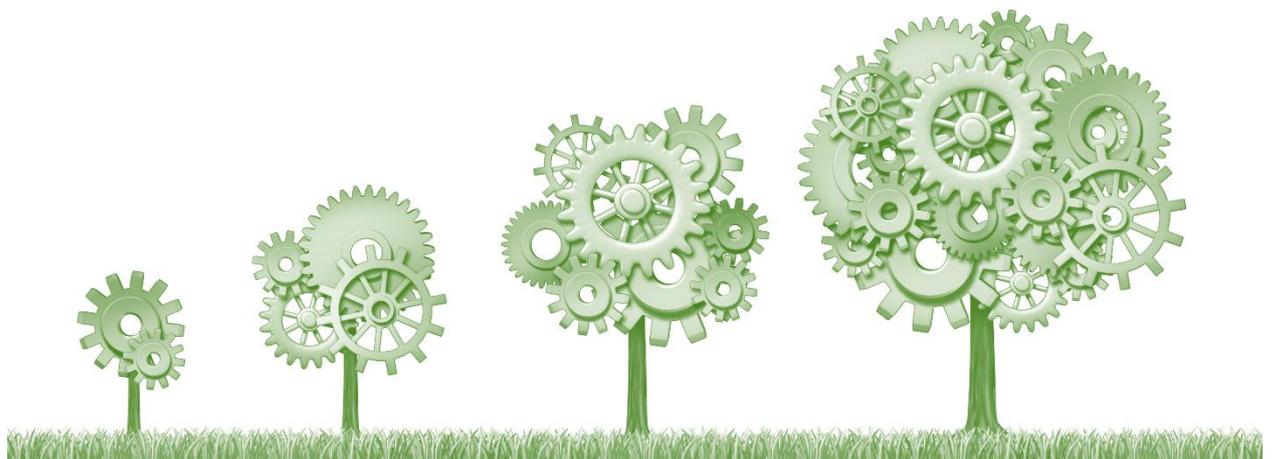


Green public procurement for resource
efficient regional growth

GPP4Growth project

**A1.1 Needs analysis report presenting the
benefits, barriers and opportunities associated
with GPP in the GPP4Growth regions**



Lombardy Region

February 2018

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1 Introduction

The GPP4Growth project, approved under the European Program INTERREG EUROPE, aims to implement Green Public Procurement (GPP) in each partner region, exchanging experiences and practices, sharing policies and evaluation tools, improving their capacity on implementing resource efficiency policies that promote eco-innovation and green growth.

Activity A1.1 “Specifying the needs of GPP4Growth regions in GPPs”, led by Lombardy Region, provides a scientific analysis of the benefits, opportunities and possible obstacles in implementing GPP in the partner regions.

This report is the final deliverable of the Activity A1.1 and contains the results of the survey tools (online questionnaires and desk research) used to identify and specify the benefits, barriers and opportunities associated with both the adoption and/or a more effective implementation of GPP in the regions involved in the project. Based on a predefined methodology, all partners have promoted the survey to regional stakeholders, e.g. policy makers responsible for public procurement, SMEs and businesses of sectors with green growth potential etc. to collect relevant evidence regarding their region. The activity has been completed with desk research which investigated opportunities related to GPP in particular sectors of interest for the partnership.

The purpose is to provide a tool for policy-makers and stakeholders that highlights enabling elements, administrative and technical barriers, the benefits of environmental sustainability and the economic potential deriving from the GPP implementation in their public procurement management.

The outcomes will be drawn to help partners in addressing their actions towards GPP4Growth Project's objectives and, therefore, to strengthen the role of GPP in their regional programs and policies.

In particular, the results of GPP4Growth Activity A1.1 will support the implementation of the Activity 4.2 “Forming policy briefs & participating in the policy learning platform”.

The Report is outlined as follows:

- Section 2 provides information about the context of the GPP4Growth project.
- Section 3 describes the methodological framework of the survey
- Section 4 presents the main findings of the web survey and the desk research.
- Section 5 suggests some recommendations to help partners in addressing their actions to strengthen the role of GPP.
- Annex 1 e Annex 2 show the two questionnaires used in the web survey

2 The GPP4Growth Project

The GPP4Growth Project will contribute to:

- Improve resource efficiency policies in partners' territories, incorporating green public procurement (GPP).
- Exchange practices and experiences on the benefits and methods for implementing GPP to promote green growth.
- Support Public Administrations and businesses to adopt life-cycle cost approaches and improve the overall management of resources and waste.

The overall goal of GPP4Growth is to improve regional development policies on resource efficiency, incorporating green public procurement to support public administrations and businesses to adopt lifecycle cost approaches and improve the overall management of resources and waste. The project will allow the involved Public Authorities to share practices and experiences relevant to the benefits and methods for implementing GPP, use of common GPP criteria for key sectors and identification of opportunities to apply GPP to achieve green growth based on regional conditions and challenges. The overall objective is to support the GPP4Growth partners to transfer the lessons learnt into regional policies and action plans.

GPP4Growth brings together 9 partners (University of Patras, Lombardy Region, Lodzkie Region, Province of Antwerp, Ministry of Environment and Spatial Planning, Regional Government of Andalusia, Zemgale planning region, Stara Zagora Regional Economic Development Agency, Department of Communications, Climate Action and Environment, Malta Regional Development and Dialogue Foundation) from 9 countries (Greece, Italy, Poland, Belgium, Spain, Latvia, Bulgaria, Ireland and Malta).

It involves the managing authorities & regional bodies influencing regional and national policy instruments, to stimulate eco-innovation, resource efficiency and green growth by promoting Green Public Procurement (GPP).

GPP4Growth project will focus on promoting the exchange of experience and interregional learning policies to improve GPP in regional development policies and programmes, to support Public Administrations and enterprises in adopting lifecycle cost approaches and to improve the overall management of resources and waste incorporating green public procurement.

Project activities are:

- **Joint analysis and peer reviews.**
This activity will accomplish thematic studies and guides on relevant policy aspects. In particular, it will identify and analyse the PAs needs of GPP4Growth regions in GPP, the best practises and successful cases on GPP, the barriers and enabling factors for enterprises to comply with the environmental requests of the PAs green tenders, the existing policies, plans, and criteria for GPP.
- **Public dialogue.**
This activity will be held in consultation with regional stakeholders on key issues. A public dialogue and consultation will be promoted to raise awareness about GPP and to promote the implementation of regional action plans, through the support and participation of key regional stakeholders.
- **Interregional learning and capacity building.**
This activity will organize workshops, visits and policy learning events to promote the exchange of best practices and to encourage the capacity building in each partner Region.
- **Transferable policy methods & resources.**
This activity will develop tools, methods and briefs (e.g. lifecycle costing method) to support the implementation of GPP in the partners' Regions and to transfer lessons learnt promoting the benchmarking.
- **Policy impact.**
This activity will develop joint action plans to promote the improvement of the policy instruments identified by each partner. A monitoring system will be implemented.

Moreover, the project results will be promoted and disseminated beyond the partnership to increase awareness and knowledge.

The GPP4Growth main results will be:

- Increased capacity of 200 staff members of Public Administrations to effectively implement resource efficiency policies, applying GPP.
- Over 7% increase in the number of businesses in partners' regions, integrating environmental factors and costs when producing goods and/or providing supplies, services and works.
- More than 10 million Euros of investments unlocked to promote new green products and services development.
- Increased awareness of over 1.000 stakeholders on the influence of GPP in adopting sustainable consumption and production patterns by businesses.

The GPP4Growth main outputs and benefits will be:

- 3 interregional workshops on different GPP approaches, ecolabels and non-exclusive GPP practices, monitoring of green contracts.
- 2 existing experience visits on GPP processes and results.
- 1 regional summit to promote experience exchanges between partners and stakeholders.
- 9 action plans to improve the addressed policy instruments, with benefits for managing authorities and beneficiaries.
- 14 policy briefs to transfer GPP4Growth lessons learnt to Public Authorities beyond the partnership.
- 1 lifecycle costing (LCC) method and resources for all EU Public Administrations to allow for a harmonised application of LCC.
- 5 thematic studies & analyses on practices that improve effectiveness of GPP.

3 Research methodology and documentation tools

The purpose of the survey is to highlight the needs of the GPP4Growth partner regions related to the GPP implementation through a background analysis that underlines enabling conditions, obstacles, advantages and opportunities.

To this aim, the methodologies of the two complementary activities were defined.

The **web survey** design had to take into account the information about the sample, the number and quality of answers to be gathered, the data to be collected (overall and by type of stakeholders and region), the needs (overall and by type of stakeholders and region) referring to enabling conditions, obstacles, advantages and opportunities.

The **desk research** concerned a wide group of documents to obtain an overview on different sources, authors, year, type of publication.

A synthesis of the needs in relation to GPP implementation identified by the stakeholders and by desk research results in recommendations. Those were drawn to help partners in addressing their actions towards GPP4Growth Project's objectives and, therefore, to strengthen the role of GPP in their regional programs and policies.

3.1 The survey

In order to perform a profitable survey a clear methodology was defined. The main objects were:

- **Questionnaire design**
- **Submission of the survey and collection of answers**
- **Data analysis**

Questionnaire design

The survey was designed to maximize the number of answers to be collected and to ease the analysis of the data. Answering the questionnaire should not take a long time in order to obtain a solid number of answers. That means that questions

should not be too numerous and they should be sufficiently relevant to the target audience. Moreover open answers should rarely be allowed and only for crucial topics. Open answers require more time to be addressed and are more difficult to incorporate into the analysis.

The survey was delivered to stakeholders in all the partner regions , covering two main target groups:

- Public Authorities (buyers);
- Enterprises (suppliers of goods and services).

Public Authorities include Regional governments, Regional agencies, Central Purchasing Bodies, Municipalities with at least 5.000 inhabitants, Metropolitan areas, Park authorities, Universities and Agencies for the Right of Study, and Local health offices and public hospitals. Companies include mainly Manufacturing companies, Distributors, and Service companies.

The priority sectors of interest for companies are Construction, Food and catering services, Transport and transport services, Energy (including electricity, heating and cooling coming from renewable energy sources), Office machinery and computers, Clothing, uniforms and other textiles, Paper and printing services, Furniture, Cleaning products and services, Equipment used in the health sector.

Different surveys were delivered to the main two groups of stakeholders, Public Administrations and enterprises, according to their specific features. In order to ease the responses to the survey to stakeholders and to get consistent data, most of the questions were closed-end or multiple choice.

The survey for Public Administrations was built on the following main sections:

- General information
- Reporting/environmental accounting/instruments on sustainability
- Knowledge and implementation of GPP:
- Green spending for categories of services/goods/works purchased and monitoring system
- GPP implementation: weaknesses and opportunities

The survey for enterprises was built on the following main sections:

- General information
- Customers mapping
- Reporting/accounting
- Knowledge and implementation of GPP
- Economic information related to GPP
- GPP implementation: weaknesses and opportunities

The complete questionnaires are available in the Annexes 1 and 2.

In Italy GPP is mandatory since 2016, as such this required the development of customized questionnaires for Lombardy Region.

Submission of the survey and collection of answers.

The survey was available on line to increase ease of response and increase data collection.

The “Google Forms” web-application (see figure) was chosen, since it provides an intuitive and easy-to-use interface, and all the needed features. The invitation to the survey was sent by email.

The figure displays four screenshots of a web survey interface, arranged in a 2x2 grid. Each screenshot shows a different section of the survey, with a header indicating 'DOMANDE' (Questions) and 'RISPOSTE' (Answers) with a count of 120.

- Top-Left Screenshot:** Titled 'Questionnaire for Public Authorities'. It includes a sub-section 'Activity 1.1 - Specifying the needs of GPP4Growth regions in GPP'. Below this is a large GPP4Growth Interreg Europe logo. The section is labeled 'A. GENERAL INFORMATION' and includes a description '(facoltativa)'. Question A.1 asks for the 'Country (NUTS)', with a note that a list of NUTS codes is available at a specific URL.
- Top-Right Screenshot:** Contains questions A.2 through A.7. A.2 asks for the 'Region (NUTS2)'. A.3 asks for the 'Name of the Public Authority'. A.4 asks for the 'Address'. A.5 asks for the 'Website'. A.6 asks for the 'Contact person (name, surname, role and expertise within the Organization)'. A.7 asks for the 'E-mail'. Each question has a 'Testo risposta breve' (short answer text) field.
- Bottom-Left Screenshot:** Titled 'B. EXPERIENCE WITH REPORTING/ACCOUNTING/TOOLS FOR ENVIRONMENTAL SUSTAINABILITY'. It includes a description '(facoltativa)'. Question B.1 asks 'Does the Organization have any Environmental Management System or policy?' with radio buttons for 'No', 'Yes', and 'Altro...'. If 'Yes' is selected, it asks to specify with checkboxes for 'ISO14001', 'EMAS', and 'Altro...'. Question B.2 asks 'Does the Organization have an environmental accounting, environmental/social reporting, sustainability reporting, etc.?' with radio buttons for 'No' and 'Yes'.
- Bottom-Right Screenshot:** Titled 'C. GPP KNOWLEDGE AND AWARENESS'. It includes a description '(facoltativa)'. Question C.1 asks 'Is the Organization aware of the GPP instrument?' with radio buttons for 'No' and 'Yes'. Question C.2 asks 'In your country, are there national laws/regulations for GPP?' with radio buttons for 'No' and 'Yes'. If 'Yes' is selected, it asks to specify with a 'Testo risposta lunga' (long answer text) field. Question C.3 asks 'Is the Organization aware of the "Training Toolkit" for GPP of the European Commission?' with radio buttons for 'No' and 'Yes'.

Figure 1: Examples of the web survey

To increase the percentage of answers, the survey was addressed in particular to procurement officers and departments within the targeted PAs and sales managers (or their equivalent functions) within companies.

Moreover, to reach a significant number of actors in each partner region, key intermediate stakeholders were identified and involved in the promotion and dissemination of the survey.

For PAs, the following bodies were considered to act as intermediate stakeholders:

- Associations of Municipalities;
- Professional networks of procurers;
- Universities associations;
- Hospitals associations;
- Regional departments and agencies in charge of health and education;
- Regional departments and agencies in charge of environmental issues and/or relations with local authorities.

For companies, the following bodies were considered to act as intermediate stakeholders:

- Chambers of Commerce;
- Trade associations;
- Local development agencies;
- Enterprise Europe network.

The invitation emails were sent by each partner region according to a standard communication. Besides an overall introduction to the project, such email described the purpose of the survey, providing the instructions for answering (e.g. deadline, etc.) and for using the web tools. Just before the deadline, a reminder was sent in order to receive as many answers as possible and to increase the representativeness of the sample.

Data Analysis

Information collected through Google Forms can be exported to an Excel format in order to operate the data processing. The standard Google form answers review was not suitable in this case, since a deeper investigation in the database was required. The analysis requires a preliminary overview and homogenization of the collected data. In particular open answers must be carefully adjusted one by one, before performing a standard data processing with excel pivot table.

Pivot table in excel allows a deep understanding of the data collected: each answer was analysed considering the whole sample and with peculiar groupings such as country of origin and size of the enterprise.

The present report shows the most interesting analysis produced with this approach.

3.2 Desk research

The desk research aims at finding data and information in the literature (academic researches and papers, studies and reports commissioned by public institutions, studies and analysis for the development of manuals and guidelines, products developed within other European projects about green procurement, etc.) which can be used to complete the map of the stakeholders' needs revealed by the survey, about GPP and its implementation.

Three main objectives were followed:

1. to find data about GPP and its implementation at european, national, regional and local level;
2. to analyse legislation, plans or programs about GPP for each country in order to describe the legislative context;
3. to highlight the best practices in each country.

The research was carried out by Lombardy Region using a number of approaches. In particular, best practices in place in the most advanced countries were analyzed as well as the first experiences of the emerging countries that have a strong commitment on GPP.

In particular, the desk research was primarily based on the following approaches:

1. Utilizing search engines such as Google.com to obtain a wide view of the available information about GPP. A list of keywords or key phrases was applied to each search engine (factors, needs, obstacles, barriers, advantages, opportunities and green public procurement, GPP, green criteria, public procurement, green contracts, green tenders, procurement planning, monitoring and assessment of contracts, greening of the public sector, sustainable procurement, Public Administration and GPP, enterprises and GPP). This approach allowed Lombardy to obtain information from governmental or business sites. Data published by the European Union have also been a highly

important source of data, as well as other European projects about green procurement.

2. Searching directly within Academic journals to obtain scientific research outcomes. In particular these sources present research on factors that influence businesses' participation in green tenders and contracts. Academic journals were essential as sources of data for this research because, regardless of the case studies analyzed, they provide a scientific evaluation of practices which can lead to an improved understanding of strengths, weaknesses and impact.
3. Analyzing all the main national/local plans and laws on GPP in order to draw the framework in each partner regions.

Since the Italian government, the only example in Europe, has recently made GPP a mandatory instrument in the new Public Procurement Code, a distinction was made between the documents published in Italy before and after April 2016, when the new law was approved.

4 Main findings

This section presents the main findings drawn from the analysis of the data collected with the web survey and the information collected with the desk research.

4.1 The survey

The survey, which was open from 16th July to 31st September, involved Public Administrations (PAs) and enterprises in the 9 countries participating in GPP4Growth. Questionnaires were spread in each country but the number of answers obtained is quite inhomogeneous: about Public Administrations the answers are mainly coming from Italy, Spain, Latvia and Ireland also collected a fair amount of answers, Bulgaria, Greece and Poland collected a scarce number of answers; in these cases, statistics are weak. Different results were obtained by surveying enterprises: most of the answers comes from Spain, while among other countries, only Ireland and Bulgaria collected a quite solid amount of answers. Remaining countries provided poor answers.

Country	Public Administration	Enterprises	TOTAL ANSWERS
Belgium	10	0	10
Bulgaria	2	19	21
Greece	5	6	11
Ireland	18	35	53
Italy	172	3	175
Latvia	20	4	24
Malta	11	5	16
Poland	4	0	4
Spain	49	128	177
TOTAL	291	200	491

Table 1: Number of Public Administrations and enterprises answering the questionnaire in each country

4.1.1 Public Administrations outcomes

The answers collected came mainly (61%) from local Public Administrations. The sample includes smaller shares of supralocal offices (20%), public hospitals (10%), other public companies (6%) and universities (3%).

