The GreenS Way of GPP

THE PROCESS OF SUCCESSFULLY INSTITUTIONALISING THE GREEN PUBLIC PROCUREMENT

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The Guidebook was elaborated in the frame of EU Horizont 2020 project “GreenS - Green Public Procurement Supporters for Innovative and Sustainable Institutional Change”.

The successful application of the Green Public Procurement and its prioritization by strengthening capacity of the public authority administration was the main goal of the three-year project. Moreover, Green Public Procurement Supporters units within the partner Energy Agencies were established in order to overcome the barriers and obstacles to implement the green public procurements.

The present document describes the whole process of establishment the Green Public Procurement Supporters units (G.P.P.S) in all 7 partner countries energy agencies, trainings provided and pilot experimentation projects, together with the lessons learnt by each partner from the GreenS consortium. The aim is to facilitate the replication of the whole process by other Energ Agencies and supporting structures across Europe.

For more information on the GreenS way of GPP: www.greensproject.eu

The Guidebook, developed by the Black Sea Regional Energy Agency (BSRAEM), Bulgaria integrates the inputs of all partners.

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Chapter 1

INTRODUCTION

With the expansion of the Covenant of Mayors initiative and the progress of Sustainable Energy Action Plans’ (SEAPs) implementation across Europe, the necessity of consistent improvement of the performance is growing. One of the main challenges that public authorities face in this process is achievement of higher results with limited resources.

GreenS project was designed to activate the public authorities focus on the Green Public Procurement, Life Cycle Cost of the products and Life Cycle Procurement analysis as part of their means to achieving the ambitious goals for exceeding the EU 20% CO₂ reduction by 2020.

Background to GreenS

The GreenS activities were designed to provide technical assistance to public authorities in the process of GPP preparation and implementation based on preliminary studies and experience gained within other EC funded projects.

As most of the Energy Agencies, participating in the project consortium are CoM supporters and have a very close look on SEAPs implementation in their regions, they have the observation that public authorities and mostly municipalities need technical and financial assistance.

Additionally, in most countries, there is lack of supporting structures at national and regional level which foster Green Public Procurement implementation and steer multi-level cooperation and dialogue among different institutional levels:

- European Commission;
- Central Government and purchasing organizations;
- Regional and local authorities.

Multi-level cooperation and networking is needed to encourage cooperation on GPP at different levels. One of the crucial points in the SEAP implementation within the Covenant of Mayor is the public procurement of services and goods. In order to be more effective, local authorities are encouraged to carry out GPPs.

By establishing the G.PP.S units and becoming GPP supporters within energy agencies structures, the latters upgraded their capacity and strengthen their ability to provide full set of services to local authorities on GPP and SEAPs implementation.

The innovative approach of establishing G.PP.S within the CoM supporters’ organizations facilitated the cooperation between local authorities, the business and the state institutions and thus will become a replicable example for other Energy Agencies in EU to upgrade their profiles and capacity.
GreenS project, tied with the CoM Initiative, offered an opportunity to the Energy Agencies in their role of CoM supporting structures to mobilize and improve their expertise in GPP implementation and to provide more comprehensive, efficient and highly professional technical support to the local and regional authorities.
There are two simple arguments:

- Because we care for the environment
- Because we can meet our climate targets

That’s what GreenS partners call Green Public Procurement or green purchasing!

“GPP is an important tool to achieve environmental policy goals relating to climate change, resource use and sustainable consumption and production – especially given the importance of public sector spending on goods and services in Europe”

"Although GPP is a voluntary instrument, it has a key role to play in the EU's efforts to become a more resource-efficient economy. It can help stimulate a critical mass of demand for more sustainable goods and services which otherwise would be difficult to get onto the market"

By purchasing the right products, waste can be avoided and products reused, recycled and reduced. Remaining waste can be an energy source or be part of new product material
GPP can be a major driver for innovation, providing industry with incentives to use environmentally-friendly methods.

GPP may provide financial savings for public authorities, especially if you consider the full life-cycle costs of a contract and not just the purchase price.

Authorities who implement GPP will be better equipped to meet evolving environmental challenges, for example to reduce greenhouse gas emissions or move towards a more circular economy.

