

Promoting an effective stakeholder dialogue in public procurement

Experiences from Finland
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About Motiva

- A state owned expert company promoting efficient and sustainable use of energy and materials.
- 3 focus areas:
 - Energy-saving and energy efficiency
 - Use of renewable energy
 - Material efficiency
- Customer/target group from young pupils to big corporations
- Aiming at being a well-known, trustworthy and impartial expert organisation
- Main customer Ministry of Labour and Industry, Ministry of Transport and Communication and Ministry of Environment.

Case 1 Procurement clinics

- Procurement clinics in construction and infrastructure
- During the procurement planning stage
- Provided by RAKLI, the Finnish Association of Building Owners and Construction Clients, acting as an impartial facilitator.
- Idea is to gather the procuring entity, potential bidders and other experts at the same table
- The needs of the buyers in focus
- National Road Authority (road maintenance)
The City of Helsinki (renovation of pedestrian street, new Low2No city area)
The City of Varkaus (outsourcing of the city´s technical department)
The City of Naantali (energy efficient housing area)
Energy savings contracting in the public sector (forthcoming)
- Open discussions and good results

Case 2 Pre-procurement market engagement by Hansel Ltd

- Government purchasing organisation – considerable buying power
- Pre-procurement market engagement part of every procurement
- Case example: Recent framework agreement on furniture
 - Ambitious environmental performance targeted
 - Used the EU GPP Training Toolkit as a basis
 - Environmental aspects became the most important in the dialogue with potential bidders
 - Pros and cons among suppliers
 - The aim in the technical dialogue was to find out what environmental requirements would be strict enough, without discriminating suppliers
Difficult due to complex supply chains.
- Led to a change in approach
 - The object of the procurement was split in two:
 - Procurement object 1: Office Furniture
 - Procurement object 2: Eco-efficient office furniture
- The suppliers were forced to analyse their own supply chains: boosting the development of product information

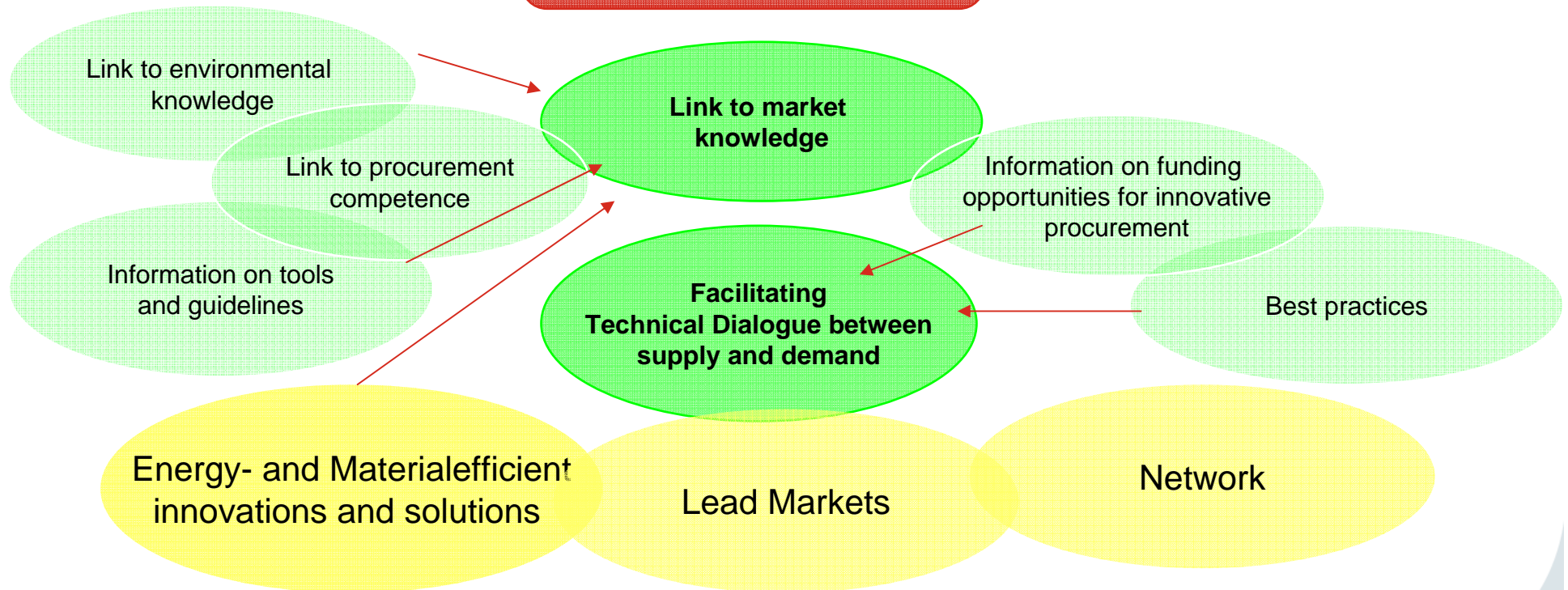
Case 3 Transport of municipal waste

- EU-funded Interaction-project on energy efficient transport systems
- The regional waste management authority of Itä-Uusimaa procurement authority
- Upcoming need for renewal of waste transport service agreements
- Ambition to set stricter environmental requirements
- Pre-procurement dialogue with suppliers resulted in EURO IV requirement
- Both parties considered it a valuable process

Contracting Authority need of environmental technology solution

Waste, energy and water mgt
Transport
Sustainable construction

Motiva's procurement service



More information
www.motiva.fi/en