

Environmental Procurement – getting results

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Stages

- Policy
- Commitment
 - The financial trade-off?
- The right processes?
 - Relevant for medium/large organisations
- Good practice
- Outcomes

The Key Policy Statement

“The Council will optimise the environmental benefits of procurement decisions, in accordance with the principle of Value for Money.”

- Supplementary Guidance
 - I - Contracts
 - II - Supplies, Services and Works

Environment versus Cost?

- Value for money \neq Lowest Cost
 - Whole life costing
 - ‘The concept that environmental benefits are worth paying for, provided the financial cost is not excessive, is implicit’

Making the Case

- Whole life costing
- Corporate values
- Corporate Image
- Product image/customer satisfaction
- Quality
- Staff morale/recruitment/retention

The right processes

Contracts and Purchasing

- When?
- Who?

Need mechanisms to have environmental input at earliest possible stage

- Corporate contracts list
- Dates and Contact People

Good Practice

- Soft-market testing/research
 - Use London Remade!
- Specify standards at the earliest stage
- Use of variants in tender documents
- Penalty clauses

Outcomes

- £1.5m/year on Recycled Products
- Greener vehicles
- Avoiding waste
- Facilities Management...
 - Energy Efficiency requirements
 - Recycling Standards
 - Fairtrade tea and coffee
 - Continuous improvement

Top 5 tips

- Policy and Senior Commitment
- Manage Procurement Procedures
- Know the market - research
- Early in the Procurement Process
- Mean it and monitor it!