Find out more

In addition to the information given in this Guidebook, dedicated guidance and a wealth of examples and other resources on public procurement of innovation are available at: DG ENV GPP website; Procura+ manual (ICLEI); Buying Green Guide3

3 Done by ICLEI for DG ENV
CHALLENGES ENCOUNTERED BY GREENS PARTNERS

Boosting the **tailored training courses** and **personalized helpdesk** (incl. face to face meetings and direct contact with public staff) as an effective strategy to engage a high number of procurers in municipalities.

Improving public entities’ **capacity** of energy saving, reducing CO₂ emissions and energetic relative costs, through application of innovative solutions in GPP proved to be fundamental challenge for GreenS partners.

Though the partners identified the most active administrations in the region and connected them in common forums, it was necessary to continue the path started with the project to **strengthen collaborations** between different administration levels and **push synergies to appear**.

The institutionalization covered the **technical assistance** on GPP, as well as **multilevel cooperation among** a variety of key-actors on national, regional and local level.

GreenS partners carried out the role of **GPP.S units** in their regions and countries. As they were **not directly acting as procurers**, the challenge was to find ways to achieve tangible results within the projects timeframe.

Development of **GPP Strategy Plan** on actions and tools by the so called GPP Support Units (hereafter ‘GPP.S’) was the key point to start the GPP institutionalization.

Project experience shows that **GPP institutionalisation took time** from understanding to training to implementing.

The groundwork was partly done – it had to be seen how rapidly the trained procurers and other stakeholders inspired by GreenS would take up the good work and would effectively include green and low-carbon criteria in their upcoming tenders to make this project truly successful!
G.P.P. Structure* as a term was created in the initial development of the GreenS by analogy with the CoM Supporting structures of the European Commission.

The goal behind was to provide an added value to the Energy Agencies, being already supporting structures of the Covenant of Mayors for Climate and Energy by extending their performance and technical expertise with the area of the GPPs.

MULTI-LEVEL APPROACHES A WAY TO SUCCESS AND THE PLACE WHERE PROCURERS AND DIFFERENT STAKEHOLDERS MET.

Steering Committees* composed by major stakeholders in each partner countries were created in order to support actively the G.P.P.S and partners in development of strategies, identification of obstacles to GPP process and to tailor the policy recommendations. The steering committee meetings have served as excellent platform to facilitate multi-level approaches and strategies for GPP implementation at all levels.

*terms of the main Structures established in GreenS
Chapter 2

INSTITUTIONALISING THE GREEN PUBLIC PROCUREMENT

Green Public Procurement (GPP) needs to be anchored in public authorities in order to establish permanent achievements. Furthermore, capacity building at public authorities needs to be institutionalized and staff needs to receive continuous training and support. Regional and local energy agencies are key actors in supporting this transition from smart, due to cost-intensive over the lifecycle, low quality and harmful to the environment, green public procurement goes to innovative and low-carbon actions.

2.1. STARTING POINT: TRAIN-THE-TRAINER SESSION

The aim of the Train-the-Trainer workshop was to equip future GPP trainers, so called GPP Supporters (GPP.S), with all the information necessary to confidently provide GPP trainings in their country based on their national GPP training packages. The workshop was envisaged as a 2-day event, organised and carried out by ICLEI Europe, together with external experts. Rather than a line-up of presentation ICLEI ensured a maximum of interactive input focusing on hands-on exchange of information, practicing exercises and overall information sharing, including synergies with similar projects.

The goal was to enable participants to inform themselves and instruct others in the implementation of GPP and learn about how to best institutionalize GPP (incl. permanent support structures, online learning, helpdesks and funding).

The training was not on GPP itself but on how to best train procurers on GPP, on the essentials of GPP, on creating the mind shift towards green purchasing. ICLEI tried to keep the training as interactive as possible engaging with participants throughout the training.
2.2. EXPLORING AND STRATEGIZING GPP: ON-SPOT VISITS

Purpose for on-spot visits was to support GreenS partners in their efforts to develop GPP programmes, and ultimately, to institutionalise GPP in their region or country. On-spot visits helped to promote GPP to local and regional stakeholders through specific bi-lateral or larger-sized meetings, exchange on existing barriers and challenges and discuss solutions together.

Hence, on the one hand the purpose was to help partners promote GPP, and on the other, to discuss and improve with the partners their strategies on GPP trainings, establishing GPP Support units and ultimately institutionalise GPP in the longer term.