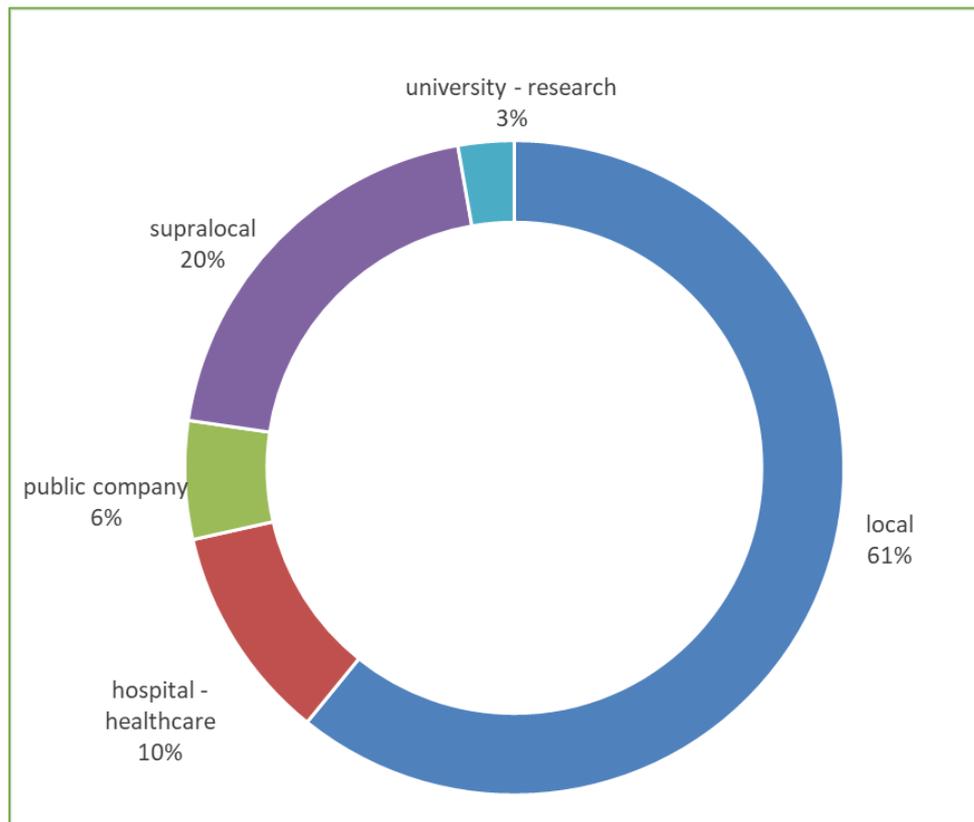


Figure 2: Percentage of answers by different type of PAs.

- Experience with reporting/accounting/tools for environmental sustainability**
 17% of the organizations have an Environmental Management System or policy. The most common is the ISO 14001. The following table shows the answers collected among the 291 surveyed organization.

Environmental Management System or policy	
ISO14001	23
ISO 50001	3
ISO 9001	1
EMAS	6
EFQM	1
Other Environmental policy	8

Table 2: Diffusion of Environmental Management System within PAs.

The average percentage is strongly affected by the low percentage (8%) in Italy. In Belgium, Ireland and Spain the diffusion of Environmental Management System or policy appears better, with much higher percentage between 30% and 50%.

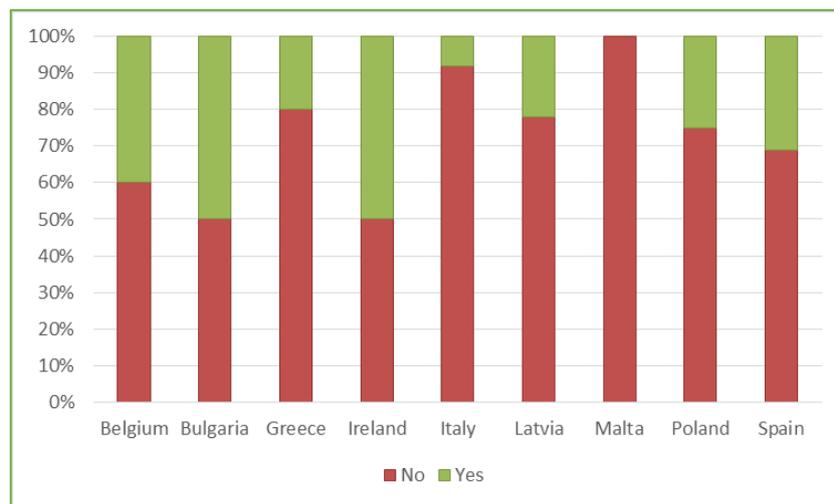


Figure 3: Diffusion of environmental management system or policy.

13% of the organizations have Environmental accounting, environmental/social reporting, sustainability reporting. In Italy, Latvia and Malta they are almost non-existent.

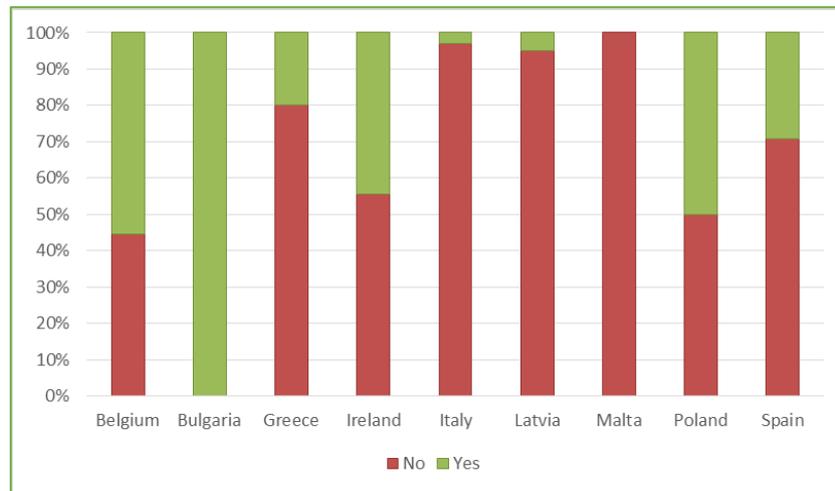


Figure 4: Diffusion of Environmental/Social accounting and reporting.

28% of the surveyed organizations have Local Agenda 21 funding or similar initiatives. According to the collected answers, in Latvia and Malta it's still very rare or not existent, but it is well diffused in Ireland (nearly 60%) and Spain (45%).

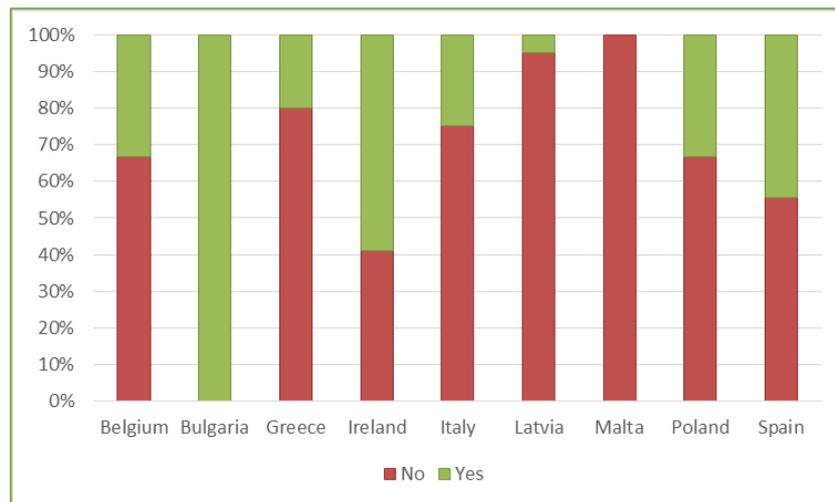


Figure 5: Diffusion of local Agenda 21 or similar initiatives.

On average 43% of the surveyed organization have a SEAP (Sustainable Energy Action Plan) or similar initiatives.

- **GPP knowledge and awareness**

66% of the surveyed organizations state an awareness of the GPP instrument.

Currently only Italy has a proper GPP law. The Public Administrations in Italy are quite aware of this fact, however still 16% are not.

The “Training Toolkit” for GPP provided by the European Commission is not well known. More than 80% of the surveyed Public Administrations are not aware of this tool. The data in each country do not highlight significant differences between GPP4Growth partners.

Policy on GPP implemented by Public Administrations with an official act or a formal regulation are very rare: around 6% of the whole sample.

On average 40% of the surveyed organizations, carry out green tenders. All the surveyed organization from Malta declared that they carry out green tenders. The percentage in Latvia is also high. Greece only has a percentage below 30%.

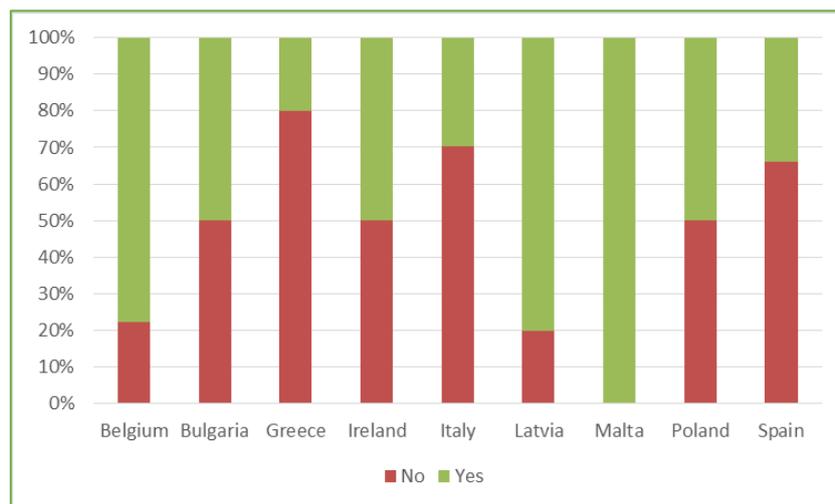


Figure 6: Green tenders carried out in each country (percentage)

37% of the surveyed organizations only have a structured collaboration in place between the Department in charge of purchases and the Department in charge of environmental issues.

The organization carrying out training and/or information actions about GPP are only 17% of the sample.

- **Green spending and monitoring system**

Most of the organizations buy through a Purchasing Body: 50% rely on a regional body, while 23% on a national body.

The picture is quite different in each country as show in the graph. In Italy, the regional body support more than 70% of the surveyed Public Administrations, while in Ireland and Latvia the national purchase body is largely dominant.

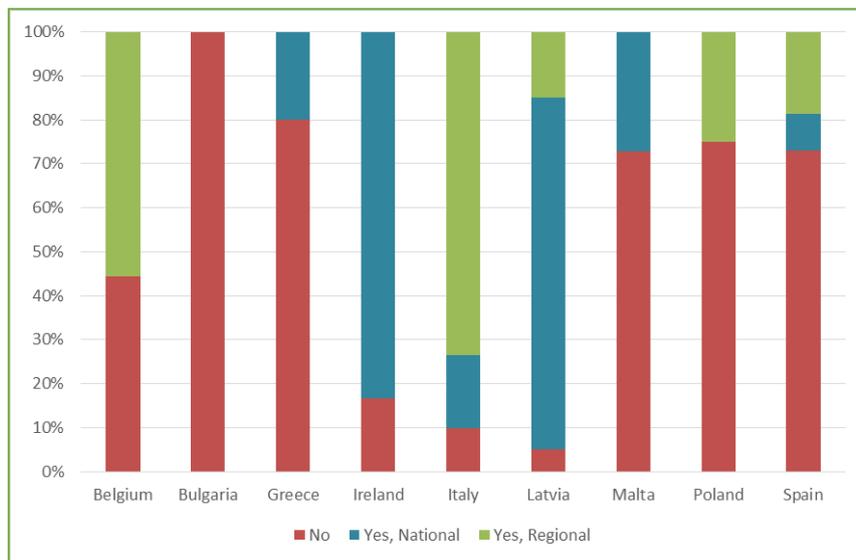


Figure 7: Existence and dimension of purchase bodies in each country

The amount of tenders (green or not) for goods and services bought through Regional or National Purchasing Bodies are often less than 30% of the total purchases.

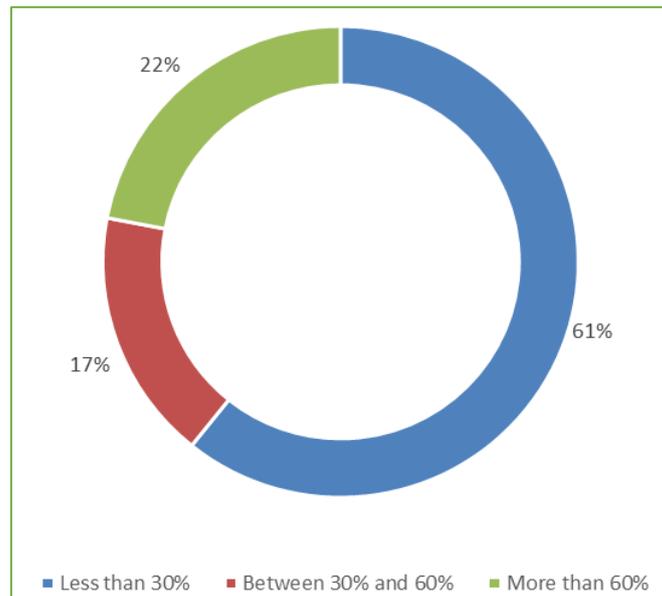


Figure 8: Amount of tenders bought through regional or national purchasing body

The categories of goods and services purchased with green tenders are quite various. Most common categories are computers, cleaning products and services, electricity, copying and graphic paper and transport.

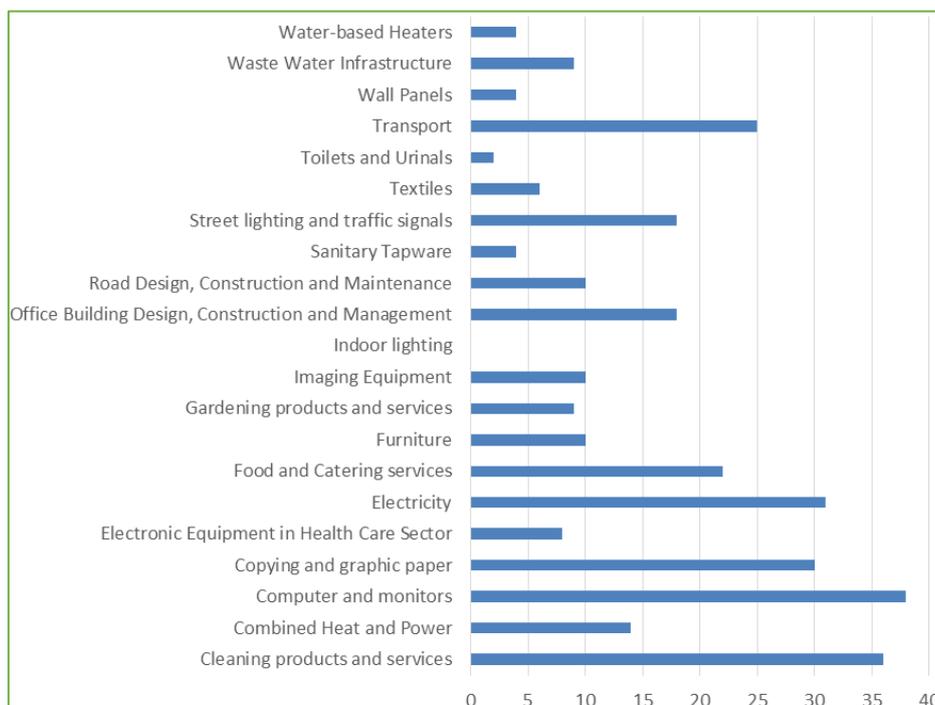


Figure 9: Goods and services categories of green tenders in the organization (Italy excluded)

In Italy, where categories are slightly different, the main category is the stationery.

Monitoring of GPP and related evaluation systems are rare. Only 4% of the surveyed organizations have a monitoring system of the GPP. Same low percentage for organization having a system to assess environmental performances and costs related to GPP implementation.

The amount of green tenders compared to total tenders for goods/services/works in the organizations is generally below 20% even if cases of percentages between 21% and 60% are not negligible.

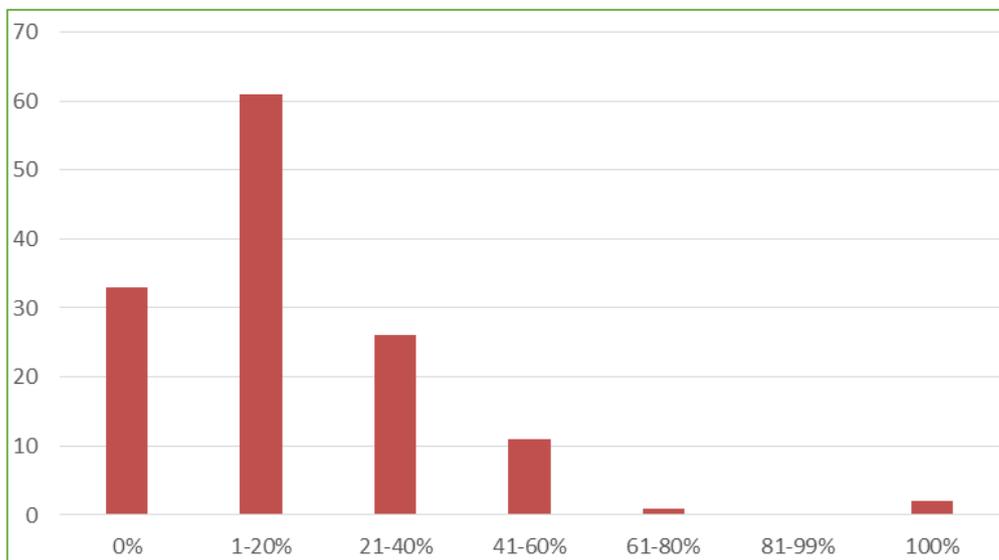


Figure 10: Amount of green tenders compared to total tenders

- **GPP implementation: weakness and opportunities**

Encountering obstacles and barriers is a frequent occurrence in every country however, in Malta and Bulgaria most of the surveyed organizations noted an easier path to the implementation of GPP.

