



Local Governments  
for Sustainability

EUROPE

# The public procurement aspects of green sectoral dossiers

*Budapest - 22/09/2025*

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**>180** LOCAL AND  
REGIONAL  
AUTHORITIES

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PLATFORMS &  
CAMPAIGNS

EVENTS &  
CAPACITY BUILDING

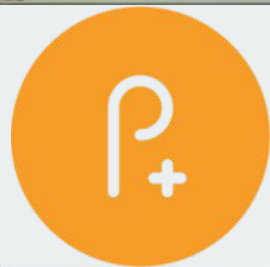
CONSULTANCY &  
TRAININGS

ADVOCACY



Local Governments  
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**PROCURA+**  
**NETWORK**





# Challenges in implementing strategic procurement



## Legal:

- Complex and rigid **legal frameworks**.
- **Voluntary** sustainability, social or innovation **criteria and provisions**.
- **Most Economically Advantageous Tender** (MEAT) and the **link to the subject-matter** are misunderstood.
- **Ecolabels** and **life-cycle costing** underused.



## Technical:

- Lack of **monitoring**, and quality **data** on SPP and its impact.
- Limited **technical expertise** to assess needs or supplier compliance.
- Suppliers may lack **capability to offer suitable solutions**.

# Challenges in implementing strategic procurement




## Organisational:

- Lack of a **strategic vision** for SPP and **political will**.
- Lack of **professionalisation** of public procurers, time and capacity.
- **Budget** constraints.
- **Discrepancies** across regions in implementation.



## Market engagement:

- **Decrease in competition**, and reduced participation of **SMEs** and **SEEs**.
- **Market engagement mechanisms**, such as preliminary market dialogues are underused.
- Use of the **lowest price criterion** doesn't incentivise suppliers to invest in green, social and innovative solutions.

An aerial photograph of a circular paved plaza in a park. The plaza is made of light-colored paving stones and is surrounded by a low concrete wall. The area is filled with trees showing vibrant autumn foliage in shades of yellow, orange, and red. There are several evergreen trees, possibly spruce or fir, scattered throughout the scene. A few people can be seen walking on the plaza. The text "Green and circular procurement opportunities for cities and regions" is overlaid in the center of the image.

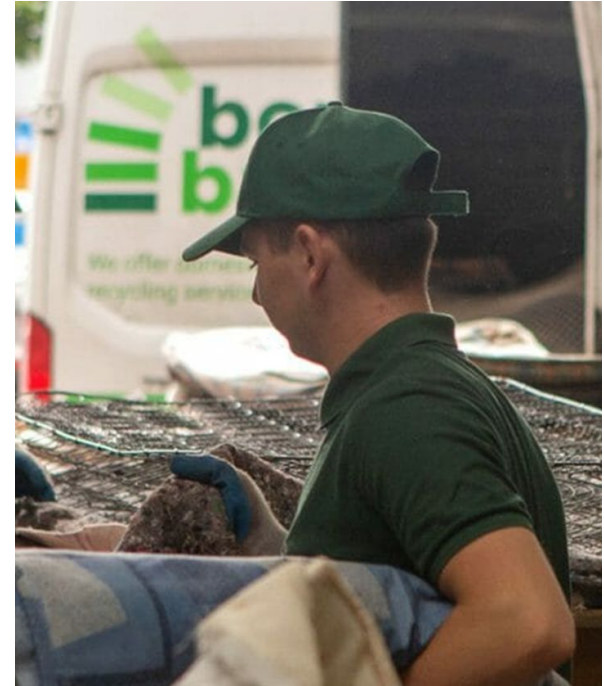
**Green and circular  
procurement  
opportunities for  
cities and regions**

# Mattress recycling



# The Irish Prison Service's mattress recycling initiative

- Every year, approximately **1,200 mattresses** were removed from Irish prisons and sent to landfill.
- It takes **80- 120 years** for a normal mattress to decompose.
- In 2021, the IPS initiated a low-value tender process for the removal and **recycling or repurposing of discarded mattresses**.



For more information, [visit the EU GPP Helpdesk here.](#)

# The Irish Prison Service's mattress recycling initiative

- An estimated 1,200 mattresses were diverted from landfill and up to **80% of the used mattress components were recycled.**
- The contract was divided into 2 regional lots.
- The contract directly supported the employment of **four full-time positions** (for people who have been through the prison system)



For more information, [visit the EU GPP Helpdesk here.](#)