The format of the on-spot visits varied from partner to partner depending on their needs and local circumstances. In some occasions it involved travels to different local and regional stakeholders and thus several meetings in different locations.

On-spot visit
SLOVENIA

ICLEI experts in discussion with Energy Managers from Lea Pormuje, Slovenia (picture: Lea Pormuje)

The event was divided in four parts in different locations in Pamurje Region. The interactive format helped to receive a good overview on the GPP involvement of different stakeholders.

The morning part was dedicated on promoting GreenS and exchanging on opportunities and challenges of implementation of GPP in Slovenia, whereas the afternoon session focused on strategic issues such as the GPP. S establishment and the institutionalisation of GPP trainings in the region.

On-spot visit
ITALY

Meeting in Calabria about the use of GPP (picture: ALESSCO)

Divided into two parts, the event took place in the ‘Cittadella Regionale”, where the administration of the Region of Calabria is hosted. The morning part consisted of a workshop with representatives of different procurement departments at the regional, provincial and local level. Following the presentation of GreenS, ICLEI promoted GPP and its potential for reaching energy efficiency, climate and cost reduction targets. The Ecosistemi Foundation talked about the status quo of the regions’ efforts in institutionalizing GPP.
On-spot visit
CYPRUS

ICLEI experts in discussion with Energy Managers from Nicosia, Cyprus. (picture: CEA)

The on-spot visit was split into three parts: part I followed the internal domain on GreenS GPP.S and GPP training institutionalisation; part II was targeted to GPP with external participants from procurement-relevant agencies; part III was dedicated on other GreenS deliverables. The meeting took place at the Cyprus Energy Agency (CEA) premises. Part of the on spot visit was also a field visit to a recently renovated building that integrated an energy management system and green roof in Nicosia. The event was organized by the CEA and the Department of Environment in Cyprus.

On-spot visit
SPAIN

A slide used during the GPP institutionalisation dialogue happening (picture: ICLEI)

The on-spot visit to Andalusia took place at the Municipal Hall of Cadiz and was split into three main parts. In the first part the importance of GPP for implementing climate change mitigation measures was highlighted. The second part was opened up for a broader audience. Attendees from Energy Agencies across Spain joined via web conference. Environmental specialists, category managers and procurers of a variety of products and services discussed with experts from ICLEI about the benefits of GPP, obstacles and how to overcome them and analysed together the European good practice on GPP.

On-spot visit
SWEDEN

The on-spot visit to the North Sweden Energy Agency (NSEA) was used to work on the GreenS training material, training seminar series and institutionalisation strategy. Energy Managers together with the ICLEI expert worked together on shaping the design and upcoming activities in the field of GPP training with a particular focus on discussing the potential for cooperation with other national initiatives.
Staff of the energy agency, ICLEI and the head of procurement from Bodens Municipality worked on greening upcoming tenders in the fields of transport and construction as well as measures to involve regional procurement networks and exchange in GreenS.
The meeting was structured in two different parts. The first part served to understand the current status of GPP implementation in Latvia; including the political and legal framework and current practices. The second, mainly conducted by ICLEI, focused on some advanced tips how to carry out a GPP training successfully and how to develop an Institutionalization Plan for GPP. Throughout the meeting, an open discussion between all Latvian representatives and ICLEI members was established.

The on-spot visit in Bulgaria was split in two parts, one in Varna, where GreenS partner BSRAEM is located, and one in Burgas. The latter included also a visit of an energy-efficient multifunctional venue at the seaside. Cooperation on GPP between local, regional and national level is challenging in Bulgaria as the ministries are all located in Sofia. BSRAEM is looking into the sustainability of the action with other partners in Bulgaria (e.g. Association of energy agencies). Planned activities include the creation of a platform/helpdesk and setting up a pool of experts.
2.3. DEVELOPING JOINT GPP STRATEGY PLAN FOR COUNTRY/ REGION

By the establishment of “supporting permanent structures”, called G.PP.S. – Green Public Procurement Supporters within the participating energy agencies, the long-term support and technical assistance on GPP was provided to the public authorities, and multi-level cooperation among different actors at national, regional and local level on GPP was facilitated.

After their establishment, the G.PP.S. developed Strategies incorporating set of actions and tools, where they planned their activities how to implement the role of Supporters on GPP to public authorities and other GPP stakeholders. Each strategy was developed to specify G.PP.S. units work during the project life time and beyond.