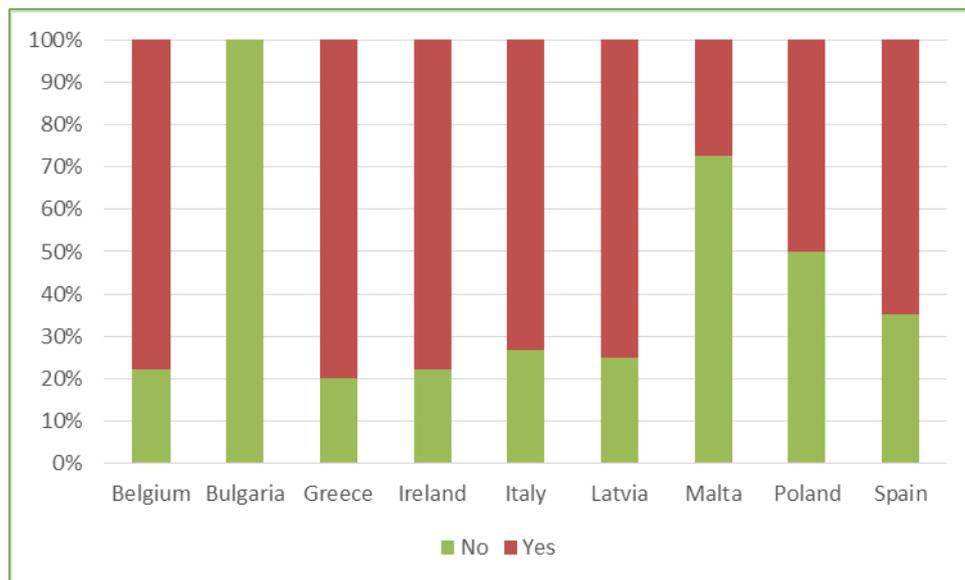


Figure 11: Organization encountering obstacles or problems in implementing GPP.

The the obstacles in implementing GPP are mainly related to a lack of familiarity with GPP itself. Other reasons are the perceived higher cost of green goods, services and works, the difficulty in drafting green tenders, the lack of knowledge about environmental impacts of goods/services/public works and the difficulties in finding the ecological criteria and brands to be included in green tenders.

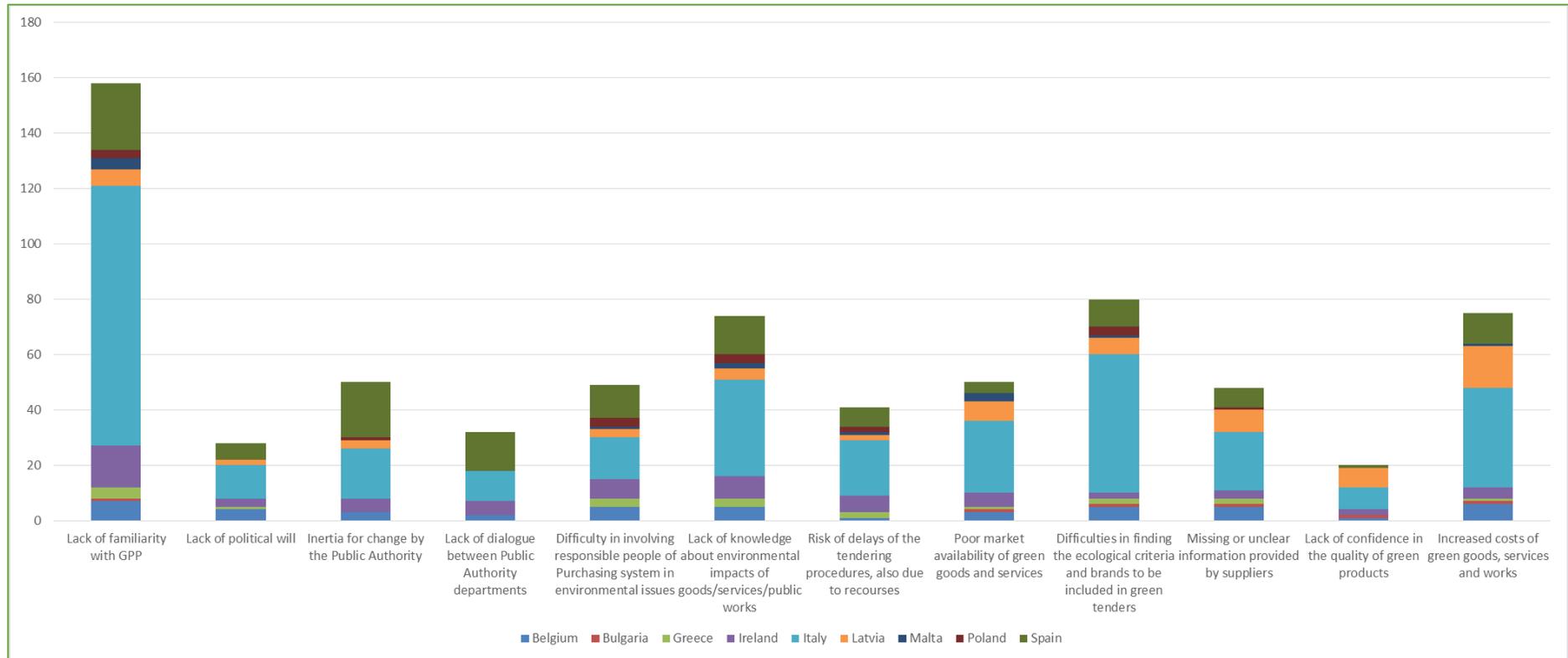


Figure 12: Obstacles and problems in implementing GPP

89% of the surveyed organizations think that implementing GPP may offer potential benefits. According to the survey, GPP can mainly improve the quality of the environment and stimulate the uptake of environmental technologies. Improving the image/reputation of Public Administrations and improving the local economy are also mentioned by most of the surveyed organizations.

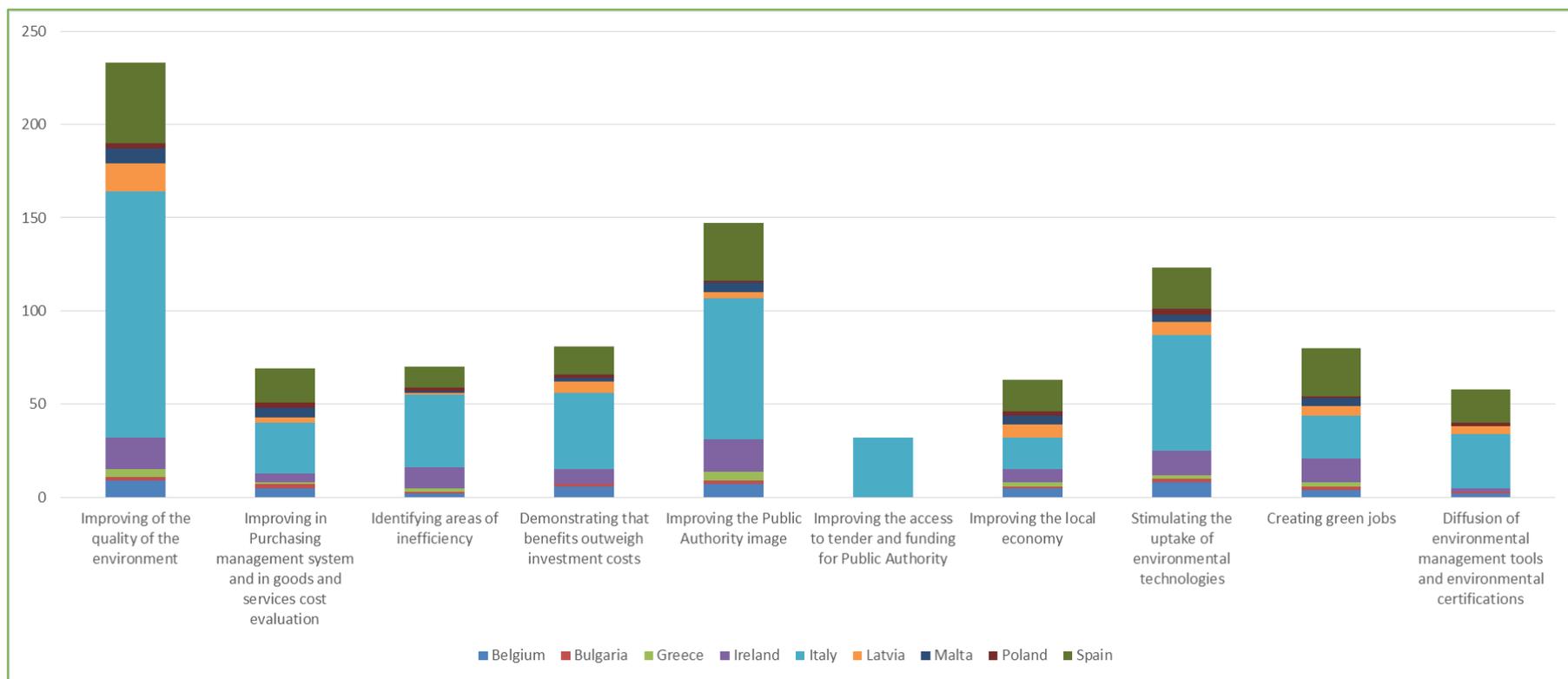


Figure 13: Opportunities and advantages in implementing GPP.

Figure 14 shows that only in Italy improving the access to tender and funding for PAs is considered an opportunity. This is possibly due to the fact that GPP is mandatory in Italy since 2016.

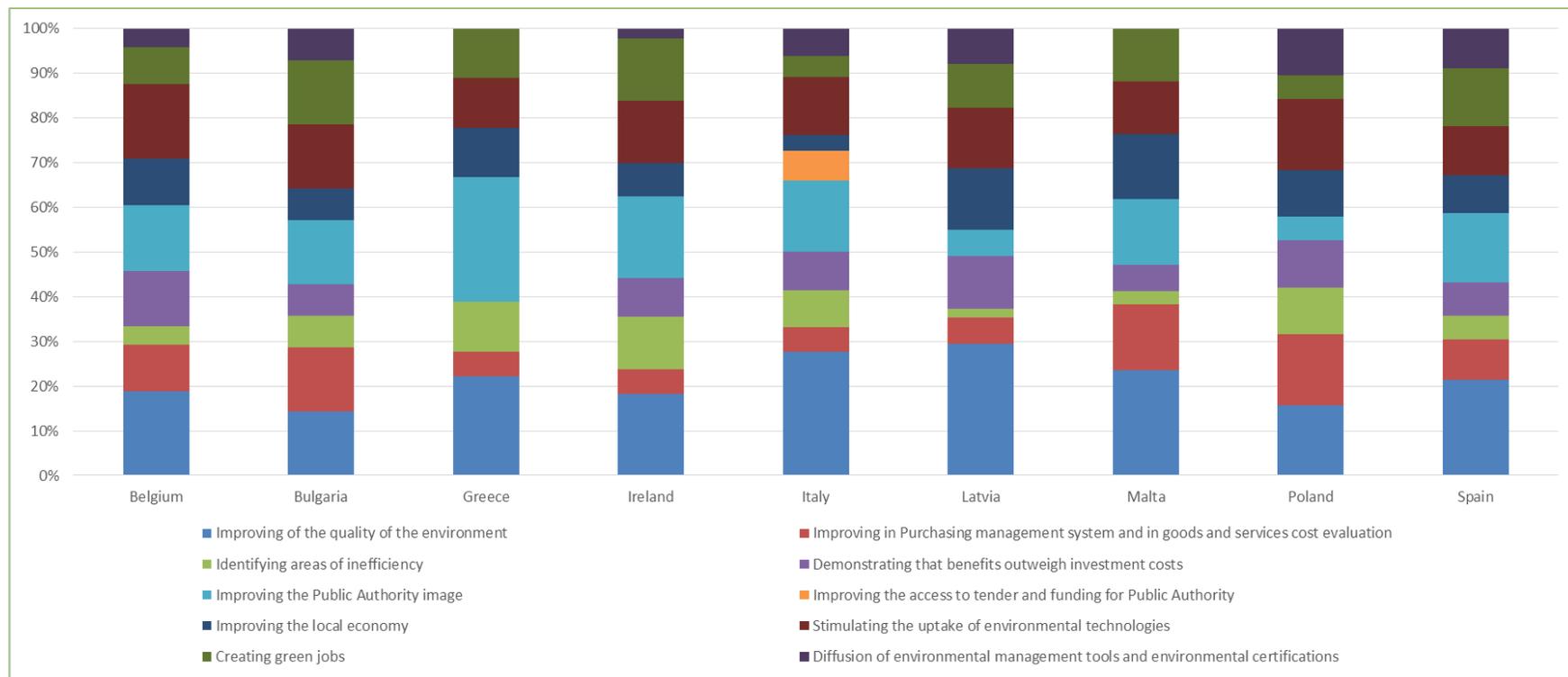


Figure 14: Opportunities and advantages in implementing GPP (% in each country).

The success of GPP approach in tendering is still not much successful in most of the countries. Figure 15 shows the degree of success for each country (from “not at all successful” to “very successful”).

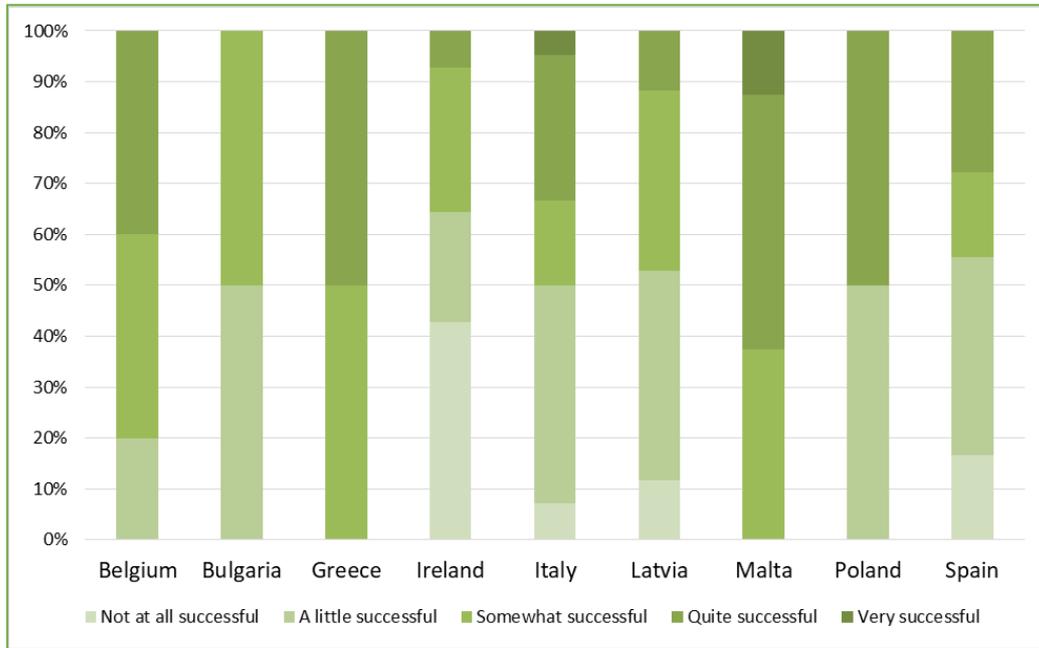


Figure 15: The success in the GPP approach in tendering

The implementation of GPP is driven by different motivations in each country. In general, all the listed motivations are well supported in each country. The main exception is Malta, which is apparently poorly interested in “Obtaining access to funding” and “Having access to simplified measures (e.g. tax benefits, reduced inspections, etc.)”. Most of the listed motivations received a grade above 3/5.

	Belgium	Bulgaria	Greece	Ireland	Italy	Latvia	Malta	Poland	Spain
Publicly demonstrating compliance with ethical and environmental principles to stakeholders	3,7	4,0	4,5	3,4	3,2	3,1	4,0	3,7	3,9
Improving the perception of the Public Administration by the local community	3,7	4,0	4,3	3,3	3,1	3,2	3,8	4,0	4,0
Reducing the cost of the public expenditure (saving of natural resources or reducing pollution)	3,7	5,0	4,0	3,8	3,4	3,6	3,7	4,3	3,9
Promoting green goods/services/works in order to promote the eco-innovation of the market	4,2	4,5	4,3	3,6	3,4	3,6	4,1	4,0	3,8
Obtaining access to funding	3,2	4,0	3,8	2,9	3,4	3,3	2,0	3,7	3,5
Imitating the adoption of similar practices by other Public Administrations	3,8	3,5	3,0	3,6	2,7	2,8	3,8	4,0	3,4
Having access to simplification measures (tax benefits, reduced inspections, ...)	3,2	4,5	4,0	3,1	3,2	3,3	1,5	3,3	3,2

Figure 16: The reasons that influence the organization in implementing GPP (mean value on a 1 to 5 scale)

To raise awareness the main need declared by the organizations is “A specific training”, followed by “Some practical examples of green tenders with technical specifications” and “A handbook of guidelines to introduce green criteria in tenders”.

