

## Editorial

The fifth edition of the pro-EE newsletter on Energy Efficient Public Purchasing focuses on pro-EE pilot trainings: it presents an overview over training approach and conception, experiences and insights from sessions with Slovakian, Czech and Italian communities and an outlook on the pilot training in Murcia. You can also find information on the fruitful cooperation between the Greek network DAFNI and pro-EE, and on events, with pro-EE's final conference in Austria in October leading the way.

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pro-EE aims at improving energy efficiency through sustainable public procurement. The project focuses on innovative products with higher economical and technical energy saving potential and develops model procedures and networking approaches which can be implemented by any public authority in Europe.

pro-EE is designed to:

- bring together suppliers and consumers to agree on specific products and develop strategies for their distribution, thereby sharing the risks and benefits of developing new products and fostering the innovation process.
- set up a partnership between market actors in six European countries to devise innovative procedures for public authorities and thus influence suppliers of energy efficient products and services.
- implement these procedures in pilot cities.

One central outcome of pro-EE are experiential recommendations for the integration of sustainable procurement approaches and strategies into the policies of local and regional authorities.



## pro ▶ EE Pilot-Training: Sustainable Public Procurement of Energy Efficient Products

Public administrations all over Europe spend **more than 1.5 trillion Euros on goods and services** each year, which is about 16% of Europe’s GDP. If all of these products were energy efficient this would not only contribute immensely to energy saving and climate protection, but also to boosting energy efficient technologies and supporting the market penetration of energy efficient products.

Unfortunately, a majority of public administrations did not consider energy efficiency criteria in their procurement policies in the past. In the last few years some progress towards a greener procurement has been made, but many public administrations and municipalities still do not know about the level of energy consumption associated with the products they are buying. One reason for this is that the main purpose for selecting a product is due to its price. Although energy efficient products help save running costs, they are actually more expensive in terms of acquisition costs, a fact that often makes them a less than ideal option.

A more sensible way of choosing a product is the so called “**Total Cost of Ownership (TOC)**” approach. The TCO includes all running costs like energy consumption, repair and disposal costs over the lifetime of the product. Another hurdle for buying energy efficient products can be the products’ tendering. In many cases tenders do not include energy efficient criteria, a fact that often leads to less energy efficient purchasing decisions.

In order to enhance competence and knowledge in sustainable procurement, pro-EE-partners organise **trainings on energy efficient procurement** for procurement staff of municipalities and cities in all participating countries. Climate Alliance Austria organises additional trainings for public authorities from the Czech Republic, Slovakia and Hungary. During these trainings, participants learn about all relevant facts and tools for green public procurement, such as energy efficient labels, latest innovative products, joint green public procurement, legal frameworks, sustainable tendering and best practice examples from other municipalities and cities.

Training Dates 2010:	
Italy, Perugia:	24 <sup>th</sup> February
Portugal, Lisbon:	18 <sup>th</sup> , 25 <sup>th</sup> February and 4 <sup>th</sup> , 25 <sup>th</sup> March
Slovakia/Czech Republic, Hostetin:	8 <sup>th</sup> , 9 <sup>th</sup> March
Greece:	10 <sup>th</sup> March
Germany, Mainz:	16 <sup>th</sup> , 17 <sup>th</sup> March
Austria, Vienna:	8 <sup>th</sup> , 9 <sup>th</sup> April
Spain, Murcia:	27 <sup>th</sup> , 28 <sup>th</sup> April
Hungary, Györ:	May



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### Training for Slovakian and Czech municipalities

In the Czech Republic, training took place on the 8<sup>th</sup> and 9<sup>th</sup> of March 2010 and was organised by Climate Alliance Austria and Friends of the Earth-CEPA/Slovakia. Approximately twenty participants, most of whom were from Slovakian municipalities, met in the Centre for Sustainable Rural Development in Hostetín, a small village where sustainability has been practised for many years. **Energy efficiency experts from the Centre Veronica Hostetín**, an institute for ecology, **trained the participants** in green public procurement.

The training's participants were very keen on learning how to make procurement more energy efficient and they promised to

implement their newly obtained insights into their everyday work. Green public procurement was previously not widely known in Slovakia or the Czech Republic, but apparently it has become a more relevant issue to municipalities within these countries due to the recent rise in energy prices. It seems that there is great potential for implementing climate protection measures by boosting energy efficient procurement across Europe, but particularly so in Eastern European countries.

*Friedrich Hofer, Climate Alliance Austria*



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*Training on energy efficient procurement for Slovakian and Czech municipalities in the Centre Veronica in Hostetín (CZ), built in passive house standard. Hostetín itself is a Good Practice Example for Sustainable Rural Development.*



## pro ▶ EE Training in Italy

The pro-EE training of Climate Alliance Italy was organised in collaboration with the Region of Umbria and was subdivided in two phases. **Phase one** consisted in an **action research** in which face-to-face meetings and telephone sessions were held with seventeen public servants responsible for public procurement in their administration. The interviewees were asked general questions about their green public procurement (GPP) practices and energy efficiency. The research was **followed by on-site counselling** that involved a discussion of possible methods to improve ecological quality and, in particular, the energy efficiency of their procurement. Despite the wide range of participating administrations such as provinces, small towns, big cities, the answers were surprisingly uniform and the conclusions reached could be applied to more than 80% of the responses.

