



'Scaling up the Green Innovations'

A Seminar on Strategic Use of Public Procurement

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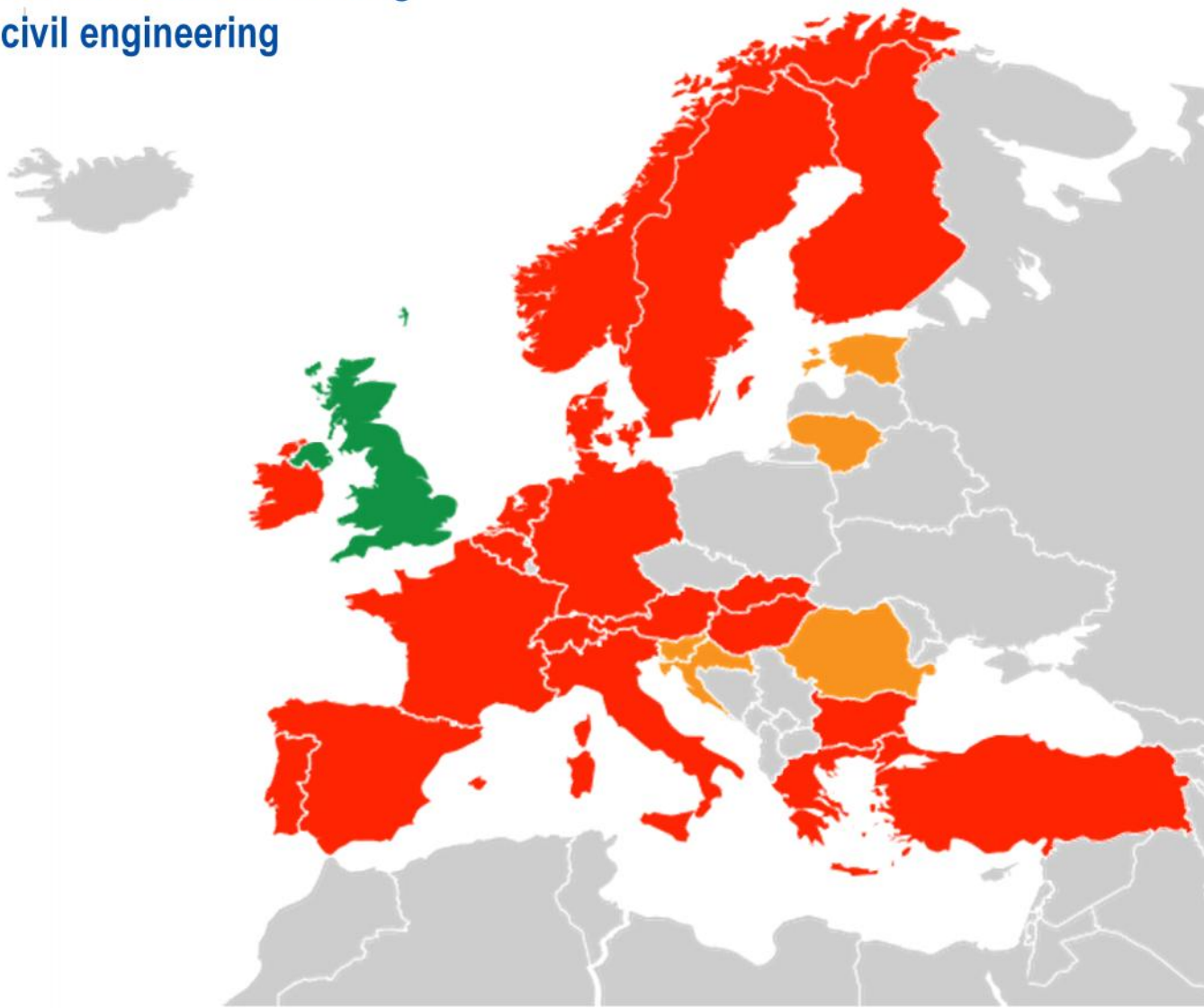
ENTERPRISES

- of all sizes
- active in all fields of building and civil engineering

1905
1st meeting

27
Countries

31
Federations



- | Full members | Observer members |
|--------------|------------------|
| Denmark | Estonia |
| Netherlands | Romania |
| Germany | Slovenia |
| France | Croatia |
| Spain | Lithuania |
| Luxembourg | Czech Republic |
| Bulgaria | |
| Finland | |
| Norway | |
| Sweden | |
| Ireland | |
| Belgium | |
| Portugal | |
| Switzerland | |
| Austria | |
| Italy | |
| Cyprus | |
| Greece | |
| Hungary | |
| Slovakia | |
| Turkey | |
- Co-operation agreement
- United Kingdom

Making green innovations attractive to contractors

- Public and Private clients
willing to invest in a construction project
& to pay for the additional costs (if any)
- Architects and engineers
proposing such green solutions
- Producers of materials and machines
developing corresponding solutions

Role of public procurers in starting green innovations

- market demand !
- toolbox in public procurement directives includes:
 - *innovation partnership*
 - *technical requirements*
 - *allow "variants", the main source for innovative solutions*
 - *conditions of contract performance*
 - *reference to life-cycle costs as an award criterion*
- price as only award criterion is negative for innovation, even if it is called "Most Economically Advantageous Tender" (MEAT)

Recommendations to public procurers

- avoid quasi automatic reflex to award to lowest tender - cheap can be very expensive
- use life-cycle costing methods for preparing tenders and awarding contracts
- use the toolbox of possibilities in the EU Directives
- ensure predictable and reliable time schedules for future construction tenders and publish it



CONSTRUCTION 4.0

COMPETITIVENESS

GROWTH

ENERGY NETWORKS

EMPLOYMENT

ENERGY EFFICIENCY

SOCIAL INFRASTRUCTURE

BIM

WATER NETWORKS

ENVIRONMENT

TRANSPORT INFRASTRUCTURE

IT-NETWORKS

CONSTRUCTION IS THE SOLUTION INDUSTRY

YOUTH EMPLOYMENT

RESOURCE EFFICIENCY

JOB

SKILLS TRAINING/EDUCATION

ENERGY PRODUCTION

STANDARDISATION

INFRASTRUCTURE

INNOVATION

CLIMATE CHANGE

RECYCLING