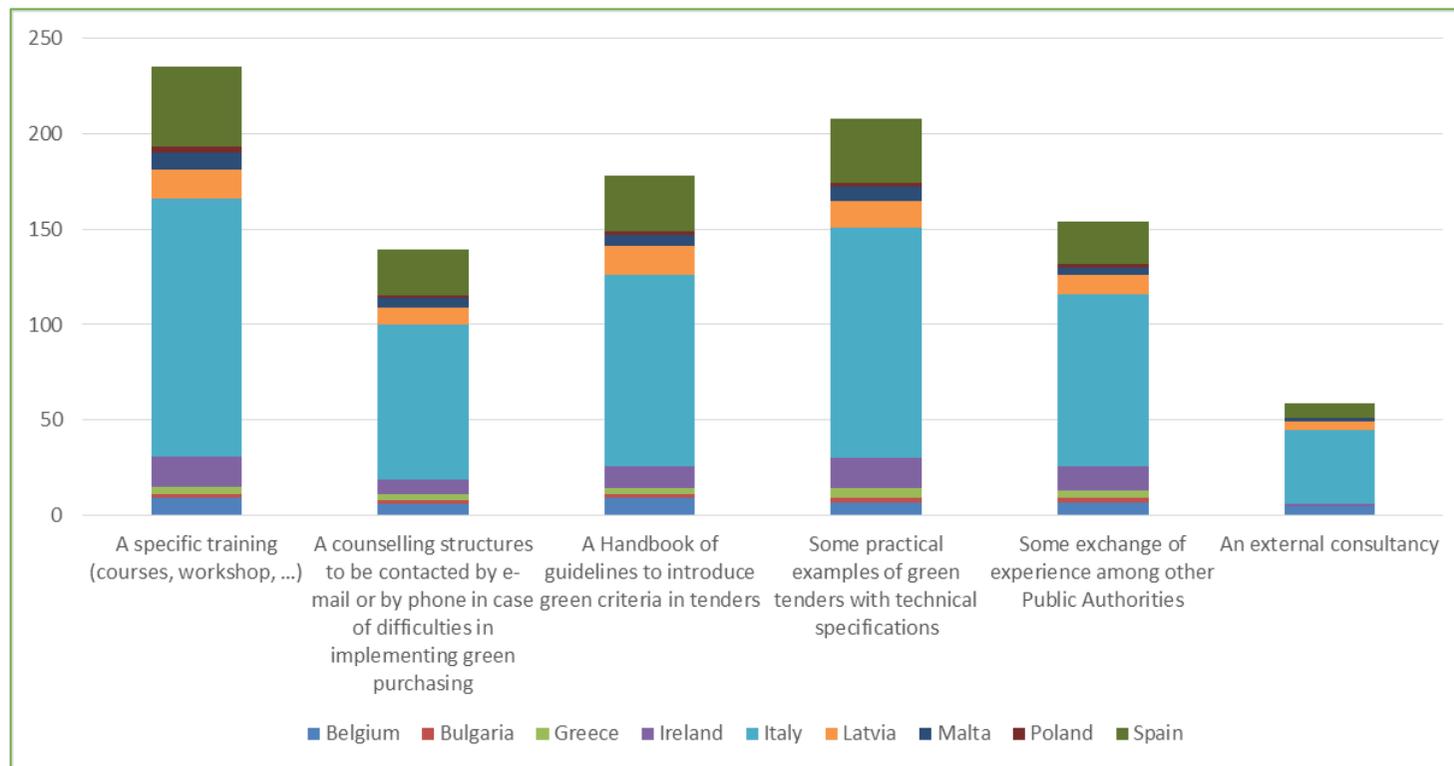


Figure 17: Organizations needs to raise awareness regarding GPP

In the opinion of the organizations, the suppliers should attend some training courses and info days and Counselling structures should be activated to enhance their ability to provide an adequate supply of green goods and services.

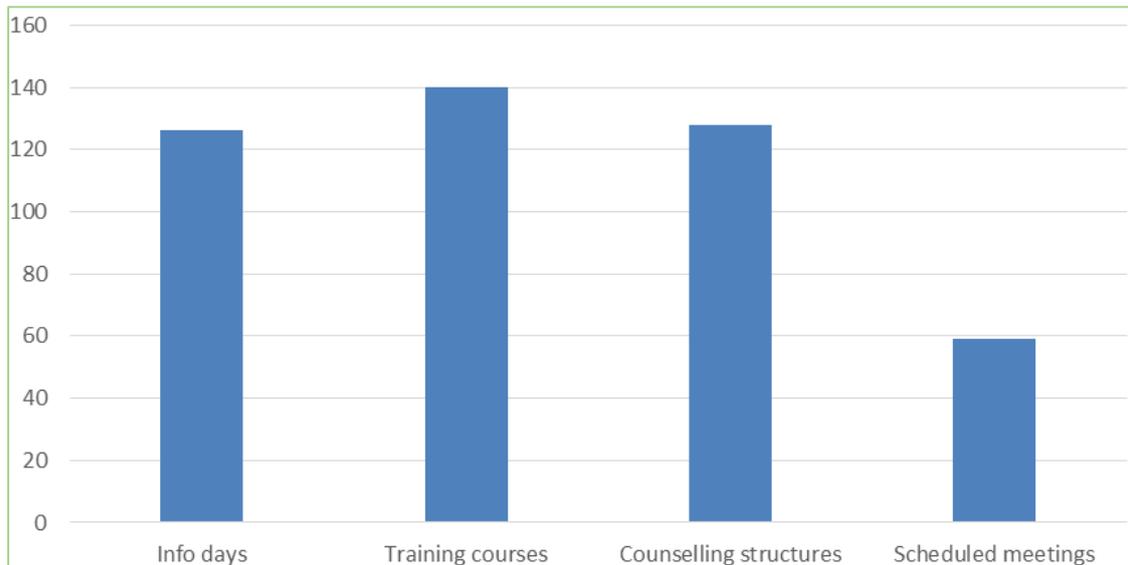


Figure 18: Market-oriented initiatives to be activated to suppliers to ensure an adequate supply of green goods and services for the organization

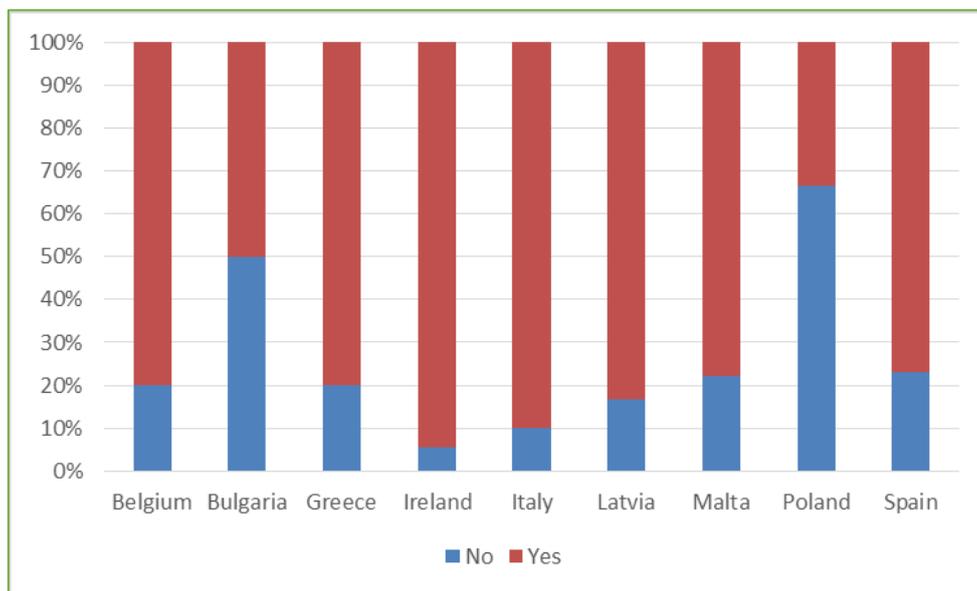


Figure 19: Need for market-oriented initiatives to be activated to suppliers to ensure an adequate supply of green goods and services for the organization

4.1.2 Enterprises outcomes

The surveyed enterprises ¹were mainly founded between 1980 and 2010, while nearly 14% are new enterprises founded in years that are more recent.

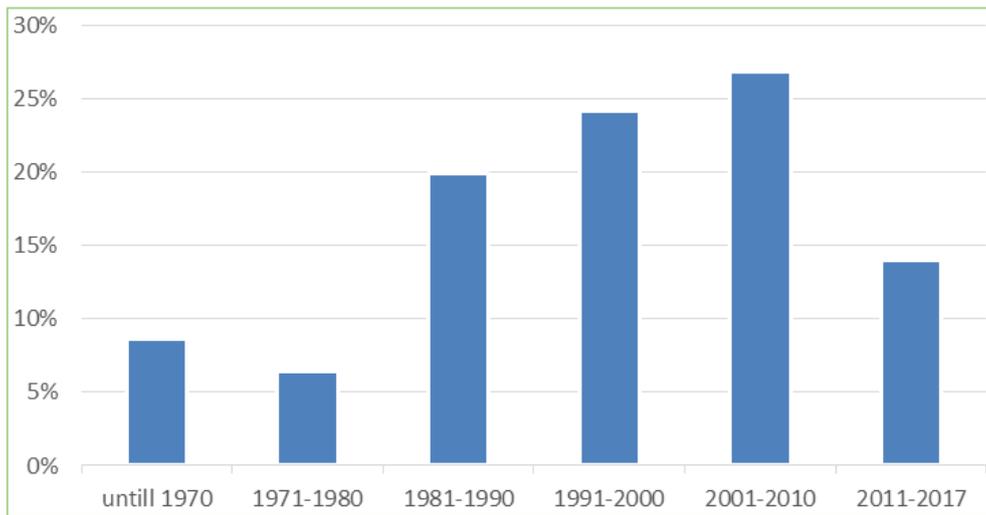


Figure 20: Founding date of the enterprises

Half of the surveyed enterprises are micro, while small enterprises are about 30% and medium ones are about 10%. Three enterprises have about 100 thousands employees.

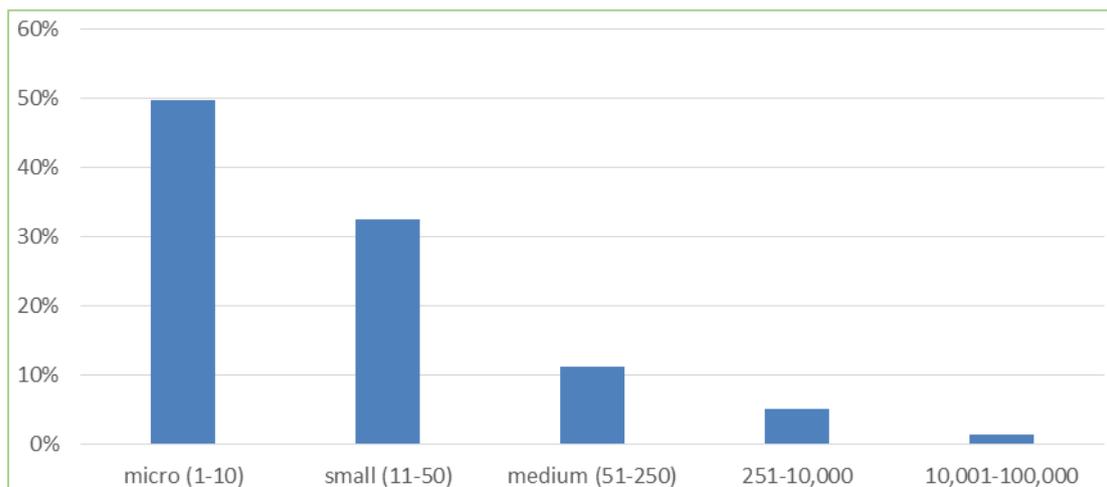


Figure 21: Size of the enterprises (number of employees)

¹ Enterprises from Belgium and Poland did not provide any answer to the questionnaire.

- **Customers mapping**

Enterprises have mainly national and local market. European and international market regards only 10% and 12% of the enterprises.

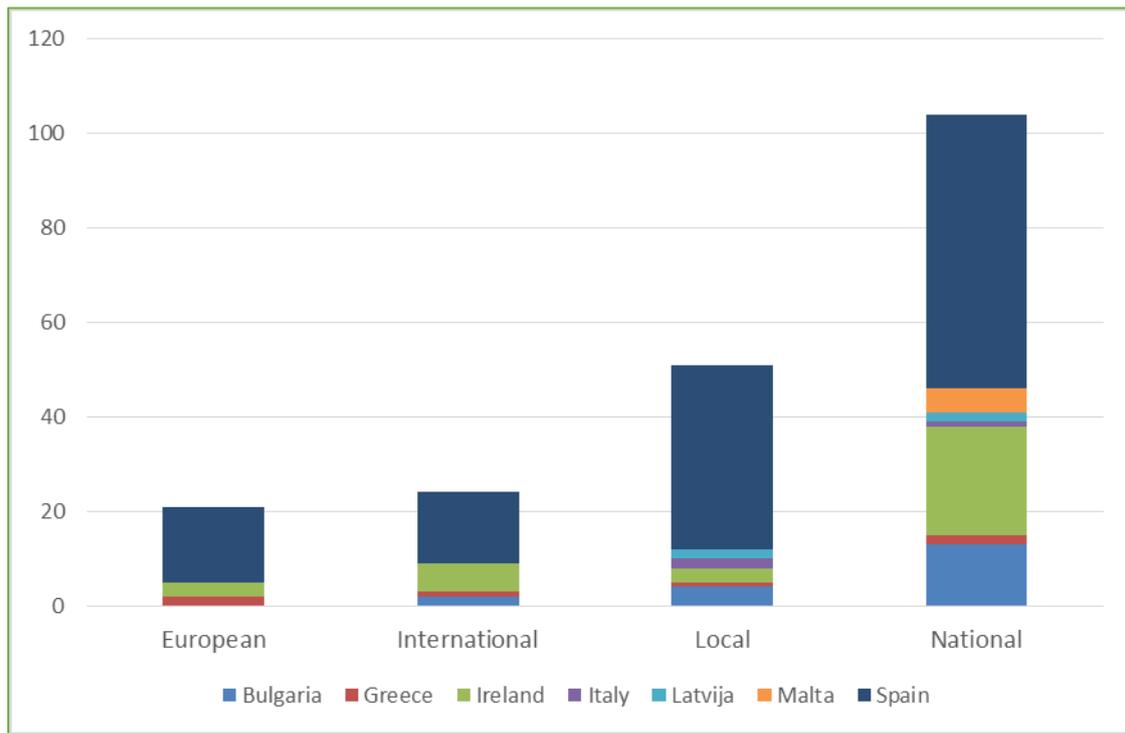


Figure 22: Main market of the enterprises

The customers of the enterprises are mainly other enterprises (50%) and about 22% of the enterprises sell to PAs. This share is divided between States, Regions, Municipalities, Universities and Hospital.

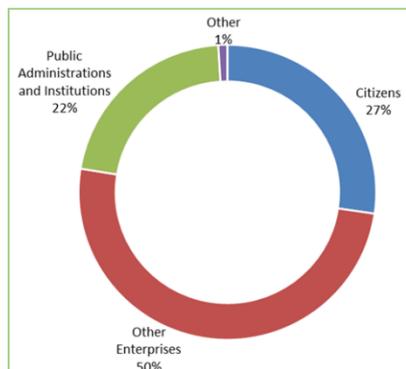


Figure 23: The main customers of the enterprises

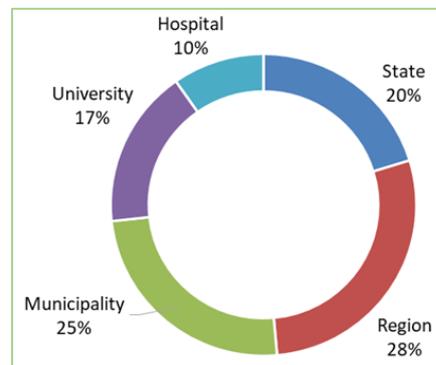


Figure 24: The type of Administration the enterprises work for

Most of the enterprises (62%) that sell to Public Administrations, declares to provide goods, services or public works with environmental characteristics.

- **Environmental sustainability reporting/accounting/tools**

About 50% of the enterprises have an Environmental Management System. ISO 14001 is the most common (60%).

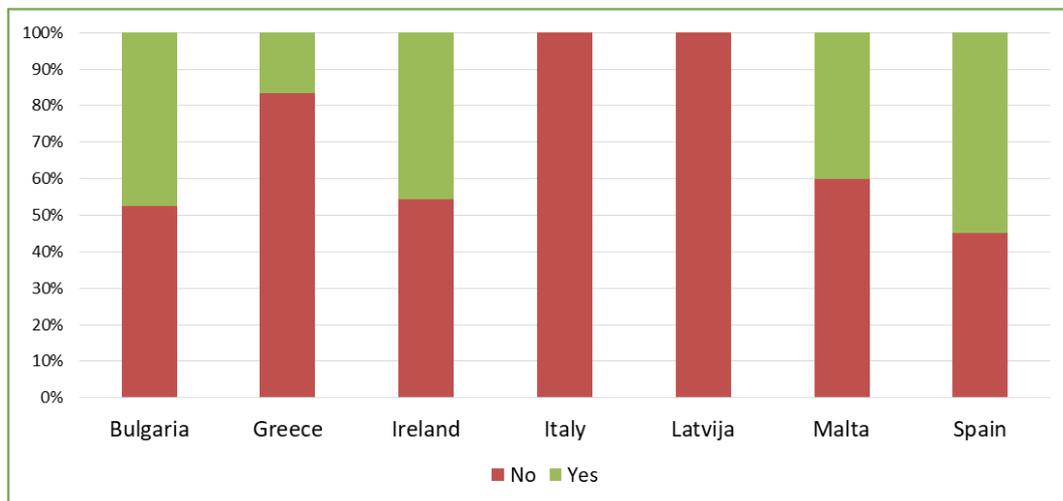


Figure 25: Enterprises having an environmental management system

On average about 21% of the enterprises have Corporate Social Responsibility policies/certifications. This percentage is much higher in Ireland where about 40% of the enterprises state that they have Corporate Social Responsibility policies/certifications.

22% of the Enterprises have environmental accounting system, environmental/social balance sustainability report. This percentage is much higher in Bulgaria where about 40% of the enterprises state that they have an environmental accounting system, an environmental/social balance and/or sustainability report.

