# ”Green Tenders” in Hamar

Green Public Procurement Seminar
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” When you come to the end of your rope, tie a knot and hang on”

Franklin D. Roosevelt



## Case examples

- Fuels and lubricants
- Cars
- Doors and windows
- Construction (carpentry) and materials
- Concrete products for water and sewage



## Fuels and lubricants

- Frame agreement
  - Petrol, diesel, lubricants, LPG bulk etc
  - Estimated total value 4 mill NOK (0,5 mill €)
- Award criteria:
  - Prices (40-50%)
  - **Environment (10-20%)**
  - Distribution (25-35%)
  - Service (20-30%)
- **Did we ask the relevant questions?**
  - External procurement consultant should have received more guidance?

## Cars

- Frame agreement
  - Estimated total value 19 mill NOK (2,3 mill € )
- Award criteria
  - Price (40%)
  - Operational costs (10%)
  - Safety (10%)
  - **Environment (10%)**
  - User comfort (20%)
  - Service (10%)
- Scored against European emission standard - EURO IV
- Manufacturer estimates CO2 emission reduction of 100 tons

## Doors and windows

- Frame agreement
  - Estimated total value 0,6 mill NOK (72 000 € )
- Award criteria
  - Price (70-80%)
  - Distribution/service (15-20%)
  - **Environment (5-10%)**
- Product requirements
  - http://www.ecolabel.no/cgi-bin/svanen/imaker?id=8359
  - Recyclable materials
  - ISO 11469 labeled
  - 70% of wood used in front doors must come from certified forests
  - Swan labeled?
  - Packaging and goods return?

## Sample appendix: Product / price matrix

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VARGERUPPE: 009 - Dører og vinduer
TILBUDSDATO:
LEVERANDØR:

**VEDLEGG C: PRODUKT- OG PRISSKJEMA**

**Fylles ut av tilbyder**
**Alle priser oppgis ekskl. mva.**

Alle gjeld. skal være energigiver. Prisliste/ og for angivelsfelleg opplysnin. tilbuden. Produkter som brukes opp i tabellen nedenfor skal hentes fra produsentens norske varesortiment / varematrise j Tilsvarende produkter som ikke er listet opp her, skal prises med samme rabattsats, evt. nettopris.
Under pkt **VARE** skal produsentens varenr. fylles inn

Swan label? Yes/No

| VARE | KVALITET | BESKRIVELSE | MENGDE | ENHET | NETT OPPRIS pr. enhet | GIVANDE MARKNAD | Pris rab | Sum-rab | Garantitid | KOMMENTAR |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | |
| | Vacuumtrepanel | Vindu gjeldende gjelder 11 x 12 M | 1 | stk | | | | | | |
| | Vacuumtrepanel + fendig malt overflate | Vindu gjeldende gjelder 11 x 12 M | 1 | stk | | | | | | |
| | Vacuumtrepanel | Vindu Gavlvindu 11 x 12 M | 1 | stk | | | | | | |
| | Vacuumtrepanel | Vindu 11 x 12 M 2 rame. sidehengende m midtstolpe | 1 | stk | | | | | | |
| | Vacuumtrepanel + fendig malt overflate | Vindu 11 x 12 M 2 rame. sidehengende m midtstolpe | 1 | stk | | | | | | |
| | Vacuumtrepanel | Vindu gjeldende 148 x 126 -CM ( spesial ) | 1 | stk | | | | | | |
| | Utskiftbarlim Kurv | Innvendig Kurv Sylkgjelder 9 x 21 M | 1 | stk | | | | | | |
| | Fendig malt | Innvendig Kurv Sylkgjelder 9 x 21 M | 1 | stk | | | | | | |
| | Fendig malt | Innvendig Kurv Sylkgjelder 9 x 21 M. R. 90 Bøds | 1 | stk | | | | | | |
| | Fendig malt | Innvendig gavl kvadrat 9 x 9 | 1 | stk | | | | | | |
| | Fendig malt | Utendørs 10 x 21 M | 1 | stk | | | | | | |
| | Stål | Utendørs 30 x 21 M | 1 | stk | | | | | | |
| | Vacuumtrepanel | Sokkengjelder 9 x 21 M brystningshøyde 90 cm | 1 | stk | | | | | | |
| | Vacuumtrepanel + fendig malt overflate | Sokkengjelder 9 x 21 M brystningshøyde 90 cm | 1 | stk | | | | | | |
| | | | | | | | | | | |
| | Eloxert Aluminium | Vindu gjeldende gjelder 11 x 12 M | 1 | stk | | | | | | |
| | Eloxert Aluminium | Vindu gjeldende gjelder 11 x 12 M | 1 | stk | | | | | | |
| | Eloxert Aluminium | Vindu Gavlvindu 11 x 12 M | 1 | stk | | | | | | |
| | Eloxert Aluminium | Vindu 11 x 12 M 2 rame. sidehengende m midtstolpe | 1 | stk | | | | | | |
| | Eloxert Aluminium | Vindu 11 x 12 M 2 rame. sidehengende m midtstolpe | 1 | stk | | | | | | |
| | Eloxert Aluminium | Vindu gjeldende 148 x 126 -CM ( spesial ) | 1 | stk | | | | | | |
| | | | | | | | | | | |
| | Rødt vindu | Vindu gjeldende gjelder 11 x 12 M | 1 | stk | | | | | | |
| | Rødt vindu | Vindu gjeldende gjelder 11 x 12 M | 1 | stk | | | | | | |
| | Rødt vindu | Vindu Gavlvindu 11 x 12 M | 1 | stk | | | | | | |
| | Rødt vindu | Vindu 11 x 12 M 2 rame. sidehengende m midtstolpe | 1 | stk | | | | | | |
| | Rødt vindu | Vindu 11 x 12 M 2 rame. sidehengende m midtstolpe | 1 | stk | | | | | | |
| | Rødt vindu | Vindu gjeldende 148 x 126 -CM ( spesial ) | 1 | stk | | | | | | |

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## Construction services & materials

- Frame agreement
  - Estimated total value 8 mill NOK (1 mill € )
- Award criteria
  - Price (70%)
  - Quality (10%)
  - **Environment (10%)**
- Premature requirements!
  - Environmental declaration (EPD)
  - Evaluate according to ECOProduct at http://www.sintef.no/Byggforsk/Bygninger/Miljo-og-byggeprosess/ECOPRODUCT/
- ONE tender received
  - Feedback: Too complex for small, local companies

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## Concrete products water & sewage

- Frame agreement
  - Estimated total value 4 mill NOK (0,5 mill € )
- Award criteria
  - Price (75%)
  - Quality & service (20%)
  - **Environment (5%)**
- Environmental criteria
  - Standardised, "low tech" products
  - Environment is more of a production issue
  - We are not chemists, so how do we evaluate on this criterion?
  - "Describe any environmental actions"

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## "Keep your eyes on the stars and your feet on the ground"

Theodore Roosevelt

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