The JOINT STRATEGY PLAN included detailed activity plan for the project implementation period and forecast for five years after the project end.

The objectives of the combined strategy paper were:

- to develop strategy plans on actions and tools on how to implement their role as GPP support units
- to develop a detailed concept on how to institutionalize GPP training within the organisation’s portfolio, ensuring funding (e.g. structural funds) after the project lifetime

The key features of those strategies and activities are described in the following chapters.

2.4. TRAINING PUBLIC PROCURERS TO MAKE IT HAPPEN

The train-the-trainer workshop, on-spot visits and several individual follow-up support sessions proved to be an efficient starting point for the GPP Support Units to carry out the procurers trainings on Green Public Procurement in the respective partner countries and regions.

The start of the GPP trainings coincided roughly with the transposition of the 2014 Procurement Directives in all EU countries, which had to come into force at national legislation level from April 2016 onwards. Hence, many local governments and procurers were eager to hear and be trained on the latest procurement legislation.

Partners did not just meet the target of six GPP trainings each but in some cases exceeded the envisaged number - seven more trainings than initially envisaged were held and 961 more people involved in the procurement process were trained (see table 1)

<table>
<thead>
<tr>
<th>GreenS Partner</th>
<th>Nº GPP trainings</th>
<th>Procurers trained</th>
</tr>
</thead>
<tbody>
<tr>
<td>Slovenia (LEAP)</td>
<td>6</td>
<td>119</td>
</tr>
<tr>
<td>Cyprus</td>
<td>6</td>
<td>164</td>
</tr>
<tr>
<td>Spain (FAMP/APEC)</td>
<td>8</td>
<td>143</td>
</tr>
<tr>
<td>Bulgaria (NAMRB/BSRAEM)</td>
<td>7</td>
<td>447</td>
</tr>
<tr>
<td>Italy (ALESSCO)</td>
<td>6</td>
<td>213</td>
</tr>
<tr>
<td>Sweden (Energikontor Nor)</td>
<td>6</td>
<td>114</td>
</tr>
<tr>
<td>Latvia (Rigas dome/ Riga planning region)</td>
<td>10</td>
<td>301</td>
</tr>
<tr>
<td>TOTAL</td>
<td>49 (Project target: 42)</td>
<td>1501 (Project target: 540)</td>
</tr>
</tbody>
</table>

The overall feedback from participants of GPP trainings was very positive and constructive.

As recommended by ICLEI, partners tried to provide GPP trainings tailored on the needs of the respective public authorities and their procurers. Having a clear knowledge and understanding of the target group proved to be very important for the success of trainings.

The participants appreciated the variety of content, the interactive parts, the good practice examples show-cased, the competence and preparedness of the trainers and speakers involved. In most of the GPP trainings participants asked for further trainings on the topic.

Life-cycle assessment of products and in particular how to use life-cycle costing in green tendering to move from cheapest offer to most-economically advantageous was regarded as very useful for the participants.
ROLLING OUT GPP IN PARTNER COUNTRIES

The training activities went hand-in-hand aimed to draft combined strategy plans for developing actions and tools for G.PP.S implementation and institutionalisation of GPP trainings. Thus the partners could constantly experiment and improve different approaches leading to a hopefully successful roll-out of GPP during and after the project.

During training session target group included procurers with different skill capacities on GPP and variety of administrative territories. Therefore, a technical assistance was included in the GreenS way to increase implementation of green public procurement. Technical assistance itself performed the templates to be used and helped to address other issues that could occur during the procurement process. The feedback of the trainings recognized this as a need for the procurers. After the trainings companies and procurers also met each other in peer meetings as successful way to encourage municipalities to launch green tenders.

In terms of lessons learnt and recommendations for successful GPP trainings the following can be summarised per partners:

BULGARIA

Attendees showed great interest in incentives and support schemes for municipalities carrying out environmental protection, and green public procurement in particular. Offering practical and sessions adjusted to the interests of the audience proved to be a fruitful approach. What used to be attractive is to organise trainings back-to-back with important gatherings such as the annual Energy Days in Varna.
CYPRUS

The concept of the training seminars was transferred to all the districts of Cyprus to ensure equal geographical coverage on knowledge-sharing on GPP. Combining these GPP trainings with other similar projects proved to be very beneficial. An attractive point for GPP trainings in Cyprus was the aspect of how to save money through GPP and establishing an energy revolving fund for sustainable projects inside the local authorities. To keep GPP trainings interactive the training sessions must have 15-20 participants, allowing the trainers to share GPP concept and trainees to understand effectively.

