



# Big Buyers for Climate & Environment

Using procurement strategically to achieve  
sustainable solutions



European  
Commission

# Agenda

Welcome

Introduction to Big buyers for Climate & Environment

- Simon Clement, ICLEI

Presentation of key outcomes of the BBI working groups

- Kaitlyn Dietz, ICLEI and Anja De

Cunto, Eurocities

- Zero-emission construction sites
- Circular construction materials
- Heavy Duty Electric vehicles

Why get involved? - Geir Rossebo, city of Oslo

Needs assessment: how, when and who? - Anja De Cunto

Questions & answers

# EU climate ambition & the role of procurement

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- The European Green Deal
- Better use of tight public entities budgets
- Procurement of innovative solutions



# Advantages of joint European collaboration

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- Higher purchasing power > work jointly on market consultations/market dialogues.
- Share information on new technologies, products availability and prices across Europe
- Sharing on LCA methodologies, market engagement techniques and successful procurement criteria (i.e. how to evaluate and compare the environmental ambition of tender offers)
- supporting R&D efforts of companies, by providing test grounds for pilots



# What is the Big Buyers?

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Collaboration between big buyers in Europe in **strategic public procurement** to help drive the market for **innovative** and **sustainable** goods and services

An initiative of the European Commission, DG Grow

Managed by Eurocities and ICLEI



# Big Buyers for Climate & Environment (BBCE)

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## Project overview:

- 2 years (November 2020 – November 2022)
- Four new areas of collaboration to be established based on the needs of buyers, one area to focus specifically on health
- joint activities to promote market innovation for sustainable goods & services
- Open to all European public entities (municipalities, regions, central purchasing bodies, public hospitals, etc.) from EU and EFTA countries

# Big Buyers for Climate & Environment (BBCE)

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Possible activities:

- Gathering collective intelligence on new products;
- Preparing and comparing calls for tender;
- Defining and sharing procurement criteria;
- Drafting joint statements of demands; and
- Supporting joint procurement.

# Big Buyers for Climate & Environment (BBCE)

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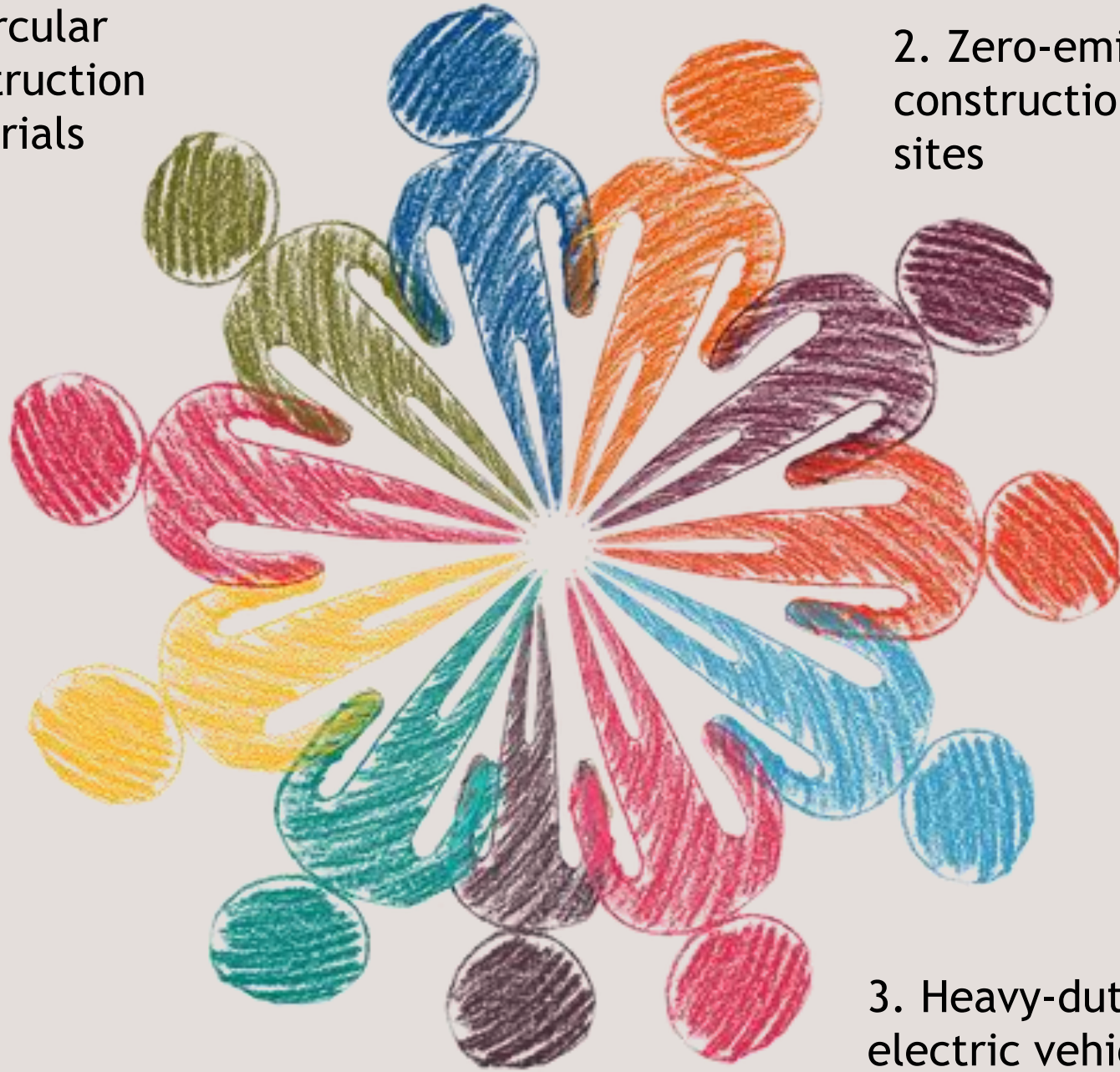
Advantages of being involved:

