



Circular Procurement

Overview

"In the pre-tender phase, it is key to identify your needs and involve your stakeholders", **Philippe Micheaux Naudet**.

"A key question to ask yourself for a circular approach to procurement is: do I really need to buy anything?" **Zero Waste Scotland, Claire Guerin**.

"Circular procurement is a holistic approach, giving a vision of the whole process", **Emiel Ascione** Project Manager at **Kamp C**.

"Behavioural change is one of the biggest challenges in circular public procurement: second-hand can look like new and we need to raise awareness on this", **Emma Borjesson**.

"Circularity or sustainability still not top of public procurement criteria, as 55% of the EU public tenders are aimed at the lowest price", **Thomas Ulbricht**, Werner & Mertz (Germany).

Mistakes in circular procurement

- No specialisation to become more effective.
- In terms of staff involved (train them to become procurement specialists) in the fields of purchasing, like IT, vehicles, etc. but also in Circular Procurement.
- Obviously no clear and easy rules and procurement laws in order to minimise process costs and time spent.
- No streamlined procurement processes in order to minimise time spent.
- Circularity or sustainability still no top selection criteria in (public) procurement.

On the post-tender phase : "When you do circular agreement it's difficult to define which follow-up to do", **Birgitte Krebs Schleemann**. "In order to evaluate if our tenders are circular, we have focused on the amount of refurbished and reused furniture as a key indicator".

On the difficulty to receive really recycled products : "Tender evaluation is the tricky part especially as regards recycled content : **How do you evaluate recycled content?**" In Denmark for example, a company reuses bricks – they have a label; **Philippe Micheaux Naudet**.

New challenges

Behavioural change: second-hand can look like new (e.g. furniture), but consumers still need to adjust.

Main messages

- This workshop dealt with all stages of the circular procurement process.
- The start of this process is the question whether we really need to buy a new product. Is it a functional need? We need a change of mind both for the procurer and the consumer.
- We need to exchange good practices, to learn by doing and new practical tools.

Success stories

- Zero Waste Scotland and their procurement strategy
- Flemish Government : office furniture case
- Public Health Wales
- Emma Borjesson /City of Malmo: the biggest challenge in procurement of furniture is behavioural change on the part of buyers. The city of Malmo organised an exhibition to show the usefulness of used furniture
- Birgitte Krebs Schleemann, city of Aalborg, Denmark