ITALY (CALABRIA)

The lack of clear political support makes GPP trainings challenging. Participants expressed the wish more trainings of this kind to take place so as to be enabled to use GPP as a strategic tool for sustainable local development as well. What makes Italy unique and attractive for GPP trainings is the fact that GPP is mandatory in Italy. Hence, procurers are very keen to receive information on the so called minimum environmental criteria [=Criteri Ambientali Minimi (CAM)]. Providing certificates to attendees proofed to be another attractive asset for GPP trainings.
LATVIA (RIGA)

The mix between theoretical part and SWOT analysis worked well. However, participants noted discrepancies between real working situations and theories explained. Hence, main feedback was to focus more on the practical parts in the training and use the theoretical part primarily to provide new information and update participants. They recommended to stronger involve market players and people who can directly influence the processes (political decision-makers). Another suggestion was to not organise such trainings close to bank holidays to avoid low attendance level.

SLOVENIA (POMURJE)

The Slovenian partner provided rather technical GPP trainings focussed on specific products and services which worked well. To emphasise the innovative part of GPP and use an innovative approach in trainings, such as on-spot calculators on CO2-savings of practices green tendering, was very appreciated. Interestingly, for one of the trainings, procurers and mayors were taken on a trip to Austria, which included also field visits. The experiment proved to be very successful for its highly interactive part, the combination of purchasers and political decision makers and the innovative training approach outside of sterile meeting rooms.
SPAIN (ANDALUSIA)

Following the first low level of participation, the Spanish partner adopted ICLEI's recommendation of preparing a structured proposal where different modules (e.g. introduction; GPP set-up strategy; legal session; specific product group sessions; LCC; etc.) could be chosen by interested public authorities. This made the GPP training offer much more attractive and increased the number of participants accordingly.

SWEDEN (LULEA)

North Sweden Energy Agency highlighted the role of market players, which could deliver a key message on boosting sustainable and green procurement approaches in local authorities and small municipalities. Hence, the approach to bring procurers (demand) and market (supply) together in the frame of such GPP trainings can be very effective. Combining GPP trainings with study visits made the capacity building much more attractive and hands-on.
BEST PERFORMED PILOT PROJECTS

GPP pilot experimentations were a perfect demonstration tool to show the benefits of GPP and to encourage other public administration to develop similar initiatives. A proper dissemination of the results obtained at regional and national level maximized the impact of the GreenS project and the replication of the G.P.P.S model.

Within GPP pilot experimentations, municipalities have included environmental criteria in their procurement process, allowing them to achieve its environmental and climate goals as well as to reduce the environmental impact of their actions and finally to decrease economic costs.

Pilot GPP procedures were carried out by 21 public administrations, with the active support of GreenS experts.

All pilot GPPs can be found on: http://greensproject.eu/en/pilot-gpps/

Here are presented some of the best performed pilot-procurement projects:

“GREEN ELECTRICITY SUPPLY FOR CADIZ PROVINCIAL GOVERNMENT”

In 2013, the Economic Services Department, through the Energy Agency as Energy Management Unit, developed different activities to adapt the Provincial Government of Cádiz electricity supplies to the new legal requirements. These activities drove to several improvements like:
- New free market electricity supply contract
- Electric powers modification and technical requirements adaptations
- Change of ownership and supply contract cancellations

As a result of these actions the electricity cost decreased by 83.332 €/year.

After a first stage to “update” Provincial Government’s electricity supply, the Energy Agency started to work in a new contract in the frame of GreenS project. This second stage had two main objectives: to decrease government’s electricity bill and to reduce greenhouse gas emissions and environmental impacts due to electricity consumption. For this purpose a new tender was launched in 2016.

