 140001 or equivalent?
- Explain what systems you have in place to manage your environmental impact

Technical specifications and sustainability

- About the PRODUCTS / SERVICES to be bought
- Usually requested at quote / tender stage
- Must be sufficiently precise to allow you to understand what's required and allow award of the contract
- “green” product standards and eco-label specifications can be used BUT must relate to contract, be based on scientific information and accessible to all

Examples of environmental criteria in specifications

- Buying furniture: “wood from sustainable sources such as those certified by FSC or equivalent”
- Landscape gardening: “use of environmentally friendly materials”

Contract award criteria and sustainability

- Contracts can be awarded on lowest price or – more usually – Most Economically Advantageous Price (MEAT)
- MEAT may include environmental characteristics but must be linked to subject of contract and economically advantageous to purchaser
- Evaluation criteria & weightings will be listed for EU-value contracts (and sometimes others too)

Example: NHS food contract

Invitation to offer for the supply of food to the NHS Barnsley	Score out of 5	Multiplier	Total	Total score as a %
Price		6		(Max 30%)
Quality/ Assurance		4		(Max 20%)
Freshness/ Taste		3		(Max 15%)
Adequate Delivery Service		3		(Max 15%)
Healthy eating Considerations		2		(Max 10%)
Environmental/ Sustainability Considerations		2		(Max 10%)

Contract performance & sustainability

- Can include environmental conditions relating to the performance of the contract
 - BUT must be compatible with EU law
 - Indicated in the contract notice or specification
- Example: contractor must respect our environmental policy when working in our building

The private sector – retail example

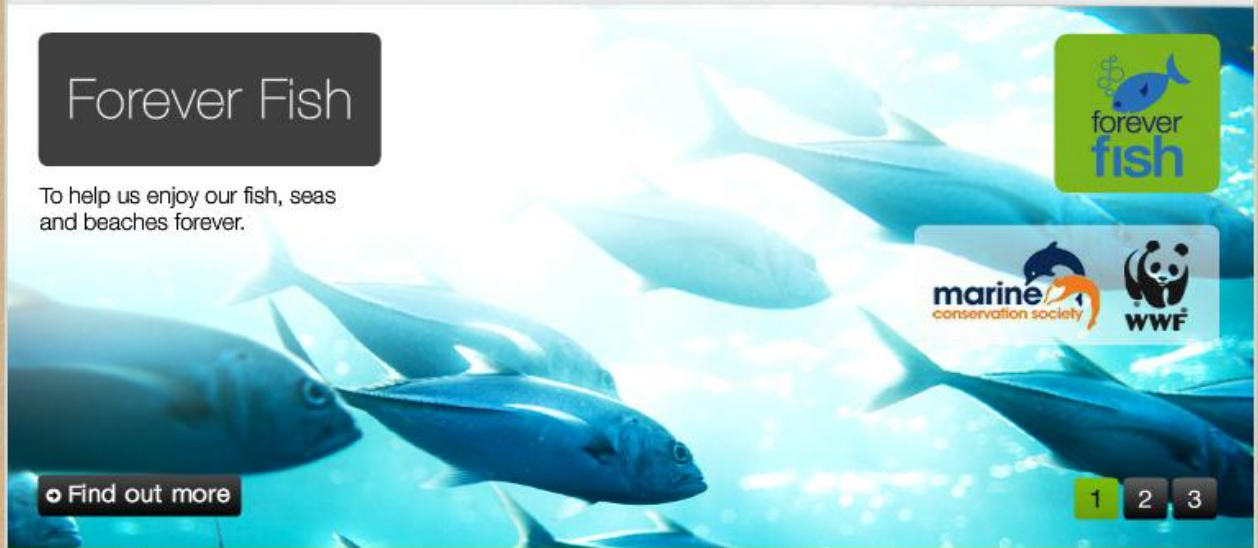
- European Retail Forum Green Code of Conduct adopted June 2010
- Voluntary commitment
- Sustainable sourcing of specific products
- Increased in-store resource efficiency
- Better waste management practices
- Reducing environmental impacts of transport / logistics
- Signed already by major retailers such as Tesco, Marks & Spencer & Asda

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Questions?

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