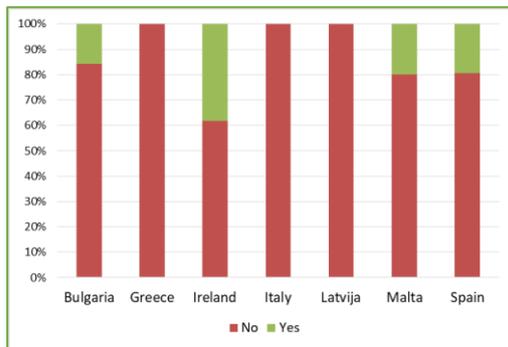


Figure 26: Enterprises having corporate social responsibility policies/certifications

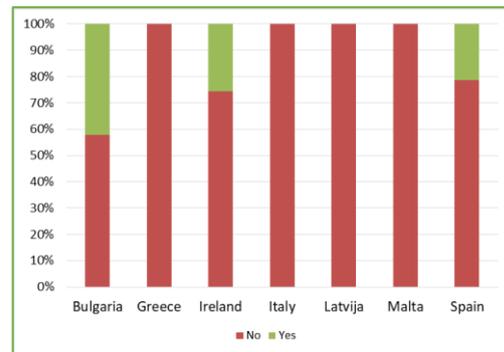


Figure 27: Enterprises having environmental accounting system, environmental/social balance, sustainability report

22% of the enterprises have Environmental label/certification of services/goods. Most common are Carbon Footprint and ISO Type I.

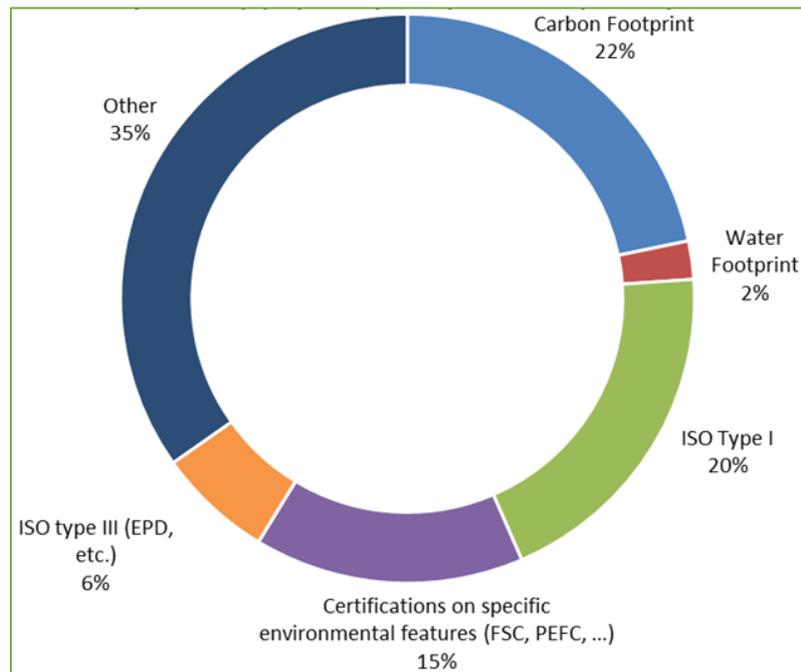


Figure 28: Environmental label/certification for the services/goods

36% of the surveyed enterprises have a communication plan or have activated some communication initiatives about environmental/social themes.

- **GPP knowledge and awareness**
 - 32% of the surveyed enterprises are aware of the GPP instrument.

- 35% noticed an increase in demand for green goods/ services/ public works in their sector by Public Administrations in the last years
- 32% have taken part to training initiatives, refresher courses, information on green procurement and/or environmental certifications.
- 37% declare to have environmental sector laws/ regulations you have/ to comply with to participate in public tenders.
- **Economic information related to GPP**
 - 33% of the surveyed enterprises do not have any turnover of green goods/services/works.
 - 18% have a turnover of green goods/services/works that amount to less than 10% of the total turnover of the enterprise.
 - 15% have a turnover of green goods/services/works that amount to more than 90% of the total turnover of the enterprise.

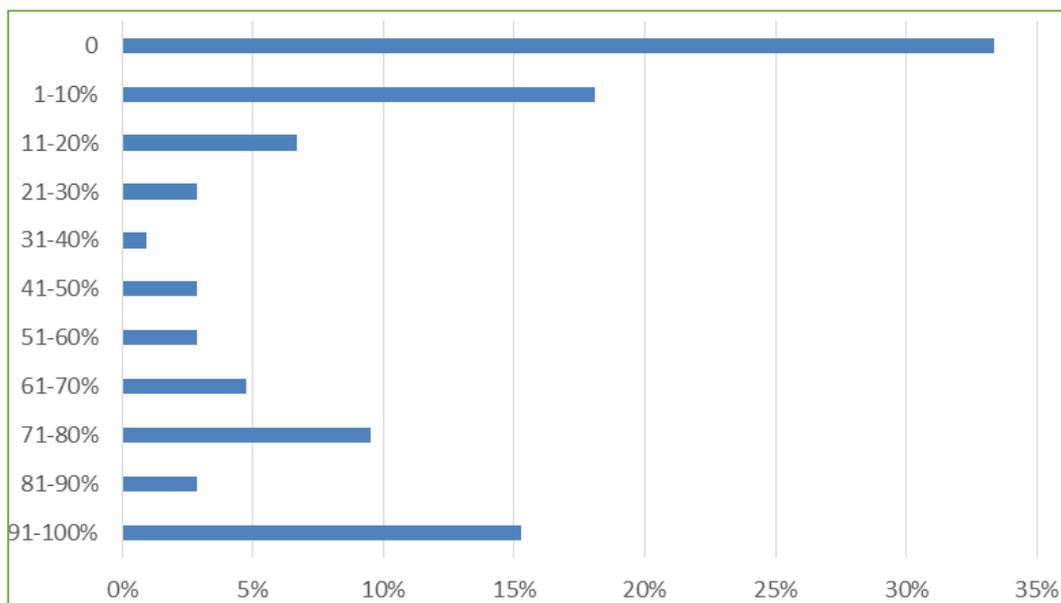


Figure 29: Turnover of green goods/services/works compared to total turnover

The market for green goods and services includes many categories that have minimum environmental requirement set by the EU. The main area of turnover for enterprises who supply to public purchaser is copying and graphic paper, food and catering services and combined heat and power.



Figure 30: Number of enterprises with green turnover by public purchaser for each category

- **GPP implementation: weakness and opportunities**

29% of the enterprises experience obstacles in fulfilling the environmental requirements of the PAs. The main obstacle is the perceived higher cost of green goods, services and works.

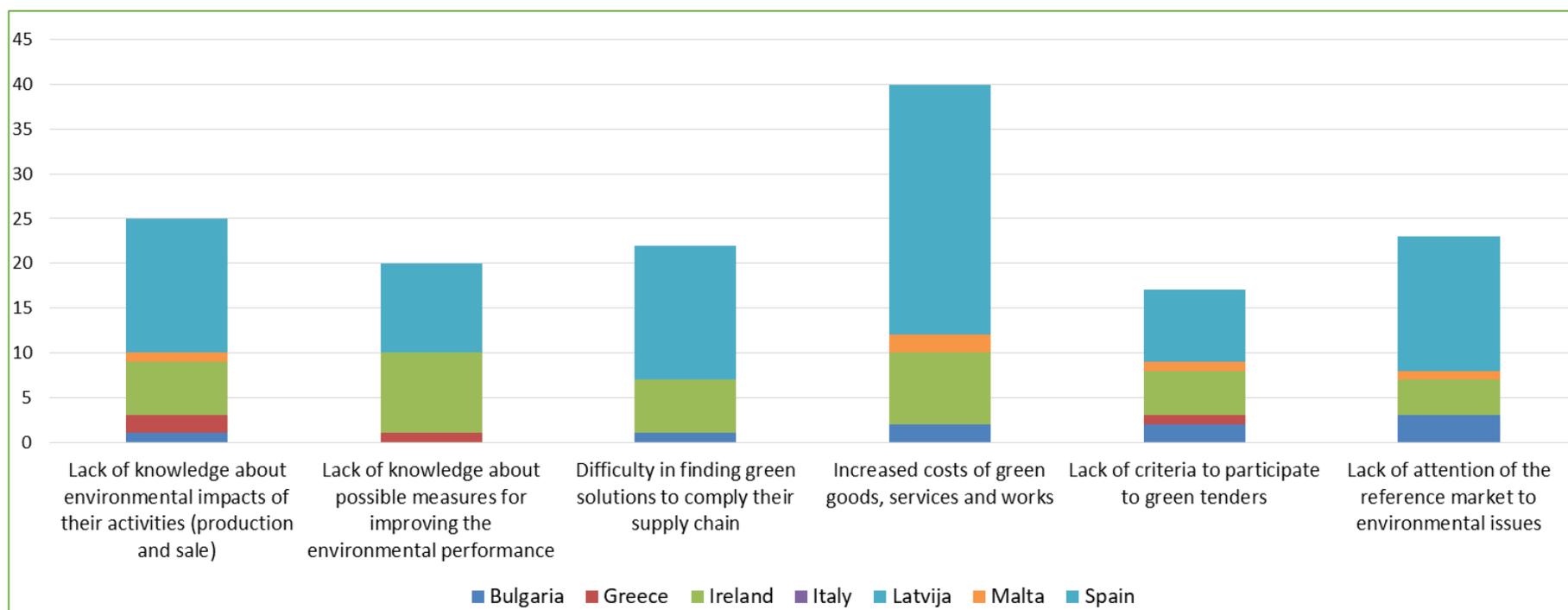


Figure 31: Obstacles and problems in responding to the environmental requirements of the Public Administrations

86% of the enterprises state they find benefits in complying with the environmental requirements of the PAs.

The main opportunity is the improvement of the quality of the environment. Other important benefits are the improvement of the Enterprise images and the enhancement of environmental/social ongoing policies.

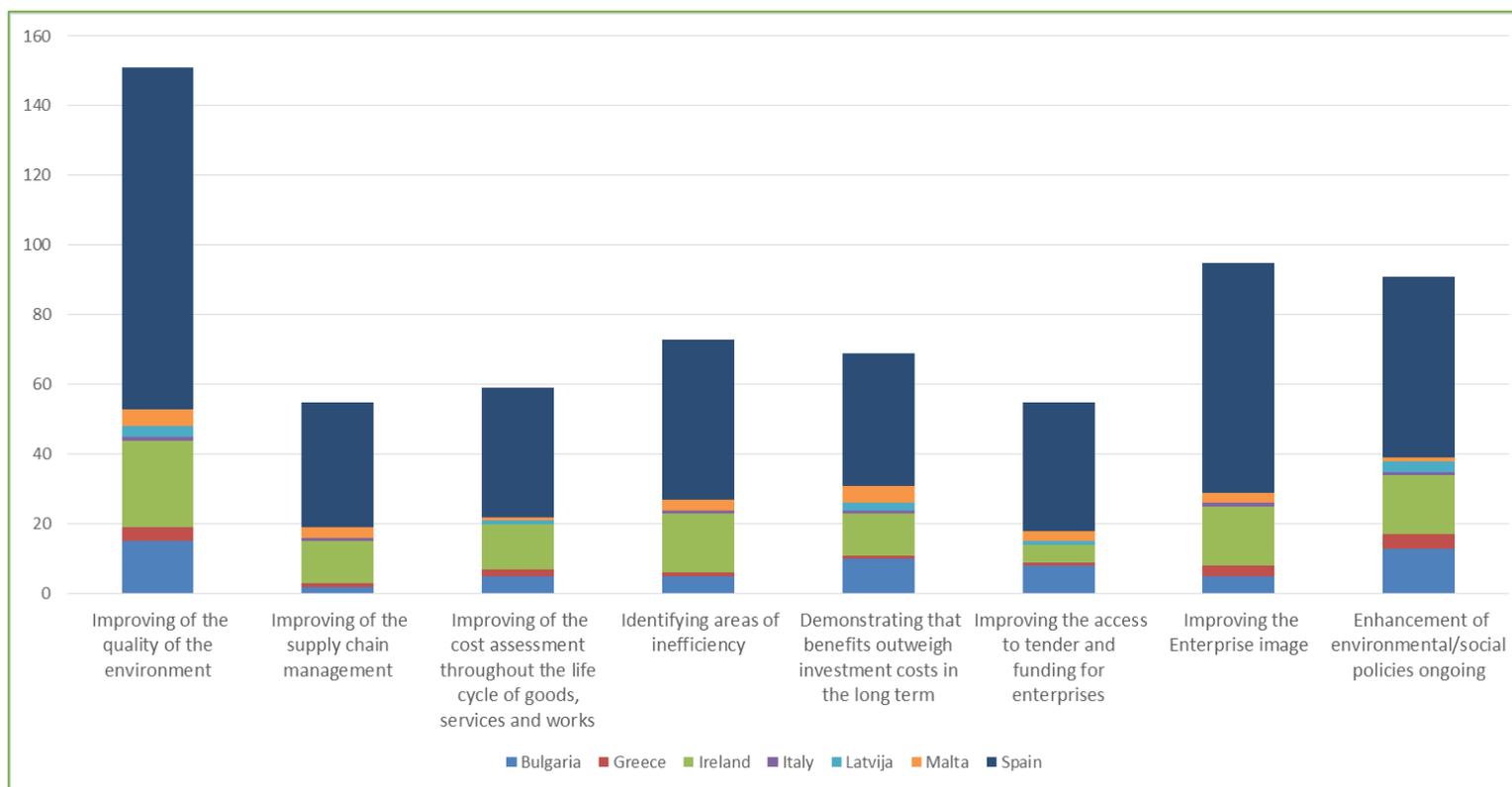


Figure 32: Opportunities and advantages in complying with the environmental requirements of the Public Administrations

The same answers are shown according to percentage for each country. The overall result is quite homogeneous within each country. Two countries (Italy and Latvija) provided answers only on 6 out of 8 options.

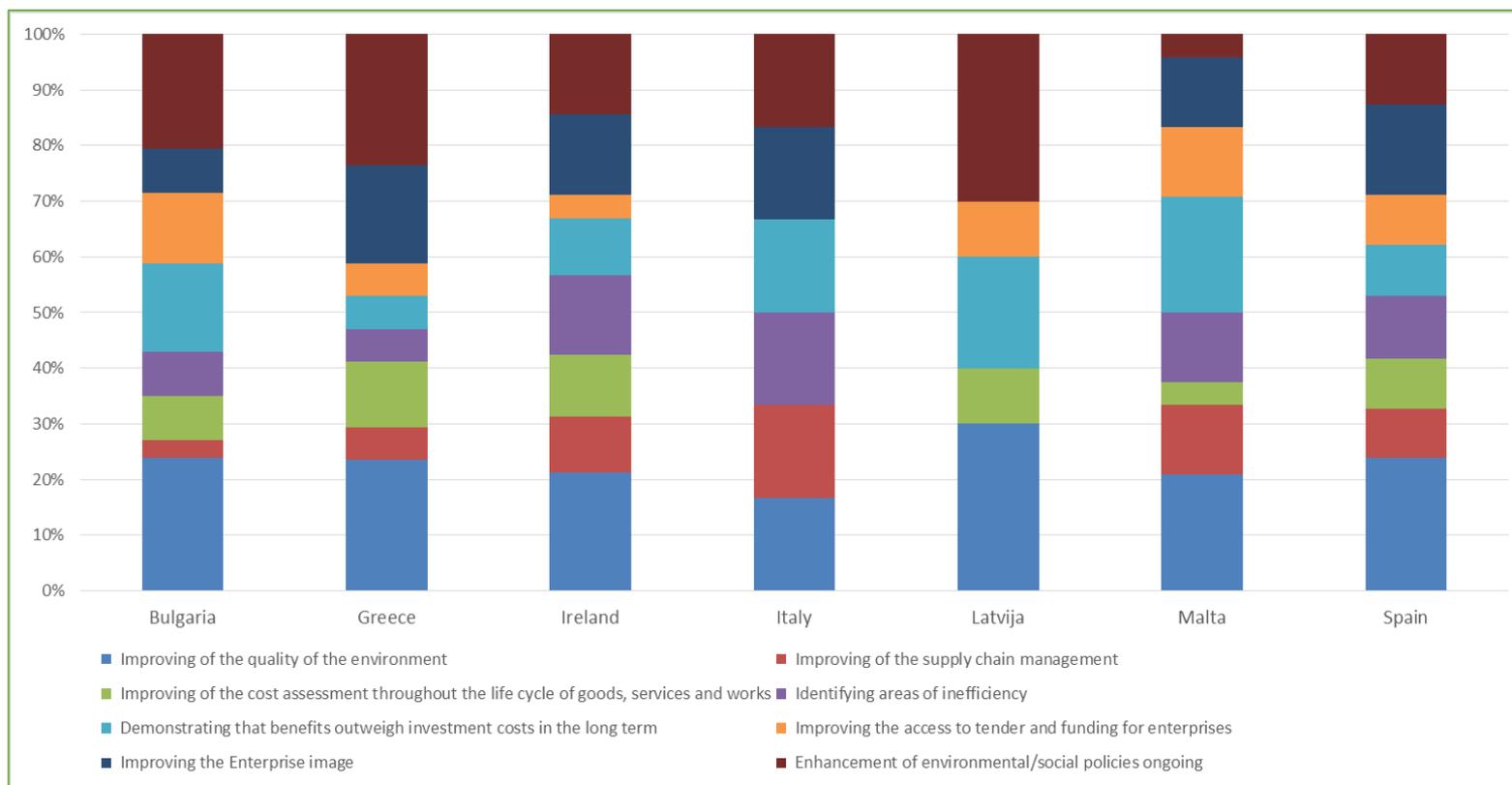




Figure 33: Opportunities and advantages in complying with the environmental requirements of the Public Administrations (% in each country)

Answers are coherent with those provided by PAs.

The reasons influencing enterprises in complying with the environmental features of PAs, implementing GPP, are quite various. All the proposed reasons reached an average value between 3 and 4.

In the table are highlighted some values above (green) or below (red) the average.