The public servants showed a high level of information on Green Public Procurement and the energy efficiency associated with GPP, particularly in such fields as office equipment and public lighting. However, the situation changed drastically when the success of applying GPP in their daily work was discussed, “we are pretty much behind,” and “practically we pay next to no attention to these criteria,” were frequent statements made by the public servants. The problem does not seem to be the call for tender’s formulation – it is fortunate for Italy that the Ministry of Finance created CONSIP, a 100% public company that provides public administrations with all necessary resources for buying energy efficient ecological products.

The field research yielded **two major obstacles** that have to be addressed to **increase energy efficient public procurement** and both problems are closely connected to each other. **The first problem**

is that apart from daily consumables (paper, toner, etc.), which are centrally purchased, the bigger items (vehicles, computers, furniture) in most administrations are separately acquired by each department. This means that it is not enough to inform and sensitize public procurement staff about ecological purchasing and energy efficiency, but virtually all leading personnel. **The second problem** is that the training and sensitization must be complemented repeatedly with a strong political stand within the administration. The issue is not whether a general declaration can be passed once in favour of GPP in the council, but rather if a constant and explicit stance in favour of ecological purchasing can be made. This stance could strengthen decision makers within the administration to implement GPP and render the purchase of “prestigious” un-ecological goods and services, such as glossy paper, big vehicles, flashy lighting, less acceptable.



**The results** were confirmed during the second part of our training, which was a one-day workshop on February 24<sup>th</sup> in Perugia. Twenty two out of fifty five participants answered our questionnaire and overwhelmingly voted in favour of the applied section of our lectures and teachings. The questionnaires also indicated that the participants were not as interested in the “theoretical” section of our training because, as one could conclude, the real question is neither what has to be done nor how to do it, but how to put those who want to act in a position to be able to act.

*Dr. Karl-Ludwig Schibel, Climate Alliance Italy*



## pro ▶ EE Pilot Training in Murcia



The Spanish pilot training in Green and Energy Efficient Public Purchasing will take place in Murcia on 27<sup>th</sup> and 28<sup>th</sup> of April, organised by the Murcia City Council and Ecoinstitut Barcelona. The **training has been divided in two parts**, the first is a technical workshop that targets policy makers, public procurement managers, Agenda21 officers and suppliers of public authorities; the second is a pilot training session that targets public procurement managers in charge of IT equipment, building maintenance and street lighting.

The **technical workshop** includes a round-table with national, regional and local public authorities that will focus specifically on the implementation of the Action Plans and Policies for Energy Efficient and Green Public Procurement and the presentation of tools for Joint Public Procurement.

Each of the participating public administrations is taking a different role in order to promote and implement GPP on a broader scale. They are actively working to develop joint GPP criteria in relation to both supply and demand, introduce criteria for GPP in the framework contracts of the National Procurement Agency, facilitate the interchange between administrations and support smaller municipalities in creating networks.

One of the highlights of the **pilot training session** is the presentation by Anna Pramborg from TCO Development. She will introduce two aspects of the TCO Certification programme. The first aspect will be describing technical details about criteria and criteria development and the multi attribute approach. The second will cover TCO as part of a “Green IT Strategy,” which will include other aspects such as learning to work with user behaviour and the environmental benefits obtained during the lifecycle of IT.

The second day of the pilot training session combines interactive presentations and practical exercises, including the presentation of tools for Energy Efficient Purchasing and their practical application in tenders of the participants. The pilot training will conclude with the presentation of state of the art maintenance in the fields of building and street lighting.

Based on the experiences of the two pro-EE mentor cities Murcia and San Sebastián, the pilot training session will focus on the importance of combining more strategic elements, such as the raising of awareness of all involved actors, with technical tools, common criteria and exchanges on a broad level.

*Bettina Schaefer, Ecoinstitut Barcelona*



## The DAFNI Network in Greece

DAFNI, a Covenant of Mayors (CoM) supporting structure, is a voluntary scheme of island communities aiming to promote a sustainable future through concerted actions. Every member of the DAFNI network is committed to achieving a number of concrete targets that are subject to external certification.

Currently, thirty-three island municipalities of the Aegean Sea are members of the network (DAFNI-Non Profit Organisation), and eleven of these members have signed with the Covenant of Mayors. **The network's goals** are:

- A balance of economic growth with environmental standards and social concerns.
- Regional development through qualitative tourism, social participation and innovative structures (including e-governance).
- New energy and water management schemes (including renewables and desalination).



Through the co-financing of the EC (IEEA) an **Energy Agency has been created**, which aims to:

- prove the effectiveness of sustainable energy solutions on islands,
- mobilise intelligent financial tools favouring the participation of local authorities and other social local partners (SMEs, cooperatives),
- maximise renewable energy systems' (RES) penetration in islands and highlight their environmental benefits,
- examine integrated structures addressing the source of desalinated water and H<sub>2</sub> in the future,
- promote the public and private partnerships for RES investment applications,
- facilitate the dialog between investment schemes, local authorities, NGOs, etc.,
- cooperate with other agencies and/or similar insular bodies.