- Exchange of best practice with peers from across the EU
- Carrying out joint market engagement and sharing market intelligence
- Find out about the latest guidance and technical developments
- Full reimbursement of travel costs for all physical meetings and technical visits
- Support from the secretariat in enabling the collaboration



1. Circular  
construction  
materials

2. Zero-emission  
construction  
sites



3. Heavy-duty  
electric vehicles

# BBI working groups

3 working groups  
established

**Aim:** Work together  
on shared  
procurement  
approaches, criteria,  
and messages to the  
market – to drive  
strategic change

# Zero-emission construction sites (ZEMCONS)

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## Focus

Promoting low and zero-emission construction works

- Non-road mobile machinery (machines on-site)

## Buyers

Oslo, Copenhagen, Helsinki,  
Amsterdam, Lisbon, Brussels  
Mobility, Budapest, Trondheim and  
Vienna



# ZEMCONS - Activities

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## Joint activities:

- Knowledge exchange platform
- Market dialogue approaches and shared intelligence
- Exploring methods of benchmarking and monitoring contract performance
- Aligning ambitions for zero-emission construction sites and jointly announcing procurement plans
  - Joint market dialogue and political target announcements @ Copenhagen Mayors Summit
  - Innovation procurement training and ZEMCONS site visit @ Oslo

## Cities' activities:

- Pilot procurements underway in **Oslo** [zero-emission], **Helsinki, Copenhagen** and **Trondheim** [fossil-free]
- Pilot procurements in planning for **Amsterdam, Brussels, and Budapest**

Pilots are mainly civil works in urban public space, using at least fossil-free and all electric small (<2.5t) machinery



# Circular construction materials

## Focus

Improving circularity in the construction sector by fomenting procurement of reused, recycled or reusable construction materials and dismantling works

## Buyers

Vienna, Amsterdam, Haarlem, Rotterdam, Paris, Oslo, Stavanger, Helsinki, Vantaa, Lisbon, Porto, Brussels and Budapest



# Circular construction - Activities

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## Joint activities:

- Knowledge platform for exchange of best practices
- Sharing of relevant tender criteria (e.g. for inclusion of low-carbon concrete or recycled aggregate)
- Exploration of municipal role in facilitating circular construction (e.g. in Hubs for materials or ideas, in Coordinators for masses or industry partnerships)
- Reflection on areas for further national & EU action
- Site visits in Vienna and Oslo

## Cities activities:

- Pilots on demolition: **Haarlem, Helsinki and Vantaa**
- Pilots on including reused/ recycled content in new construction: **Helsinki, Oslo, Paris, Rotterdam, Zurich and Vienna**
- Local market dialogues: **Amsterdam, Budapest, Helsinki, Stavanger and Vienna**
- Tools and methods developed: LCA and carbon-footprinting for buildings and building materials, guidelines and checklists for pre-demolition material audits, tender criteria for inclusion of reused/ recycled content