	Bulgaria	Greece	Ireland	Italy	Latvija	Malta	Spain
Publicly demonstrating compliance with ethical and environmental principles to stakeholders	4,4	4,4	4,2	2,0	2,8	4,6	3,8
Improving the perception of the enterprise by the local community	4,3	3,8	3,6	4,0	3,0	3,8	3,8
Reducing cost of public expenditures saving natural resources or reduceing pollution fees	3,8	4,0	3,8	5,0	3,5	4,2	3,8
Promoting on the market environmentally friendly goods and services	4,1	3,4	4,0	4,0	3,0	4,0	3,9
Being more successful in public procurement tenders based on environmental criteria	4,2	3,4	3,5	3,0	4,3	3,8	3,7
Increasing the value of the enterprise guaranteeing good reputation on environmental issues	4,3	4,0	3,0	4,0	2,8	3,0	3,3
Responding to direct requests from purchasers	4,4	3,4	3,6	2,0	4,3	3,2	3,6
Obtaining access to funding	4,2	3,2	2,7	4,0	3,3	2,6	2,9
Complying with direct requests from the Corporate Property	4,5	3,2	3,1	2,0	2,8	3,4	2,8
Demonstrating a leadership position in social responsibility in their sector	4,2	4,2	3,6	3,0	2,8	4,0	3,6
Imitating the adoption of similar practices by other enterprises in the same sector	4,3	3,6	2,8	2,0	3,3	3,8	3,0
Having access to simplification measures (tax benefits, reduced inspections, ...)	4,2	3,6	2,8	2,0	3,3	2,8	3,1
Reducing the environmental risks and improving accident management	4,3	3,6	3,3	4,0	3,5	3,4	3,9

Figure 34: The reasons that influencing the in complying with the environmental features of PAs (mean value on a 1 to 5 scale)

Most common needs are Specific training, Guidelines and Measures to simplify regulations

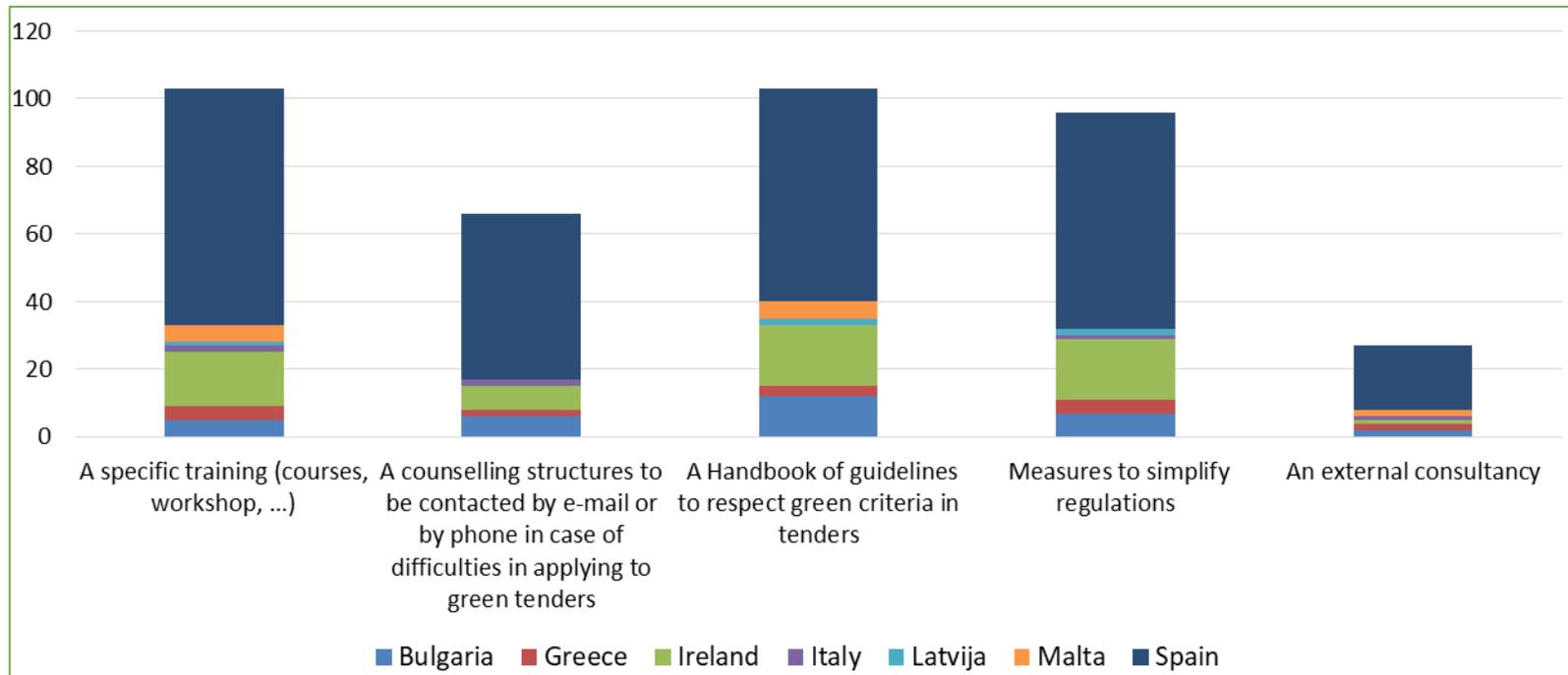


Figure 35: Needs of the enterprises to be able to comply with the environmental requirements of the Public Administrations

4.2 Desk research

More than 50 sources were analysed to obtain a complete and updated overview of the main factor influencing success in GPP initiatives. The more recent documents were favoured in the analysis, but some more than 10-year-old documents, such as “Green Public Procurement in Europe, 2006, Conclusions and recommendations” were also considered in order track of the evolution in the GPP field.

The following table report a brief description of the documents analysed in the desk research and, in some cases, the main conclusions and outcomes are reported.

Year	Document Title	Author
2017	GPP Advisory Group	DG Environment
	Contains a range of documents on lifecycle costing, GPP Criteria, reports, updates from member states on implementation of GPP. (Webpage)	
2017	Green Public Procurement and the EU Action Plan for the Circular Economy	European Parliament, Directorate General for Internal Policies, Policy Department A: Economic and Scientific Policy
	Public procurement and the purchasing of services, works and supplies cover about 14% of European gross domestic product (GDP). Procurement initiatives, tools and guidance therefore have tremendous power and make products and services greener and more sustainable. The assessment carried out in this study provides results on the applicability of ongoing initiatives and shows how they contribute to the European Commission’s Action Plan on the Circular Economy. With the proposed recommendations the involved parties are offered possibilities and options for a better approach in the future. (Report)	
2017	Procura+ Network	Sustainable Procurement Platform
	Provides, information, networking opportunities, case studies, and resources through this online hub. (Webpage)	
2017	Procurement Forum	Procurement Forum
	The online hub of all things related to public procurement of innovation, the Procurement of Innovation Platform is the starting point for Public Authorities, procurers, policy makers, researchers and other stakeholders working in the field to discover the particularities of PPI. This Procurement Forum is the part of that platform that gives stakeholders a chance to exchange, connect and collaborate. (Webpage)	

Year	Document Title	Author
2017	Scottish Government: Case Studies	Zero Waste Scotland
	Published case studies of work to support public sector organisations to implement sustainable procurement on the Scottish Government. (Webpage)	
2016	Public procurement for a better environment	DG Environment
	Set outs the EU background to GPP. (Webpage)	
2016	The Procura+ Manual A Guide to Implementing Sustainable Procurement (3rd Ed)	Simon Clement, John Watt, Abby Semple
	This fully updated and revised edition of the Procura+ Manual aims to position sustainable procurement in the current economic, political and legal framework. As with previous editions, it acts as a central point of reference for Public Authorities and others wishing to understand and implement sustainable procurement. The lessons and experiences of Procura+ Network participants are reflected in the pages that follow, together with the findings of a number of recent large-scale studies and sector-specific initiatives. The Manual continues to offer a clear overview of what sustainable procurement is, how it can be implemented and what the costs and benefits are. It is intended to be used both by those who are new to the field and those who are already familiar with the key concepts, but are seeking examples of sustainable procurement in action and arguments to strengthen it within their own organisations. (Guidance Document)	
2016	Green Business Procurement	EPA
	Provides support documents and some case studies. (Webpage)	
2016	Green public procurement as an initiative for sustainable consumption. An exploratory study of Spanish public universities	Bélgica Pacheco-Blanco, María José Bastante-Ceca
	This paper analyses the contribution of universities to sustainable consumption through Green Public Procurement initiatives, from both external and internal perspectives. The results reveal that universities generally include environmental criteria in the public procurement contract specifications and that they regularly organise awareness and media campaigns. (Journal article)	
2016	Buying Green, A Handbook on green public procurement (3 rd Ed)	European Commission
	<p>The handbook is designed to help Public Authorities successfully plan and implement GPP. It explains the possibilities offered by European Union law in a practical way, and looks at simple and effective approaches to greening contracts.</p> <p>The proposed steps to buy green are:</p> <p>1) Implementing GPP</p> <ul style="list-style-type: none"> - Commit to the process, and secure political support, by adopting a GPP policy with clear definitions and targets appropriate to your organisation 	

Year	Document Title	Author
	<ul style="list-style-type: none"> - Set priorities for the product and service groups you will address by consulting existing GPP criteria, eco-labels and other sources - Put in place information, training, networking and monitoring activities to ensure you reach your goals <p>2) The procurement process</p> <ul style="list-style-type: none"> - Consider how green requirements will affect the procurement process for the goods and services you have chosen, and how you will implement them in line with legal obligations - Get an overview of the products and services available on the market by engaging suppliers and make a business case for GPP based on life-cycle costing <p>3) Defining the requirements of a contract</p> <p>When tendering, define the subject matter and technical specifications for contracts in a way which takes into account environmental impacts throughout the life-cycle of the goods, services or works you are buying, and consider using labels to define your requirements</p> <p>4) Selecting and excluding tenderers</p> <p>Apply, where appropriate, selection criteria based on environmental technical capacity or environmental and supply chain management measures, and exclude tenderers who do not comply with applicable environmental laws</p> <p>5) Awarding a contract</p> <p>Set award criteria, which encourage tenderers to deliver even higher levels of environmental performance than those specified, and apply these in a transparent way. Assess lifecycle costs when comparing tenders and reject abnormally low tenders if these do not comply with environmental law</p> <p>6) Contract performance clauses</p> <p>Set contract performance clauses, which underline the environmental commitments made by contractors, and provide appropriate remedies where they fall short. Ensure there is a system for monitoring these commitments and that they are also applied to subcontractors</p> <p>7) Key GPP sectors</p> <p>Identify specific GPP approaches to tendering in high-impact sectors such as buildings, food and catering, vehicles and energy-using products. (Guidance Document)</p>	
2015	Going Green: Best Practices for Sustainable Procurement	OECD
	The compendium wants to contribute to the analysis of lessons learnt by countries in using public procurement as a strategic lever to support government objectives, in this case environmental policy objectives. (Report)	
2014	What Are The Challenges To Sustainable Procurement In Commercial Semi-State Bodies In Ireland?	Joey Gormly

Year	Document Title	Author
	This study provides the first complete insight into the use of sustainable procurement in Irish commercial semi-state bodies. It explores the extent and type of use of sustainable procurement plus identifies and examines the challenges to its use. The research findings show that sustainable procurement is being practised in the majority of the commercial semi-state bodies. Definition of sustainable procurement, the absence of mandatory guidelines, cost, time and a dearth of sustainable procurement knowledge by suppliers are some of the main barriers put forward by participants. (Journal article)	
2014	Drawbacks and opportunities of green public procurement: an effective tool for sustainable production	Testa, F., Annunziata, E., Iraldo, F., and Frey, M.,
	The study analyses the factors driving the inclusion of environmental criteria in public tenders. Working on data from Italian municipalities, our statistical analysis confirmed that intensifying information and raising awareness on GPP techniques can strongly support the development of public green tenders . Moreover, our work reveals that good GPP performance cannot be achieved through the mere adoption of a certified Environmental Management System (EMS) by a Public Authority alone, but rather through the level of maturity of the certified EMS that provides a growing “added value” to GPP practices. Finally, findings of this study demonstrate that the relevant limitations linked to the small size of Public Authorities can be overcome by the progress in GPP brought by several European, national and local supporting initiatives . (Journal article)	
2014	An Analysis of the Barriers to and Drivers of Green Public Procurement in Achieving a More Sustainable Construction Industry	P. Butler, M. Keaveney
	The purpose of this research is to determine and examine the key barriers to and drivers of implementing GPP in public procurement departments in order to reduce the effect construction works have on the environment. The uptake of GPP as an environmental tool among public procurement departments is extremely slow and non-existent in most cases. The findings highlight the key barriers such as the perception that greener products and services are more expensive, lack of resources, lack of training and lack of support from higher authorities. However, there does seem to be a drive from higher authorities towards implementing GPP in the form of regulations and legislation. (Report)	
2014	Green Procurement in the private sector: a state of the art review between 1996 and 2013	Andrea Appolloni, Hui Sun, Fu Jia, Xiaomei Li,
	The purpose of this paper is to identify the main themes of Green Procurement (GP) in the private sector through a literature review of papers published between 1996 and 2013 and to develop some future research directions. GP research has garnered interest from academics and industry alike. This is demonstrated by the increasing number of academic papers published in recent years. This literature review builds on the three themes in the adoption of GP identified from the literature: 1) the motivation and drivers for the	

Year	Document Title	Author
	implementation of GP; 2) barriers to the implementation of GP; 3) the performance impacts of the adoption of GP. Given that there are distinctive features of the private sector, compared to the public sector, this analysis focuses on GP in the private sector. The approach to GP holds important implications for managers, by directing limited resources towards projects which intersect both environmental performance and economic performance. The article discusses interesting findings, develops a conceptual framework of GP and suggests a number of directions for future research. (Journal article)	
2014	GREEN PROCUREMENT Guidance for the Public Sector	EPA Ireland
	A guidance document to assist the public sector to implement and maintain procedures for green public procurement. The purpose of this guidance is to provide a practical overview of the issues at stake, best practice examples and detailed criteria for insertion in tenders. (Guidance Document)	
2013	Green Procurement	International Institution for Sustainable Development
	Brief overview with resources and case study. (Webpage)	
2013	COMMUNICATION FROM THE COMMISSION TO THE EUROPEAN PARLIAMENT AND THE COUNCIL Building the Single Market for Green Products Facilitating better information on the environmental performance of products and organisations (COM/2013/0196 final)	European Commission
	The problems that the proposal intends to tackle are: <ul style="list-style-type: none"> • The lack of a common definition of what a 'green product' is, and what makes a 'green organisation', • Unnecessary costs for business • Obstacles to the free movement of products marketed as green • The lack of consumers' trust in green claims <p>The general objective of the EU action in this area is to contribute to improving the availability of clear, reliable and comparable information on the environmental performance of products and organisations to all relevant stakeholders, including to players along the entire supply chain.</p>	
2013	Mapping out good practices for promoting green public procurement OECD meeting of Leading Practitioners on Public Procurement	OECD
	Green public procurement (GPP) is increasingly used by OECD countries as a policy lever to promote sustainable development. However there are still important obstacles to tapping on its full potential, in particular the perception that GPP is more expensive, the lack of technical knowledge from procurement officials on how to integrate environmental criteria in the process and the absence of	

Year	Document Title	Author
	monitoring. When reporting on progress made in implementing the OECD Recommendation on Enhancing Integrity in Public Procurement, countries pointed out the challenge of using GPP in a transparent and cost-effective manner. In particular they called for the development of a Compendium of good practices on green public procurement.	
2013	GPP 2020. Procurement for a low-carbon economy	GPP 2020 consortium
	<p>GPP 2020 aimed to mainstream low-carbon procurement across Europe in support of the EU's goals to achieve a 20% reduction in greenhouse gas emissions, a 20% increase in the share of renewable energy and a 20% increase in energy efficiency by 2020.</p> <p>To this end, GPP 2020 implemented more than 100 low-carbon tenders, which directly resulted in substantial CO₂ savings. Moreover, GPP 2020 ran a capacity building programme that included trainings and exchange. (Webpage)</p>	
2012	Procurement, Innovation and Green Growth: The story continues	International Institute for Sustainable Development
	<p>Many stakeholders are not yet convinced that procurement and PFIs can successfully be positioned as green growth drivers. They are concerned that procurement is a complex process and subject to corruption and cronyism. But on the contrary introducing sustainability criteria increases the pressure on the public sector to ameliorate transparency and market consultation on tendering.</p> <p>Development partners are also concerned that in lower-income countries, public financial and administrative systems are "too immature" for green public procurement.</p> <p>Others are also concerned that green public procurement might provide an unfair advantage to foreign suppliers and crowd out domestic companies who may not be able to meet the demands of green tenders.</p> <p>The complexity is to ensure: a) adequate and transparent market consultation to determine where public procurement and PFI policies need to set the bar on sustainability performance; b) the lead time required for domestic suppliers to seek finance and upgrade in order to be ready to respond to greener tenders; c) improved capacity of both suppliers and procurers in the art of building in and meeting sustainability requirements across specifications, award criteria and contract conditions; d) assessment of the appropriateness and implementing targeted "set asides" for industries where green competitiveness needs to be boosted; e) alignment of green procurement with the wider macroeconomic, social and environmental policies so that they work in the same direction.</p> <p>Green procurement is a cross-cutting policy and needs to be calibrated as such. IISD and the Partnership for Procurement and Green Growth endeavour to further the wider uptake of green procurement and PFIs across the world. We greatly welcome the leadership provided by the Global Green Growth Forum to this important and catalytic agenda. (Report)</p>	
2012	Green Tenders An Action Plan on Green Public Procurement	DCCAIE

