

Paper purchasing for Lombardy local governments

CENTRALE REGIONALE ACQUISTI - CENTRAL PROCUREMENT AGENCY, LOMBARDY, ITALY

Procurement objectives

A framework agreement for paper was set up to guarantee the supply of several types of copying paper meeting the needs of public authorities in the Lombardy region. Both market consultation and demand analysis were carried out to gather information about available products and services, innovations and ecological solutions, and match them with users' needs.

Background

Centrale Regionale Acquisti's (CRA) goal is to select suppliers in order to satisfy the needs of all public entities located in Lombardy area (around 1600 public bodies, including the health sector). CRA started to implement GPP when it was established in 2007.



Criteria used

An open competitive tendering procedure was chosen to identify the most economically advantageous offer from a large pool of potential contractors and balance price and quality needs. Green considerations were introduced at an early stage of the procurement strategy. The tender documentation includes participation requirements and award criteria.

Subject matter of the contract: Supply of paper in various weights and sizes

Technical specifications: Suppliers must demonstrate that all products are:

- o Totally chlorine free (TCF) or elemental chlorine free (ECF);
- o Produced by a [ISO 9001:2000](#) or equivalently certified factory;
- o External packaging is 100% recycled and designed to facilitate separation of waste

All recycled paper products:

- o Must not contain cellulose
- o Must be made with 100% recycled fibres of which a minimum of 85% are post-consumer recycled fibres;

In the case of non-recycled paper products:

- o 100% of virgin fibres must originate from forests managed in a sustainable way

Award criteria: Any competitor can achieve 80 points for price and 20 additional points for the quality of the technical offer. The technical points are given to competitors offering:

- o Paper with [FSC](#), [PEFC](#), [Blaue Engel](#), [EU Ecolabel](#), [Nordic Swan](#) or equivalent certification;
- o Advance notice of delivery by e-mail;
- o Use of a delivery service with green vehicles assessed through random checks on registration documents;
- o Use of a delivery service with green pallets (FSC or equivalent certification)

Results

The value of the framework agreement is approximately € 5.5 million over a period of 18 months. The tender process is currently ongoing. The award of the framework will result in all 1600 public bodies located in Lombardy having the possibility to buy paper in a range of sizes and qualities from a supplier meeting high ecological standards in its operations.

Environmental impacts

The purchase of 75 gram weight paper allows the authorities to reduce their impact on forests, water and energy – as less raw material is required to produce this paper. The Central Procurement Agency's frameworks are used as a benchmark for local governments that conduct their own tenders. This means that the introduction of environmental criteria such as the requirements underlying the ecolabel and 75g weight will likely be taken as an example by these other authorities.

Lessons learned

The Central Procurement Agency will monitor the quality of paper delivered under the contract to ensure that this corresponds to the tender offer. This will be done with the support of an external laboratory to test the technical characteristics of the paper. Monitoring activities will be carried out for the whole contract lifetime, with the inclusion of penalty and termination clauses in the contract which may be enforced if the required standards are not met.

For more information, please see European GPP criteria for [copying and graphic paper](#).

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