# Heavy-duty electric vehicles

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## Focus

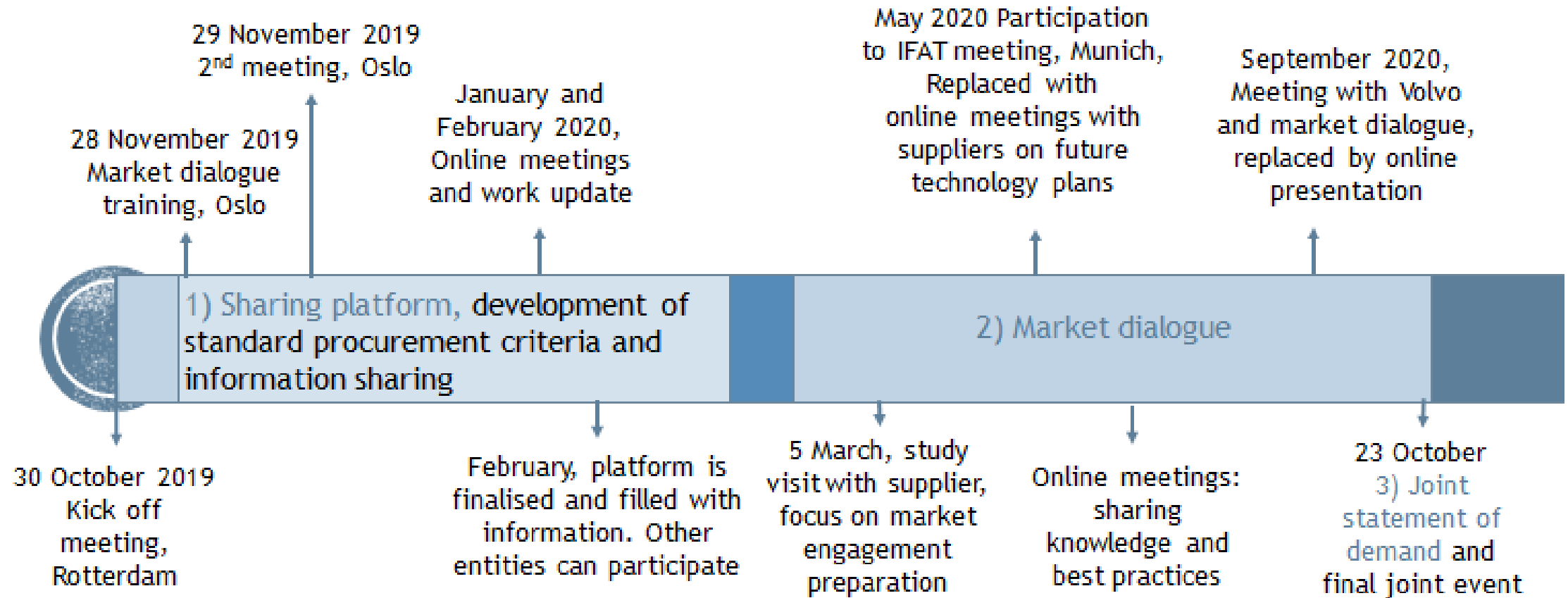
Electrification of heavy-duty vehicles (waste trucks, street cleaning, heavy delivery)

- Acquisition of new vehicles
- Retrofitting of current vehicles

## Buyers

Rotterdam, Oslo, Helsinki, Budapest, Lisbon, Malmö, Porto, Amsterdam, Stavanger, Belgian post, SKL Kommentus





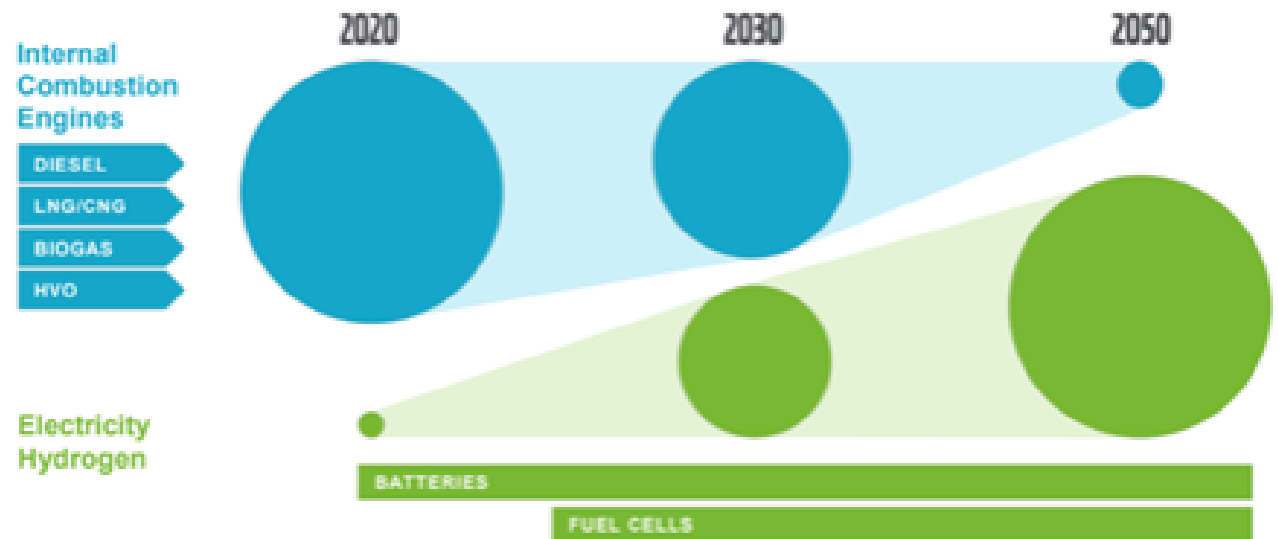
# Big Buyers Initiative – WG heavy duty electric vehicles timeline and objectives