Year	Document Title	Author
	Sets out Irelands Action Plan for the implementation of Green Public Procurement. (Action Plan)	
2012	Guidelines for Green Procurement Promotion (Provisional Edition) - Promotion of value chain management -	Ministry of the Environment of Japan
	Guidance Document	
2012	THE UPTAKE OF GREEN PUBLIC PROCUREMENT IN THE EU27	Centre for European Policy Studies (CEPS) and College of Europe
	<p>In 2011, the Commission commissioned a study with the aim of measuring if this target has been met. Since there are no systematic statistics on GPP in the Member States, the Centre for European Policy Studies and the College of Europe conducted a survey in which over 850 Public Authorities from 26 Member States participated. The respondents provided detailed answers regarding the use of core G PP criteria in the last contract they had signed for one of the ten product/service groups and gave more general information on the "greenness" of their overall procurement in the period 2009/2010. For this general part, the study collected information on more than 230,000 contracts signed by Public Authorities in 2009-2010, for a value of approx. 117.5 billion Euros.</p>	
2012	Implementing sustainable procurement: overcoming common barriers	Fay Blair and David Wright
	<p>The document highlight some examples which demonstrate a real difference in delivering sustainable outcomes through procurement.</p> <p>The 5 main barriers in implementi GPP are described and examples on how overcome them are presentd. Barrier 1: Lack of senior (executive) and organisational support, Barrier 2: Structural and organisational change, Barrier 3: Lack of coherent corporate procedures, systems and approaches, Barrier 4: Lack of time resources, knowledge and capacity,Barrier 5: Costs, perceived costs and cashable savings.</p>	
2011	Green Procurement in the Public Sector Potentials and Barriers	Torben Chrint
	<p>One of the instruments often debated is green public procurement. Opposers of green procurement are typically worried about possible additional costs that the public will have to bear and at the same time, they doubt that the state via subsidy policies and the like is able to "pick the winners". Conversely, the supporters point out the enormous potential in "pushing" the market in the right direction and actually feel able to demonstrate economic benefits of green procurement.</p> <p>The purpose of this report is to answer some of the questions often posed in this debate, by looking into the following questions:</p> <p>Which policies do the EU and the OECD have for green procurement?</p> <p>What is the status and what is the potential for green procurement in Denmark?</p>	

Year	Document Title	Author
	<p>Compared to seven comparable countries, how is Denmark doing with regards to green procurement?</p> <p>What are the most substantial potentials and barriers for green procurement in Denmark, environmentally and economically?</p> <p>To promote cost effective green procurement in Denmark, what would be an advantageous starting point?</p> <p>(Journal article)</p>	
2011	Sustainable procurement in the public sector: an international comparative study	Stephen Brammer, Helen Walker
	<p>Public bodies are being encouraged to procure sustainably, to reduce their social and environmental footprint and in order to stimulate sustainability in the private sector. However, little is known about how public sector organisations internationally are responding to this encouragement or of the conditions that are most conducive to sustainable procurement (SP). The purpose of this paper is to address these gaps in our knowledge so as to inform policy development at the government and organisational levels.</p> <p>The authors report the findings of a survey of sustainable procurement practices within a sample of over 280 public procurement practitioners from 20 countries and with collective responsibility for expenditure totalling \$45bn p.a. (Journal article)</p>	
2011	Psychological Barriers In The Road To Sustainable Development: Evidence From Public Sector Procurement	Lutz Preuss and Helen Walker
	This article provides a conceptual framework for understanding key psychological barriers to implementing sustainable development in procurement process by local government and health care authorities. (Journal article)	
2011	Special feature: Green procurement	OECD
	Brief overview from data from OECD Survey on GPP. (Feature)	
2011	What factors influence the uptake of GPP (green public procurement) practices? New evidence from an Italian survey	Francesco Testa, Fabio Iraldo, Marco Frey, Tiberio Daddi
	<p>Drawing upon a database of Public Authorities located in three Italian Regions, this paper assesses the determinants and drawbacks of green procurement adoption.</p> <p>The econometric analysis shows that the dimension of Public Authorities and the level of awareness of the existing tools for supporting GPP have a positive and significant effect on the probability that they adopt GPP practices. (Working paper)</p>	
2010	Benefits of green public procurement	Bjørn Bauer, Ida Bode, Jens Christensen, Karen Christensen, Tue Dyekjær-Hansen

Year	Document Title	Author
	Green Public Procurement (GPP) can play a significant a role in efforts to influence the private sector towards more sustainable products and services. Following an account of the environmental impact of Nordic public procurement, the project provides an assessment of the potential of strengthening GPP within three key product groups in Nordic public procurement. A decision model for GPP is also developed. Conclusions and recommendations on how to strengthen the benefits of GPP are provided. (Academic book)	
2009	Environmental consideration in procurement of construction contracts: current practice, problems and opportunities in green procurement in the Swedish construction industry	Annika Varnäs, Berit Balfors, Charlotta Faith-Ell
	Research and initiatives concerning green procurement have largely focused on products. This article, however, explores the current practice, problems and opportunities of green procurement of construction contracts. In particular, the application of environmental criteria for contract awarding is targeted. The findings of the study indicate that both public and private clients in the Swedish construction industry consider environmental issues in their procurements. The environmental preferences are often formulated as environmental requirements. However, environmental criteria in tender evaluation are less common and seldom affect the award decisions. The environmental evaluation criteria that do occur often relate to the contractors' capabilities of managing the environmental work in the project. (Journal article)	
2009	Using Public Procurement to Stimulate Innovation and SME Access to Public Contracts	Procurement Innovation Group, Dublin, IE
	This Report identifies thirteen recommendations aimed at fostering a culture of innovation among public procurers, exploiting the innovative potential of SMEs and improving the quality of data available on public procurement. (Report)	
2009	Making the Case for Sustainable 'Green' Procurement	Victor Bobis and John Staniszewski
	In this current environment of erratic and dramatic escalation of costs for goods and services, added government regulation, and greater globalization, procurement organizations should quickly realize the strategic value that sustainable procurement addresses. Best-in-class procurement organizations have accepted the reality that sustainable 'green' procurement is an initiative that cannot be ignored and is here to stay. Individually or in combination, government regulations, economic realities, and social concerns will force companies to consider sustainability as an initiative. The main difference between sustainability in the past and what is presently touted, is that making every action sustainable, or green, in a holistic fashion covers Organization, People, Process, and Technology. The best-in-class companies referenced above have realized the importance of transforming into a sustainable enterprise, and recognizing that it is another step in the evolutionary process to improve cost savings. (Journal article)	

Year	Document Title	Author
2009	Collection of statistical information on Green Public Procurement in the EU Report on data collection results	PricewaterhouseCoopers, Significant and Ecofys
	The main objective of this study is to monitor the current level of GPP in the seven best performing Member States by developing and implementing methodologies for: 1) Measuring quantitative levels of GPP (numbers and value of “green” contracts as compared to overall number and value of public procurement contracts), 2) Measuring the CO2 and financial impact of GPP, 3) Monitoring GPP in the Member States. (Report)	
2009	Green procurement makes a difference!: Prime examples from the Nordic countries	Nordic Council of Ministers, Nordic Council of Ministers Secretariat
	This brochure presents a number of inspirational examples of green procurement in the Nordic Region. We hope it will help decision-makers and procurement officers to raise environmental standards. (Brochure)	
2009	Green procurement in Norway; a survey of practices at the municipal and county level	Ottar Michelsen, Luitzende Boer
	Consumer pressure is usually considered as one of the major drivers for more environmental friendly products. During the last decade an increasing focus on public procurement has emerged as an important contributor to that pressure. In this paper we focus on the role of municipalities and counties in green public procurement. Based on surveys we investigate to what degree green public procurement is implemented in Norwegian municipalities and counties and which capabilities are critical for successful green procurement. We both investigate to what degree environmental information is requested in call for tenders and also to what degree the information is actually used in the final selection of supplier. The information gathered from the municipalities and counties is compared with information obtained from potential suppliers to see if suppliers and purchasers agree on the importance of environmental demands in the selection of suppliers. (Journal article)	
2007	Costs and Benefits of Green Public Procurement in Europe	Öko-Institut e.V. ICLEI
	Due to the market power of the purchasing activities of Public Authorities, green public procurement can make an important contribution to reducing environmental impacts and to changing unsustainable production and consumption patterns . Beside the direct positive effects on the environmental impacts, GPP can also stimulate innovation of environmental technologies (demand-pull effect) and serve as an example for private procurement. There is still a lot of space for improvement regarding GPP in all Member States. Amongst others, the main barrier for GPP is the ‘perception that environmentally friendlier products would be more expensive’. (Report)	
2006	Green Public Procurement in Europe, 2006, Conclusions and recommendations	Take 5 Consortium
	This study describes the state of the art of GPP in Europe on the basis of responses to 860 on line questionnaires and by analysing the use of environmental criteria in	

Year	Document Title	Author
	more than 1000 tender documents. (Report)	

This desk research has outlined factors that often influence the levels of procurement of green products within Public Administrations and the changes in the production of green products by enterprises. Factors that affect the purchasing of green products (or improvement opportunities) in both production and purchase are also listed.

The factors listed refer to different levels of the GPP value chain and involve external entities such as the market structure, the regulatory framework or competition pressures.

- Buying services rather than goods (e.g. in the information technology market) provides suppliers with a strong incentive to supply top products in terms of energy performance, durability and quality, with less CO₂ emissions, less material use, no waste and increasing the level of efficiency for end users.
- The public procurement market, including the centralised public procurement market, is a strategic tool for creating an environmentally friendly attitude and promoting environmentally friendly products.
- Environmental requirements must work together with economic interests (cost efficiency, favourable tender prices).
- Green products have to keep compatibility with other non-green product and services. Therefore, green products can enter the market gradually, even if not all the chain can be replaced (e.g. the compatibility of the printers and the recycled paper or the bio-fuel and the vehicle engine)
- Raising awareness on available green products, with catalogue and advertisements, is a key factor for their success.
- Obtaining information on GPP tenders/contracts is still difficult, since this market is still not well known.
- The lack of managerial and technical skills to deal with complex/new tender procedures is still slowing the growth of the green products and services market.

- Green products and services are generally innovative and the enterprises need financial resources to conduct research to ensure products are state of the art and at the highest standards. Shortage of financial ??? to cope with guarantees, advance payments or delays obstacle the required degree of innovation.
- The lack of common green criteria lead to increased administrative burden.
- The GPP is still not mandatory in all European countries (except Italy).

5 Conclusions and recommendations

The final chapter of this report summarizes the main outcome of this activity and lists the conclusions and recommendations.

- The web delivery of the questionnaire was supported by intermediaries selected by local partners. This approach was chosen to increase the chance of obtaining a good response rate, but it did not allow for direct control of the process of response gathering. This means that in some countries the intermediaries achieved a suitable response rate, while in others the response rate was poor. The overall number of answers collected (see Tab.1) was effective, but not evenly distributed within the project countries.
- The survey was conducted during the summer season due to the project time schedule. In summer, many private and public activities run slower and some offices are even closed and this affected the response rate in a number of partner locations.
- The sample collected is diversified (e.g. the entities differ for size, field, public/private, etc.) and is clearly polarized on *GPP friendly* entities: in particular in 7 out of 9 countries more than 50% of the PAs declare awareness of GPP (In Bulgaria and Malta this percentage reach 100%). Nevertheless, the results of the survey give an interesting overview of the present state and the expected future of GPP in Europe.
- The desk research was focused especially on those topics that were not suitably clarified by the web survey. The large amount of sources returned in the initial search required a robust selection process to remove non relevant resources the sources.

The survey and the desk research provided detailed information on the GPP in Europe. The full analytical results are presented in the previous chapters, however some of the key results are highlighted below.

- Public Administrations and enterprises have similar visions about opportunities and advantages of GPP: both see that the most important

opportunity for GPP is as a driver to improve the quality of the environment and improve their own public image). The third opportunity reported by PA's is to stimulate of the uptake of environmental technologies in enterprises and the enhancement of environmental/social policies. A common vision and a mutual understanding between PA's and enterprises can be a crucial factor for the development of the green economy .

- PAs and enterprises state different obstacles and barriers in implementing GPP in relation with their economic, social and environmental role in the society. Public Administrations often show little familiarity with GPP (in particular in Malta and Italy) and with the tools to implement it such as difficulties in finding the ecological criteria to be included in green tenders a lack of knowledge about environmental impacts of goods/services/public works as well as poor understanding of the environmental and economic implications, in terms of benefits generated and real costs of green goods and services compared to traditional ones. The enterprises found observed problems in adapting their offer to the requests of the PA. Mainly they state increasing costs of products, services and works (in particular in Spain) that they must guarantee in order to meet the green requirements. Therefore, the PAs have a great capacity to drive the market through their demand and to stabilize the costs when all the PAs will apply GPP in a widespread way.
- 66% of PAs and 33% of enterprises are aware of GPP existence. The needs of PAs are quite homogeneous when compared across all the partner countries. A deeper knowledge is required in some specific topics and regarding some tools to implement GPP. Both PAs and enterprises need training courses and info days workshops (more than 40% of enterprises in Italy and Malta) and guidelines to respect green criteria in tenders. PAs show the need for some practical examples of green tenders with technical specifications. Enterprises need also measures to simplify regulations (above 40% in Latvija).
- The PAs therefore show great potential in guiding the market towards solutions with a lower environmental impact, once the knowledge elements and the specific tools to implement them have been acquired. These seem

to be necessary beyond the voluntary nature of the GPP instrument². The definition of preparatory initiatives for the adoption of GPP policies at various levels (strategies, plans or programs), with the involvement of all the stakeholders, can represent the opportunity to systematize the initiatives in progress, foster the knowledge and promote contact between demand and supply.

² Italy is the only European state where GPP is 100% obligatory for all product categories, for which minimum environmental criteria have been defined.

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Annex 1 - Questionnaire for Public Administrations

 Regione Lombardia		 GPP4Growth Interreg Europe	
GPP4Growth - Green public procurement for resource efficient regional growth			
Activity 1.1 - Specifying the needs of GPP4Growth regions in GPP			
Questionnaire for Public Administrations			
A. GENERAL INFORMATION			
A.1 Country (NUTS1)			
A.2 Region (NUTS2)			
A.3 Name of the Public Administration			
A.4 Address			
A.5 Website			
A.6 Contact person (name, surname, role and expertise within the organization)			
A.7 E-mail			
B. EXPERIENCE WITH REPORTING/ACCOUNTING/TOOLS FOR ENVIRONMENTAL SUSTAINABILITY			
<i>(multiple responses allowed)</i>			
B.1 Environmental Management Systems and policies	<input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> If yes, please specify: <input type="checkbox"/> ISO 14001 <input type="checkbox"/> EMAS <input type="checkbox"/> Other (please specify):...		
B.2 Environmental accounting, environmental/social reporting, sustainability reporting, etc.	<input type="checkbox"/> No <input type="checkbox"/> Yes If yes, please specify: ...		
B.3 Local Agenda 21 or similar initiatives	<input type="checkbox"/> No <input type="checkbox"/> Yes If yes, please specify: ...		
B.4 SEAP (Sustainable Energy Action Plan) or similar initiatives	<input type="checkbox"/> No <input type="checkbox"/> Yes If yes, please specify: ...		

C. GPP KNOWLEDGE AND AWARENESS	
C.1 Is the organization aware of the GPP instrument?	<input type="checkbox"/> No <input type="checkbox"/> Yes
C.2 In your country, are there national laws/regulations for GPP?	<input type="checkbox"/> No <input type="checkbox"/> Yes If yes, please specify: ...
C.3 Is the organization aware of the “Training Toolkit” for GPP of the European Commission?	<input type="checkbox"/> No <input type="checkbox"/> Yes
C.4 Has the organization approved a policy on GPP with an official act or a formal regulation?	<input type="checkbox"/> No <input type="checkbox"/> Yes
C.5 Does the organization carry out green tenders?	<input type="checkbox"/> No <input type="checkbox"/> Yes
C.6 In the organization, is there a structured collaboration in place between the department in charge of Purchases and the department in charge of Environmental issues?	<input type="checkbox"/> No <input type="checkbox"/> Yes
C.7 Does the organization carry out training and/or information actions about GPP?	<input type="checkbox"/> No <input type="checkbox"/> Yes
D. GREEN SPENDING AND MONITORING SYSTEM	
D.1 Does the organization buy through a Regional or National Purchasing Body?	<input type="checkbox"/> No <input type="checkbox"/> Yes, regional <input type="checkbox"/> Yes, national

<p><i>(if D.1 is "yes")</i> D.2 Which is the amount of tenders (green or not) for goods and services bought through Regional or National Purchasing Bodies t?</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Less than 30% <input type="checkbox"/> Between 30% and 60% <input type="checkbox"/> More than 60%
<p><i>(if C.5 is "yes")</i> D.3 Please describe goods and services categories of green tenders in your organization. <i>(multiple responses allowed)</i></p>	<ul style="list-style-type: none"> <input type="checkbox"/> Cleaning products and services <input type="checkbox"/> Combined Heat and Power <input type="checkbox"/> Computer and monitors <input type="checkbox"/> Copying and graphic paper <input type="checkbox"/> Electrical and Electronic Equipment used in the Health Care Sector <input type="checkbox"/> Electricity <input type="checkbox"/> Food and Catering services <input type="checkbox"/> Furniture <input type="checkbox"/> Gardening products and services <input type="checkbox"/> Imaging Equipment <input type="checkbox"/> Indoor lighting <input type="checkbox"/> Office Building Design, Construction and Management <input type="checkbox"/> Road Design, Construction and Maintenance <input type="checkbox"/> Sanitary Tapware <input type="checkbox"/> Street lighting and traffic signals <input type="checkbox"/> Textiles <input type="checkbox"/> Toilets and Urinals <input type="checkbox"/> Transport <input type="checkbox"/> Wall Panels <input type="checkbox"/> Waste Water Infrastructure <input type="checkbox"/> Water-based Heaters <input type="checkbox"/> Other (please specify):...
<p>D.4 Do you have a GPP monitoring system in place?</p>	<ul style="list-style-type: none"> <input type="checkbox"/> No <input type="checkbox"/> Yes
<p>D.5 Do you have a system in place to assess environmental performances and costs related to GPP implementation?</p>	<ul style="list-style-type: none"> <input type="checkbox"/> No <input type="checkbox"/> Yes