Country-Region: Province of Cádiz, Spain

Energy savings/CO₂ reduction: 137,666 €/year; 1,127 tons CO₂
<table>
<thead>
<tr>
<th>Description of the tender</th>
<th>Electricity supply for the Provincial Government of Cádiz by a retailer company. The supply includes 2,824,327,60 kWh per year for 64 facilities owned by the Provincial Government or external agencies.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total value of the contract</td>
<td>2,618,702,50 €</td>
</tr>
<tr>
<td>Execution time</td>
<td>24 months, with the possibility of another 24 months extension</td>
</tr>
</tbody>
</table>
| Award criteria                                                                            | - Price.  
- Reactive Power Compensation through Capacitor bank installation to avoid penalty charges.  
- 100% renewable electricity supplied, backed by certificates of renewable energy guarantees of origin |

Four offers were received. The contract was finally awarded to AURA Energy for 1,218,703,86 €. The Provincial Government of Cádiz formalized the new electricity supply contract for all its buildings and facilities (including office buildings, schools, nursing homes, etc.) in October 2016. As a result, 2016’s electricity contract lead to an energy price reduction of 11,4% (this is 33,040 €/year). Additionally, the new contract includes the reactive power compensation through capacitor bank installation in 9 buildings to avoid penalty charges (this is another 21,350 €/year).

AURA Energía, the awarded company, is providing electricity produced from 100% certified renewable resources like wind, biomass or photovoltaic. This new contract means a real breakthrough in the annual reduction of CO₂ emissions to the atmosphere, contributing to achieve government goals’ against climate change and environment protection. According to the estimations, this action is saving 1,127 tons of CO₂ emissions per year with no additional cost for the provincial administration.

The Provincial Energy Agency supported this procurement process, advising the green criteria introduction in tender procedure. This action was developed as a pilot experience in the frame of GreenS European project and will be used as an example to be replicated in other European administrations.
“UPGRADING THE STREET LIGHTING FIXTURES IN NICOSIA MUNICIPALITY”

| Country-Region: | Cyprus-Nicosia |
| Energy savings/CO₂ reduction: | 1824 MWh/1,594 tons CO₂ |

<table>
<thead>
<tr>
<th>Description of the tender</th>
<th>Supply and Replacement of 7,295 street lighting fixtures with LED lighting fixtures in the Nicosia Municipality, including 10+1 (free) years maintenance</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total value of the contract</td>
<td>2,300,000 €</td>
</tr>
<tr>
<td>Execution time</td>
<td>10 months +11 years maintenance</td>
</tr>
</tbody>
</table>
| Award criteria | - Price  
- Green criteria |

The Nicosia municipality respecting its commitments from the Covenant of Mayors and the Sustainable Energy Action Plan, proceeds with the implementation of a major project, to upgrade the energy efficiency of street lighting. In May 2017, has launched an open Green public procurement amounting to 2.3 Million Euros, which involves the replacement of approximately 7,300 lighting fixtures with LED lighting fixtures and 11-year maintenance. The new lighting fixtures will offer improved lighting levels on the road network of the municipality while at the same time will lead to energy savings of 1,824 MWh and 1,594 tonnes CO₂ emissions reductions per year.

The Cyprus Energy Agency, as a support structure of the Green Public Procurements and its main objective of an ongoing effort for guidance of the local authorities in sustainable energy projects, has supported the public procurement of Nicosia municipality with technical expertise, including innovative 'green' technical specifications and requirements. The deadline for receiving offers has ended on September 2017 with great success since 11 offers were received and currently the awarding procedure is in progress.
Chapter 5

ADDITIONAL SUPPORT FOR GREEN PUBLIC PROCUREMENT

5.1. Tender Templates for GPP

The tender templates, developed in compliance with the public authorities’ demands and with the specific requirements in each partner country, are a good example to encourage procurers to elaborate GPP. The tender documents templates were designed to facilitate the GPP process in all public authorities and especially in the CoM signatories, which commit to achieve higher than average results set in their SEAPs.

Each product group is represented by two documents – Technical terms and Evaluation criteria. The GPP templates concern six different categories on energy products and services: 1) Low emissions vehicles, 2) Street lighting fixtures, 3) Computers and Screens, 4) Photovoltaics systems, 5) Solar thermal systems and 6) Energy audits services.

5.2. GPP Policy Recommendations for decision makers and practitioners at local, regional, national and EU-level. The recommendations are based on the findings of GreenS Steering Committee discussions and consultations, the partners’ experiences throughout the project and different GreenS project reports, such as the partners’ consolidated GPP strategies to institutionalize GPP through specific GPP support units and trainings.

