

How to achieve local GPP success...

- This presentation focuses on:
  - National "infrastructure"
  - Organizing
  - Main tasks
  - Personnel

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Conclusions from Tallinn seminar

To Promote GPP in Estonia:

- Establish a national centre with a small group with skilled and dedicated people, mostly recruited from public procurers
- Make a few and robust tools, based on the general purchasing principles and "steal" from the best
- Be relevant to procurement officers – address their core activity (making tender documents and evaluating offers)
- Provide free services
- Keep up the focus for many years
- Consider national legislation and the need for a green §

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Local organizing

- Successful procurement is an art which demand much skill
- Bigger volume gives better prices/conditions
- GPP requires a professional procurement group

- **Proposal 1: Small municipalities/public entities will gain in joining forces and together establish an inter-municipal office to handle procurement**
- **Proposal 2: 2-3 skilled and dynamic procurement officers will probably be enough. One of these should be responsible for environmental matters**

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Tasks of inter-municipal proc. office

Tasks of an inter-municipal procurement office:

- Policy: Establish a policy which is accepted in the municipalities
- Be visible: Have close contact with the municipalities and know and fulfill their needs
- Be relevant:
  - Establish framework agreements for all the municipalities to use
  - Assist municipalities when large single buys are being done
  - Communicate with the (local) suppliers
- Report: Annually report back on the policy and what has been achieved

- **Fact 1: The establishment of larger framework agreements will certainly give better prices and better possibility to achieve other goals, i.e. environmental goals**
- **Fact 2: A small, skilled and dynamic group of people can achieve a lot and be a great resource for the cooperating municipalities**


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Green procurement

- Green demands and criteria should be handled just like other needs
- It should be based on general purchasing principles

- **Fact 3: A good general handbook on GPP is needed.**
- **Fact 4: The use of general purchasing principles to achieve green procurement is a success factor**
- **Fact 5: The procurement principles are alike across Europe and so are the products. Therefore; reuse the best tools and criteria – do not reinvent the wheel**

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### Conclusions

- Centralize your procurement activities
- Establish a inter-municipal entity with a small group of skilled and dedicated people
- Involve management/politicians through a policy and give them an annual report that show status and progress
- Handle green demands like other demands – use the general procurement principles to promote green procurement

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