<p>D.6 Which is the amount of green tenders compared to total tenders for goods/services/works in your organization?</p> <p><i>(multiple responses allowed)</i></p>	<input type="checkbox"/> Total (for all goods, services and works categories) <input type="checkbox"/> Split for each category:																																														
	<table border="1"> <thead> <tr> <th>Category</th> <th>%</th> </tr> </thead> <tbody> <tr><td>Cleaning products and services</td><td></td></tr> <tr><td>Combined Heat and Power</td><td></td></tr> <tr><td>Computer and monitors</td><td></td></tr> <tr><td>Copying and graphic paper</td><td></td></tr> <tr><td>Electrical and Electronic Equipment used in the Health Care Sector</td><td></td></tr> <tr><td>Electricity</td><td></td></tr> <tr><td>Food and Catering services</td><td></td></tr> <tr><td>Furniture</td><td></td></tr> <tr><td>Gardening products and services</td><td></td></tr> <tr><td>Imaging Equipment</td><td></td></tr> <tr><td>Indoor lighting</td><td></td></tr> <tr><td>Office Building Design, Construction and Management</td><td></td></tr> <tr><td>Road Design, Construction and Maintenance</td><td></td></tr> <tr><td>Sanitary Tapware</td><td></td></tr> <tr><td>Street lighting and traffic signals</td><td></td></tr> <tr><td>Textiles</td><td></td></tr> <tr><td>Toilets and Urinals</td><td></td></tr> <tr><td>Transport</td><td></td></tr> <tr><td>Wall Panels</td><td></td></tr> <tr><td>Waste Water Infrastructure</td><td></td></tr> <tr><td>Water-based Heaters</td><td></td></tr> <tr><td>Other (please specify):...</td><td></td></tr> </tbody> </table>	Category	%	Cleaning products and services		Combined Heat and Power		Computer and monitors		Copying and graphic paper		Electrical and Electronic Equipment used in the Health Care Sector		Electricity		Food and Catering services		Furniture		Gardening products and services		Imaging Equipment		Indoor lighting		Office Building Design, Construction and Management		Road Design, Construction and Maintenance		Sanitary Tapware		Street lighting and traffic signals		Textiles		Toilets and Urinals		Transport		Wall Panels		Waste Water Infrastructure		Water-based Heaters		Other (please specify):...	
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E. GPP IMPLEMENTATION: WEAKNESSES AND OPPORTUNITIES																																															
E.1 OBSTACLES AND BARRIERS																																															
<p>E.1.1 Has the organization encountered obstacles or problems in implementing GPP?</p>	<input type="checkbox"/> No <input type="checkbox"/> Yes																																														
<p><i>(if E1.1 is "yes")</i></p> <p>E.1.2 What are the reasons for the obstacles and problems in implementing GPP?</p> <p><i>(multiple responses allowed)</i></p>	<input type="checkbox"/> Lack of familiarity with GPP <input type="checkbox"/> Lack of political will <input type="checkbox"/> Inertia for change by the Public Administration <input type="checkbox"/> Lack of dialogue between Public Administration departments <input type="checkbox"/> Difficulty in involving responsible people of Purchasing system in environmental issues <input type="checkbox"/> Lack of knowledge about environmental impacts of goods/services/public works																																														

	<input type="checkbox"/> Risk of delays of the tendering procedures, also due to recourses <input type="checkbox"/> Poor market availability of green goods and services <input type="checkbox"/> Difficulties in finding the ecological criteria and brands to be included in green tenders <input type="checkbox"/> Missing or unclear information provided by suppliers <input type="checkbox"/> Lack of confidence in the quality of green products <input type="checkbox"/> Increased costs of green goods, services and works <input type="checkbox"/> Difficulty in drafting green tenders <input type="checkbox"/> Other (please specify):...						
E.2 OPPORTUNITIES AND ADVANTAGES							
E.2.1 Do you think that implementing GPP may offer potential benefits?	<input type="checkbox"/> No <input type="checkbox"/> Yes						
E.2.2 Which are the opportunities and advantages in implementing GPP? <i>(multiple responses allowed)</i>	<input type="checkbox"/> Improving of the quality of the environment <input type="checkbox"/> Improving in Purchasing management system and in goods and services cost evaluation <input type="checkbox"/> Identifying areas of inefficiency <input type="checkbox"/> Demonstrating that benefits outweigh investment costs <input type="checkbox"/> Improving the Public Administration image <input type="checkbox"/> Improving the access to tender and funding for Public Administration <input type="checkbox"/> Improving the local economy <input type="checkbox"/> Stimulating the uptake of environmental technologies <input type="checkbox"/> Creating green jobs <input type="checkbox"/> Diffusion of environmental management tools and environmental certifications <input type="checkbox"/> Other (please specify)						
E.2.3 How would you describe the success of your GPP approach in tendering?	<input type="checkbox"/> Very successful <input type="checkbox"/> Quite successful <input type="checkbox"/> Somewhat successful <input type="checkbox"/> A little successful <input type="checkbox"/> Not at all successful <input type="checkbox"/> Do not know / Do not wish to answer						
E.3 SPECIFIC NEEDS FOR IMPLEMENTATION OF THE GPP							
E.3.1 On a scale of 1 to 5 (where 1 means “not at all” and 5 “yes,	<table border="1" style="width: 100%; text-align: center;"> <tr> <td style="width: 60%; height: 20px;"></td> <td style="width: 10%; border: none;">1</td> <td style="width: 10%; border: none;">2</td> <td style="width: 10%; border: none;">3</td> <td style="width: 10%; border: none;">4</td> <td style="width: 10%; border: none;">5</td> </tr> </table>		1	2	3	4	5
	1	2	3	4	5		

<p>fully”), which are the reasons influencing the organization in implementing GPP?</p>	Publicly demonstrating compliance with ethical and environmental principles to all its interested stakeholders						
	Improving the perception of the Public Administration by the local community						
	Reducing the cost of the public expenditure thanks to the saving of natural resources (as energy, water, ...) or thanks to the reduction of rates due to pollution (as costs for waste disposal,...)						
	Promoting goods/services/works with lower environmental impact in order to promote the eco-innovation of the market						
	Obtaining access to funding						
	Imitating the adoption of similar practices by other Public Administrations						
	Having access to simplification measures (tax benefits, reduced inspections, ...)						
<p>E.3.2. Which are the organization needs in terms of awareness raising regarding GPP? <i>(multiple responses allowed)</i></p>	<input type="checkbox"/> A specific training (courses, workshop, ...) <input type="checkbox"/> A counselling structures to be contacted by e-mail or by phone in case of difficulties in implementing green purchasing <input type="checkbox"/> A Handbook of guidelines to introduce green criteria in tenders <input type="checkbox"/> Some practical examples of green tenders with technical specifications <input type="checkbox"/> Some exchange of experience among other Public Administrations <input type="checkbox"/> An external consultancy <input type="checkbox"/> Other (please specify)						
<p>E.3.3 With regard to suppliers, do you think it is necessary to activate some market-oriented initiatives to ensure an adequate supply of green goods and services for the organization?</p>	<input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> If yes, please specify: <ul style="list-style-type: none"> <input type="checkbox"/> Info days <input type="checkbox"/> Training courses <input type="checkbox"/> Counselling structures <input type="checkbox"/> Scheduled meetings <input type="checkbox"/> Other (please specify) 						

E.3.4 Do you have any other important information to report?

Please specify

Annex 2 - Questionnaire for enterprises

 Regione Lombardia		 GPP4Growth Interreg Europe	
GPP4Growth - Green public procurement for resource efficient regional growth			
Activity 1.1 - Specifying the needs of GPP4Growth regions in GPP			
Questionnaire for enterprises			
A. GENERAL INFORMATION			
A.1 Country (NUTS1)			
A.2 Region (NUTS2)			
A.3 Name of the enterprise			
A.4 Sector of economic activity (NACE)			
A.5 Number of employees			
A.6 Founding date of the enterprise			
A.7 Website			
A.8 Contact person (name, surname, role and expertise in the enterprise)			
A.9 E-mail			
B. CUSTOMERS MAPPING			
B.1 What is your main market? <i>(only one option may be selected)</i>	<input type="checkbox"/> Local <input type="checkbox"/> National <input type="checkbox"/> European <input type="checkbox"/> International		
B.2 Which are your main customers? <i>(only one option may be selected)</i>	<input type="checkbox"/> Public Administrations and Institutions <input type="checkbox"/> Other enterprises <input type="checkbox"/> Final consumers (citizens) <input type="checkbox"/> Other subsidiaries in your enterprise <input type="checkbox"/> Other (please specify): ...		
B.2.1 If you are a supplier of Public Administrations, tick the type of	<input type="checkbox"/> State <input type="checkbox"/> Region <input type="checkbox"/> Municipality <input type="checkbox"/> University		

<p>Administration you work for <i>(multiple responses allowed)</i></p>	<p><input type="checkbox"/> Hospital <input type="checkbox"/> Other (please specify): ...</p>
<p>B.2.2 If you are a supplier of Public Administrations, do you provide goods, services or public works with environmental characteristics (e.g. environmental certifications, made from recycled/recyclable materials, energy saving products/technologies, etc.)?</p>	<p><input type="checkbox"/> No <input type="checkbox"/> Yes</p>
<p>C. ENVIRONMENTAL SUSTAINABILITY REPORTING/ACCOUNTING/ TOOLS <i>(multiple responses allowed)</i></p>	
<p>C.1 Do you have an Environmental Management System?</p>	<p><input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> If yes, please specify: <input type="checkbox"/> ISO 14001 <input type="checkbox"/> EMAS <input type="checkbox"/> Other (please specify):...</p>
<p>C.2 Do you have Corporate Social Responsibility policies/certifications?</p>	<p><input type="checkbox"/> SA 8000 <input type="checkbox"/> AA 1000 <input type="checkbox"/> Other (please specify):...</p>
<p>C.3 Do you have an Environmental accounting system, environmental/social balance, sustainability report?</p>	<p><input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> If yes, specify: ...</p>
<p>C.4 Do you have an environmental label/certification for the services/goods you supply?</p>	<p><input type="checkbox"/> Carbon Footprint <input type="checkbox"/> Water Footprint <input type="checkbox"/> ISO Type I (EU Ecolabel, Blauer Engel, Nordic Swan, ...). Specify: ... <input type="checkbox"/> Certifications on specific environmental features (FSC, PEFC, ...). Specify: ... <input type="checkbox"/> The Product Environmental Footprint (PEF)</p>

	<input type="checkbox"/> ISO type III (EPD, etc.) <input type="checkbox"/> Other (please specify):...
C.5 Do you have a communication Plan or have you activated some communication initiatives about environmental/social themes?	<input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> If yes, specify: ...
D. GPP KNOWLEDGE AND AWARENESS	
D.1 Is the enterprise aware of the GPP instrument?	<input type="checkbox"/> No <input type="checkbox"/> Yes
D.2 Have you noticed an increase in your sector of the demand for green goods/services/public works by Public Administrations in the last years?	<input type="checkbox"/> No <input type="checkbox"/> Yes
D.3 Have you taken part to training initiatives, refresher courses, information on green procurement and/or environmental certifications?	<input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> If yes, specify: ...
D.4 Are there sector laws/regulations about environment you had/you will have to comply with to participate in public tenders?	<input type="checkbox"/> No <input type="checkbox"/> Yes <input type="checkbox"/> If yes, specify: ...
E. ECONOMIC INFORMATION RELATED TO GPP	

<p>E.1 Provide, where possible, the following information</p>	<ul style="list-style-type: none"> <input type="checkbox"/> % Turnover from green goods/services/works compared to total turnover:... <input type="checkbox"/> Number of workers employed in green jobs:... <input type="checkbox"/> % of workers employed in green jobs on total workers:... 																																														
<p>E.2 If the client is a Public Administration, provide where possible, the following information</p>	<ul style="list-style-type: none"> <input type="checkbox"/> % of green turnover by public purchaser on total turnover <input type="checkbox"/> % of green turnover by public purchaser on total turnover, split for each category: <table border="1" data-bbox="603 689 1353 1570"> <thead> <tr> <th style="text-align: left;">Category</th> <th style="text-align: center;">%</th> </tr> </thead> <tbody> <tr><td>Cleaning products and services</td><td></td></tr> <tr><td>Combined Heat and Power</td><td></td></tr> <tr><td>Computer and monitors</td><td></td></tr> <tr><td>Copying and graphic paper</td><td></td></tr> <tr><td>Electrical and Electronic Equipment used in the Health Care Sector</td><td></td></tr> <tr><td>Electricity</td><td></td></tr> <tr><td>Food and Catering services</td><td></td></tr> <tr><td>Furniture</td><td></td></tr> <tr><td>Gardening products and services</td><td></td></tr> <tr><td>Imaging Equipment</td><td></td></tr> <tr><td>Indoor lighting</td><td></td></tr> <tr><td>Office Building Design, Construction and Management</td><td></td></tr> <tr><td>Road Design, Construction and Maintenance</td><td></td></tr> <tr><td>Sanitary Tapware</td><td></td></tr> <tr><td>Street lighting and traffic signals</td><td></td></tr> <tr><td>Textiles</td><td></td></tr> <tr><td>Toilets and Urinals</td><td></td></tr> <tr><td>Transport</td><td></td></tr> <tr><td>Wall Panels</td><td></td></tr> <tr><td>Waste Water Infrastructure</td><td></td></tr> <tr><td>Water-based Heaters</td><td></td></tr> <tr><td>Other (please specify):...</td><td></td></tr> </tbody> </table>	Category	%	Cleaning products and services		Combined Heat and Power		Computer and monitors		Copying and graphic paper		Electrical and Electronic Equipment used in the Health Care Sector		Electricity		Food and Catering services		Furniture		Gardening products and services		Imaging Equipment		Indoor lighting		Office Building Design, Construction and Management		Road Design, Construction and Maintenance		Sanitary Tapware		Street lighting and traffic signals		Textiles		Toilets and Urinals		Transport		Wall Panels		Waste Water Infrastructure		Water-based Heaters		Other (please specify):...	
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<p>F.1 OBSTACLES AND BARRIERS</p>																																															
<p>F.1.1 Has the enterprise encountered obstacles or problems to comply with the environmental requests of the Public Administrations?</p>	<ul style="list-style-type: none"> <input type="checkbox"/> No <input type="checkbox"/> Yes 																																														

<p><i>(if F.1.1 is “yes”)</i> F.1.2 What are the reasons for the obstacles and problems in responding to the environmental requirements of the Public Administrations? <i>(multiple responses allowed)</i></p>	<ul style="list-style-type: none"> <input type="checkbox"/> Lack of knowledge about environmental impacts of their activities (production and sale) <input type="checkbox"/> Lack of knowledge about possible measures for improving the environmental performance <input type="checkbox"/> Difficulty in finding green solutions to comply their supply chain <input type="checkbox"/> Increased costs of green goods, services and works <input type="checkbox"/> Lack of criteria to participate to green tenders <input type="checkbox"/> Lack of attention of the reference market to environmental issues <input type="checkbox"/> Other (please specify):... 																								
F.2 OPPORTUNITIES AND ADVANTAGES																									
<p>F.2.1 Do you think that implementing GPP may offer benefits?</p>	<ul style="list-style-type: none"> <input type="checkbox"/> No <input type="checkbox"/> Yes 																								
<p>F.2.2 Which are the opportunities and advantages in complying with the environmental requirements of Public Administrations? <i>(multiple responses allowed)</i></p>	<ul style="list-style-type: none"> <input type="checkbox"/> Improving of the quality of the environment <input type="checkbox"/> Improving of the supply chain management <input type="checkbox"/> Improving of the cost assessment throughout the life cycle of goods, services and works <input type="checkbox"/> Identifying areas of inefficiency <input type="checkbox"/> Demonstrating that benefits outweigh investment costs in the long term <input type="checkbox"/> Improving the access to tender and funding for enterprises <input type="checkbox"/> Improving the enterprise image <input type="checkbox"/> Enhancement of environmental/social policies ongoing <input type="checkbox"/> Other (please specify) 																								
F.3 SPECIFIC NEEDS FOR IMPLEMENTATION OF THE GPP																									
<p>F.3.1 On a scale of 1 to 5 (where 1 means “not at all” and 5 “yes, fully”), which are the reasons influencing the enterprise to comply with the environmental features of Public Administrations?</p>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 70%;"></th> <th style="width: 5%;">1</th> <th style="width: 5%;">2</th> <th style="width: 5%;">3</th> <th style="width: 5%;">4</th> <th style="width: 5%;">5</th> </tr> </thead> <tbody> <tr> <td>Publicly demonstrating compliance with ethical and environmental principles to all interested stakeholders</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Improving the perception of the enterprise by the local community</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Reducing the cost of public expenditures thanks to the saving of natural resources (as energy, water, ...) or thanks to the reduction of pollution fees (as costs for waste disposal, ...)</td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>		1	2	3	4	5	Publicly demonstrating compliance with ethical and environmental principles to all interested stakeholders						Improving the perception of the enterprise by the local community						Reducing the cost of public expenditures thanks to the saving of natural resources (as energy, water, ...) or thanks to the reduction of pollution fees (as costs for waste disposal, ...)					
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	Promoting on the market environmentally friendly goods and services, in order to gain a competitive advantage and eventually expand customer portfolio or increase revenue.						
	Being more successful in public procurement tenders based on environmental criteria or when environmental criteria are rewarding						
	Increasing the value of the enterprise (also on the stock exchange), thanks to a guarantee of sound management of the environmental issues and to the subsequent good reputation						
	Responding to direct requests from purchasers (including the capability to win public procurement)						
	Obtaining access to funding						
	Complying with direct requests from the Corporate Property (e.g. corporation of a multinational)						
	Demonstrating a leadership position in social responsibility in their sector						
	Imitating the adoption of similar practices by other enterprises in the same sector						
	Having access to simplification measures (tax benefits, reduced inspections, ...)						
	Reducing the environmental risks to which the enterprise is subject and improving accident management and environmental emergencies						
<p>F.3.2. Which are the needs of your enterprise to be able to comply with the environmental requirements of Public Administrations? <i>(multiple responses allowed)</i></p>	<input type="checkbox"/> A specific training (courses, workshop, ...) <input type="checkbox"/> A counselling structures to be contacted by e-mail or by phone in case of difficulties in applying to green tenders <input type="checkbox"/> A Handbook of guidelines to respect green criteria in tenders <input type="checkbox"/> measures to simplify regulations An external consultancy <input type="checkbox"/> Other (please specify)						

**F3.5 Do you have any
other important
information to report?**

Please specify