The tender templates and policy recommendations can be easily downloaded by the [www.greensproject.eu](http://www.greensproject.eu).

5.3. Online catalogue of green producers and suppliers for 10 product groups

The catalogue is open to green companies who operate on the market in the partner countries. Each company is responsible for entering their data with the aim to be in favor of the procurers.

It’s being regularly updated and serves as one of the innovative GPP tools, created within GreenS.

More than 90 companies have been registered there!

The access to register will be open after the project end.

Welcome to GreenS Catalogue of green producers and suppliers!
Chapter 6

THE SUCCESS OF THE GREENS WAY OF GPP

GPP institutionalising includes multi-level and multi-stakeholder engagement processes such as train-the-trainer seminars, GPP trainings, green tender piloting and market dialogue. Without a vision and a process designed to last for a longer timeframe, the risk is that the green purchasing process stagnates at a certain stage, with business as usual and no support and monitoring frame to ensure the sustainability of the GPP action.

"Some suggestions from partners on which cooperation is of most importance:

- Cooperation with the Regional stakeholders, e.g. provincial government, other energy agencies, local authorities, professional organisations regarding energy and sustainability NGOs, regional governments, universities, and companies offering green products/services are all mentioned as important.

Pic: GreenS Final Partner meeting in Varna, Bulgaria (April 2018)
• Cooperation with local authorities at national level, e.g. Ministry of environmental protection, Ministry of economics and National procurement monitoring bureau.
• Engagement with market players

**List of benefits**
from establishing G.PP.S.

- The G.PP.S. is a great tool to give public authorities GPP technical advice and assistance

G.PP.S serve to:
- Provide networking with local actors (business & local authorities)
- Organize training for technicians, engineers or energy managers
- Organize events, workshops, seminars
- Assist to the improvement of energy performance in buildings
- Accelerate implementation of RUE/RES projects, investments
- Provide Energy Performance Contracting
- Developing Sustainable Energy Action Plans or other similar plans or activities
- Assisting/development of ESCO-type activities
- Sensitize and divulge information on local renewable energy sources and rational energy utilization
- Conceive and implement projects for sustainable development of new activities and job creation integrate energy efficiency and environmental protection in urban planning processes, contributing to the implementation of sustainable development in the region, to decrease the emission of greenhouse effect gases and to increase life quality of the population.

**GreenS**

**FINDINGS IN NUMBERS**

Trainings on GPP provided in order to support public authorities: **49**

Procurers trained in partner’s countries: **1441**

CO₂ savings in total: **>6.400 t**

Pilot GPP experiments carried out: **21**
ICLEI – Local Governments for Sustainability with its over 20 years of experience in sustainable public purchasing has been supporting partners throughout the GreenS and invited them to engage in follow-up support activities such as the NGO Network on GPP, where some partners are part of, upcoming GPP trainings and relevant events such as the triennial European Conference on Sustainable Public Procurement called EcoProcura.

GPP examples

Green Public Procurement Award in Cyprus

The GPP Awards is an initiative that started in 2014 and enjoys a significant response from government agencies and public authorities, to whom it is addressed.

The contest is held annually within a cooperation between the GreenS partners - Environmental Department of Cyprus and Cyprus Energy Agency.

Study tour for Slovenian decision makers

May 2016: Association of Municipalities and Towns of Slovenia organized a specialized study tour to Austria (Werfenweng, Zederhaus) and Slovenia (Bled), where important topics have been addressed such as sustainable tourism and soft mobility in connection to GPP. Target group were the local decision makers: Mayors, local councilors and their advisers from the administration. Mrs. Alenka Burja, an expert in the field of GPP with extensive experience from the EC, presented the Greens project and the supportive environment for green procurement linked to theme excursions, such as environmental requirements for food, beverages, agricultural products for food and catering services and passenger cars and trucks and bus transport services.

Cyprus GPP Awards Ceremony’2017 was part of the GreenS project. Along with the GPP awards, awards were given to the best proposals of Environmental Action «EU Ecolabel through students.

The event was attended by over 50 people, representatives of ministries, governmental departments and agencies, organizations in the broader public sector, local authorities, professional associations and private organizations.
Guidebook:
The GreenS Way of GPP
The process of successfully institutionalising the Green Public Procurement

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