The main task of the new Energy Agency of Aegean is to provide energy issue support to local authorities, investors, professional institutions and citizens.

In September 2009, **CRES** (the Greek pro-EE partner), **approached DAFNI network** in order to **introduce the key points of green public procurement and promote activities** concerning the integration of energy efficiency criteria into their tendering procedures. In the framework of this cooperation, a leaflet that contained main principles and best practices for joint procurement of energy efficient products was issued and disseminated to interested parties.



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All of the aforementioned municipalities have similar characteristics and needs. Moreover, they are interested in purchasing products identified by the pro-EE project as ones with the highest potential for energy efficiency. Since the municipalities purchase these products in such low quantities, it is optimal for them to bundle their needs with other municipalities and initiate a joint procurement scheme for energy efficient products that would result in a significant reduction of unit price. The municipalities have been recognized as **ideal participants for the pro-EE project** because they are autonomous regions, not connected to the main electricity grid, committed to achieve certain

targets signed under the CoM and, from an environmental point of view, the electricity generation on the islands emits high quantities of CO<sub>2</sub>.

Currently, four of the municipalities of the DAFNI Network are examining the potential of moving on to a joint procurement of PV lighting systems. CRES is assisting the municipalities in defining the technical, energy efficient and economic criteria for the tender, as well as solving any legal obstacles for establishing a joint tender.

*Myrto Theofilidi, Yannis Vougiouklakis*

## pro ► EE News & Events



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### pro ► EE Project – Final Conference

The pro-EE final conference will be held in Linz, Austria on 7<sup>th</sup> and 8<sup>th</sup> October 2010. The conference will present the EU energy strategy and outcomes of the pro-EE project. On October 7<sup>th</sup> the event will begin with a welcome dinner for one hundred exclusive partners. The dinner will give participants the opportunity to discuss daily problems of public procurement and to work out possible solutions. The event will be hosted in the newly reopened South Wing of the castle museum of Linz. On October 8<sup>th</sup> the official “final conference” will take place and more than two hundred participants are expected.

### Conference on Promotion of Innovation through Public Procurement

Following the motto “Promoting Innovation through Public Procurement: Best Practice & Networking,” the European Commission hosted a meeting for relevant stakeholders in Brussels on 23<sup>rd</sup> - 24<sup>th</sup> March 2010. Having initiated a number of projects that stimulate the public procurement of innovations and innovative public procurement itself, this EU- conference was aimed at promoting a community of stakeholders and identifying possible joint actions.

The pro-EE project was presented to the conference’s attendants which consisted of roughly one hundred and fifty public and private sector institution representatives from all over Europe, and thirty to forty European Commission representatives. Experts and policymakers were in complete agreement that public procurement should be utilised to facilitate innovation, but there were doubts that the nature of the public sector might not fit well to the commissioning



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of innovative projects. This might be addressed by a new EU research and innovation strategy which will be published in September. The strategy is supposed to present a detailed plan of how to encourage innovation through public sector purchasing power.

### "Green public procurement – Lead the change" National Conference in Spain

As part of the project "EU Green Public Procurement Policy – Dissemination and awareness raising" a National Conference in Spain is being organised by the Spanish Environmental Ministry, the European Commission and the International Training Centre of ILO. The Conference will be held on April 22<sup>nd</sup> in Madrid. Other upcoming GPP National Conferences will be held in Czech Republic, France, Italy, Ireland, Malta, Belgium, Portugal and Greece until end of June.

#### More information:

- European Commission's website on GPP: [http://ec.europa.eu/environment/gpp/index\\_en.htm](http://ec.europa.eu/environment/gpp/index_en.htm)
- Website Green Public Procurement – Lead the change: <http://gpp.itcilo.org/index.php?id=163>

### SMART SPP Guide and Tools available

SMART SPP supports public purchasers in utilizing public procurement so they can be a step ahead of their energy and climate change targets and keep financial cost to a minimum. For that purpose, SMART SPP has developed a Guide and a Tool, both of which are now available online. The guide presents a standard procedure designed to encourage innovative energy efficient solutions.

The tool supports decision makers in calculating life cycle costs (LCC) and CO<sub>2</sub> emissions of different products and services. For pro-EE workshops, pro-EE partner CRES has already put the SMART Tool into action.

All materials are all available in English, Spanish, Portuguese and Danish and can be downloaded at [www.smart-spp.eu/guidance](http://www.smart-spp.eu/guidance). Both the Guide and the Tool are beta versions and will be finalised in early 2011.

#### For more information, please visit

[www.smart-spp.eu](http://www.smart-spp.eu) or contact Philipp Tepper: [philipp.tepper@iclei.org](mailto:philipp.tepper@iclei.org)



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## Public Procurement boosts Energy Efficiency



Meeting of the pro-EE project team in Cascais, Portugal, November 2009

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