# HEVs - Lessons learned

## From the market dialogues

- Companies eager to share information on current products, however it is more difficult to have a dialogue on future technologies in an non-informal setting
- Electric and hydrogen as the way forward for many companies
- Need for accurate data
- Differences in charging solutions (standardisation and lock-in solution)
- Maintenance and guarantee on the battery
- Role of SMEs for e-mobility

## POTENTIAL FUTURE DEVELOPMENT

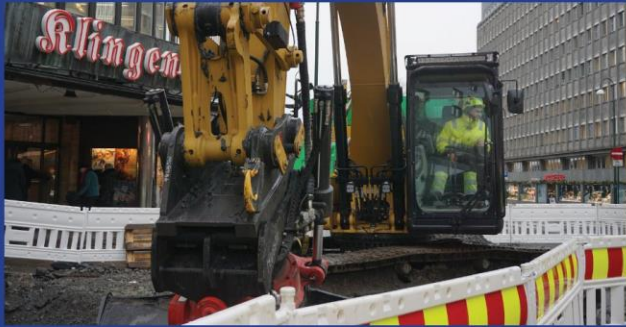


# Want to know more?

Big Buyers Initiative  
Lessons Learned Report

## Public Procurement of Zero-Emission Construction Sites

Lessons learned from the Big Buyers Initiative working group



The Big Buyers Initiative is a European Commission Initiative for promoting collaboration between big public buyers in implementing strategic public procurement. Public procurement can be a key tool in driving the development of innovative goods and services on the European market. By working together and pooling their purchasing power, cities, central purchasing bodies, and other major public procurers can maximise their market impact.

The Zero-Emission Construction Sites working group has benefited from close collaboration with the Bellona Foundation and the EIT Climate-KIC project e-ZEMCONs.



The Big Buyers Initiative is currently managed by ICLEI - Local Governments for Sustainability and Eurocities.



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Big Buyers Initiative  
Lessons Learned Report

## Public Procurement of Circular Construction Materials

Key takeaways from the Big Buyers Initiative working group



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Big Buyers Initiative  
Lessons Learned Report

## Public Procurement of Heavy-Duty Electric Vehicles

Key takeaways from the Big Buyers Initiative working group



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# A word from a colleague

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Geir Rossebø,

Coordinator Sustainable Mobility

Oslo Agency for Improvement and Development,

Procurement department





# Collecting areas of collaboration

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Simple survey to collect initial input on **un-met procurement needs** in the area of:

- Mobility,
- Energy,
- Construction,
- Information and communication technologies (ICT) and artificial intelligence (AI),
- Health
- Other

# Who can be involved?

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- All interested public entities from EU and EFTA (cities, regions, central purchasing bodies, hospitals, other public providers)
- Procurement department/s and experts buyers from the specific sector
- More departments can answer to the questionnaire for the area they are interested into > enlist all areas you would like to work on.

# Needs assessment: a three phase process

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- 1) **December 2020** - Open consultation through the survey > all needs are collected
- 2) **January 2021** - analysis of results: a list of the most preferred areas for collaboration is created
  - > Mail to all interested buyers and follow up calls to pin down the specific needs and matching of interest

# Needs assessment: a three phase process

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3) **February 2021** - Final round of interest out of the most preferred areas of collaboration,

- 5 most chosen areas
- approval by European Commission for 4 areas
- Collection of formal commitment to be involved

**March 2021** - Four new areas are launched

Definition of timeline and precise list of activities in a first working group meeting

# Working group composition

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- around 10 entities for each group
- 1 or 2 group leaders
- 3-4 interested in doing procurement actions
- 3-4 more interested in learning and sharing, to facilitate the involvement of entities from across Europe



# Lesson learnt

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- Interesting and useful for those buyers which are already planning to procure the defined products or service in the short term
- Successful if the expert buyers are involved
- Effort required: a mix of online and physical meetings (i.e. 5 online meetings and 2 physical meetings/year)
- Support from external experts is possible

# The big buyers quiz!

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[www.slido.com](https://www.slido.com)

event code:

#BBCE2020

# Thank you!!

More information:

<https://bigbuyers.eu>

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