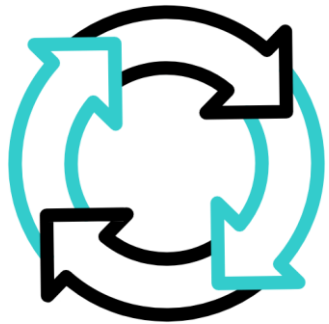




Oifig um Sholáthar Rialtais  
Office of Government Procurement

# Establishing a Framework for Remanufactured Windows Laptops

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# Framework Overview

- Established in May 2024
- One supplier (GreenIT in consortium with Circular Computing)
- Direct Drawdown – easy access
- Open for use by all public sector bodies in Ireland
- 4 year contract
- Up to €30 million over 4 years (equivalent to approx. 60,000 devices)
- Flexible configurations
- Available at scale
- Enables public bodies to meet targets on green policy



# Project Background

Came about due to multiple factors and policies:

- OGP required to introduce more circular and sustainable arrangements

## Sectoral Target 5

**T5** By 2025, a minimum of 80% of ICT end user products (desktop computers, portable computers and mobile phones) procured by public sector bodies under new contract arrangements are certified to EPEAT Gold Standard (or equivalent), TCO Certified (or equivalent) or will have been remanufactured.

- Minister in charge of OGP is a Green Party Minister
- Renewal of End User Devices Framework

# Developing the Framework





# Research Phase – June 2022

- Which is better? Remanufactured or Refurbished?
- Who are the suppliers, if any?
- Can they supply at scale?
- Are the devices reliable?
- Will our clients actually want them? (25% said yes in a survey)
- What are the benefits?



# Go to Market – Attempt 1 – February 2023



- Three bids received
- Only one was compliant
- Could not proceed as it was a multi supplier framework





## Go to Market – Attempt 2 – July 2023

- One bid received
- Could not proceed as it was a multi supplier framework
- Other suppliers said they decided to focus on other priorities





# Go to Market – Attempt 3 – November 2023

- The same as the previous attempt
- One critical difference – allow establishment with a single supplier
- Three suppliers indicated they would bid.

- Two bids received
- One compliant





# Due Diligence





## Standards and Certification

- Remanufactured vs Refurbished
- BSI Standard or equivalent

## Reliance on Sustainability Claims

- Examine bone fides of certifying organisations
- Do claims add up?
- Can we use them safely in promotion of Framework?

## Human Rights and Social Considerations

- Remanufacturing plant is in UAE
- UN Global Compact
- BSI Standard requires bi-annual audits



## **Demand – Will Anyone Want Them??**

- Commitment from larger clients to buy
- Inclusion of ‘remanufactured’ in environmental targets
- Is the technical specification good enough to meet client requirements?

## **Availability and Service**

- Are the devices available at scale and within reasonable timeframes?
- Is the service offering good enough for enterprise level requirements?

# Learnings Since Establishment





# Reluctance and a Lack of Understanding

- Nobody knows what ‘remanufactured’ means
- Perceptions re second life equipment are negative especially so amongst ICT leaders
- Timing is important – many clients are not interested until their estate needs a refresh, contracts already in place for new devices etc.
- Centralised ICT estates/multiple departments are especially reluctant
- ICT Professionals generally not interested in green benefits
- ‘Security’ issues regularly raised as a concern
- Many assumptions are made – but minds can be changed!



# What works?

- Green benefits are important but clients are more concerned about other things
- Promote other benefits just as much if not more: value, reliability, warranty, service levels – promote these just as hard if not more.
- All the above must be equivalent or better than the offering for new devices
- No questions asked replacement of faulty devices (3% failure rate)
- Policy and targets directly related to ‘remanufactured’ are vital!
- Inter Departmental buy-in
- Events and Conferences
- Touchy feely – free samples!
- Treat the procurement as you would one for ‘new’ equipment



# What's Next?

- Framework for remanufactured smartphones
- Centralised Framework for disposal of ICT equipment, including an option for disposal via remanufacturing

# Environmental Benefits



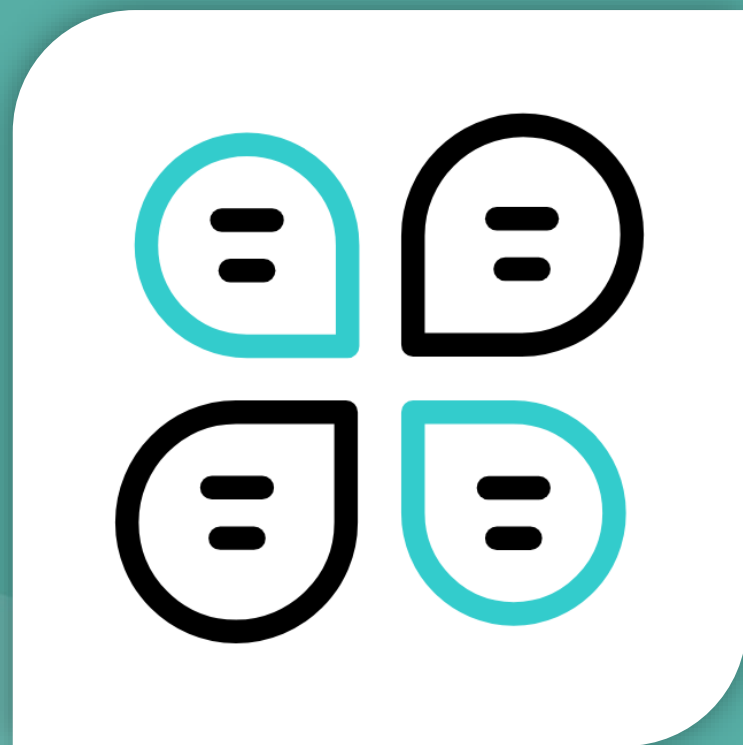




# Environmental Benefits

	Per Device	Contract Totals
CO <sub>2</sub> reduction	316kg CO <sub>2</sub>	19 Million Kgs CO <sub>2</sub> – 7000 cars off the road for one year
Mined Resource Preservation	1200kg	72 Million Kgs – equivalent to a fully laden aircraft carrier
Water saved	190,000 litres	11 billion litres – equivalent to the capacity of Vartry reservoir (drinking water for Dublin City)

# Discussion - Q & A





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