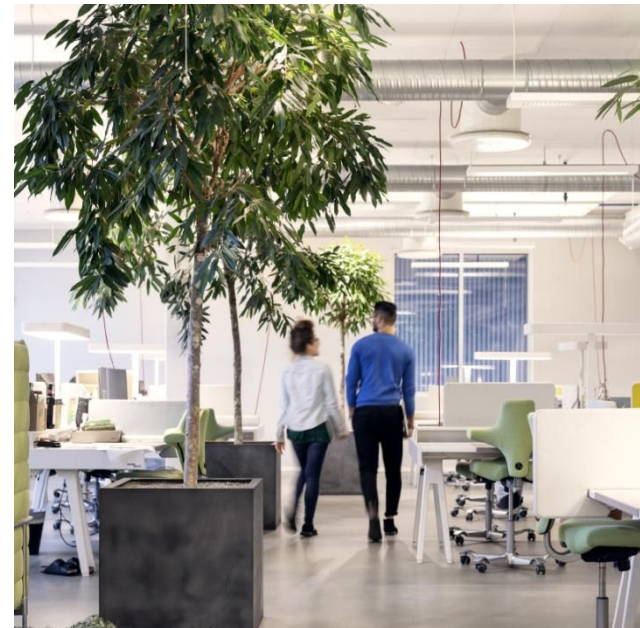


# Circular office furniture

# Malmö: circular and universal design

The City of Malmö issued in 2021 a tender for a framework agreement for the **supply of furniture, across 12 categories, which included criteria for universal design.**

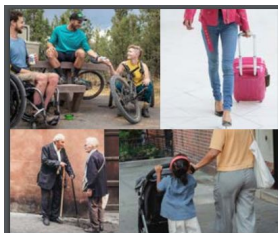
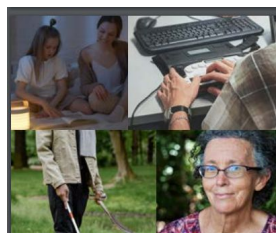




- Universal design means that people of different abilities can use the furniture without assistive technologies.
- It also reduces the need to buy new or specialised products.
- It required that **50% (by weight) and half the materials in the furniture be made of recycled materials.**
- A contract performance clause was foreseen for suppliers to provide separate services to **upgrade, repaint, repair and replace components** that might wear over time.



For more information, [visit the EU GPP Helpdesk here.](#)

# Malmö: circular and universal design

In collaboration with organisations that represent people with disabilities, The municipality also developed “variety cards” that provide guidance to designers, procurers and other people that work on improving accessibility and usability. The cards provide advice on how to **reduce barriers caused by sight, hearing, mobility, cognition, allergies and language-related issues.**

					
<b>RÖRELSEFÖRMÅGA</b>	<b>SYN</b>	<b>KOGNITION OCH PERCEPTION</b>	<b>HÖRSEL</b>	<b>SPRÅK</b>	<b>ALLERGIER</b>
Exempel på variation	Exempel på variation	Exempel på variation	Exempel på variation	Exempel på variation	Exempel på variation
Olika räckvidd. Svårighet att ta sig över kanter eller använda trappor. Gångsvårigheter, svårigheter med balans, svårighet med räckvidd, smärta, trötthet. Hjälpmedel: Rullstol, elfullstol, transportrullstol, rullator, kryckor, käpp, barnvagn, reoväska, skyrmmande föremål (leverans), bär/ambulans.	Färgblindhet, olika grader av synnedläggning och/eller blindhet. Känslig för starkt ljus/blandning. Bra med information via hörsel/känsl. Alla som ser dåligt kan inte läsa punktskrift. Hjälpmedel: Käpp, ledarhund, ledsagare, glasögon, förstoring, appar/dator, punktskrift, uppläst text, belysning.	Svårigheter att hantera för mycket samtidig information, trötthet/behov av vila, svårigheter med koncentration, svårigheter att hantera komplexitet, svårt att ta in text/läsa, svårt att göra sig förstådd. Hjälpmedel: Lättläst, appar/smartphone, kommunikationshjälpmedel, dämpande hörlurar.	Svårighet att uppfatta olika typer av ljud, problem med sori/bakgrunds ljud. Problem att samtala i grupp. Hjälpmedel: Hörapparat, teckenspråk, teckenspråkstolk, skrivtolk, visuell information.	Det finns många olika språk och dialekter representerade i Sverige. Långt ifrån alla som kan svenska har svenska som förstaspråk. Den som är ny i Sverige, eller på tillfälligt besök i landet kan inte alltid svenska. Det finns även andra variationer kopplade till språk och kommunikation som exempelvis tal-, läs- och skrivsvårigheter.	Personer med allergi och annan överkänslighet kan reagera på allergiframkallande ämnen från exempelvis pälsdjur och kemiska/irriterande ämnen från tobaksrök, parfym och parfymerade produkter. Även olika typer av mat kan framkalla allergi.

For more information, [visit the EU GPP Helpdesk here.](#)

# Circular textiles

# Ghent University Hospital: Sustainable workwear

For its new **hospital uniforms for 4,000 employees**, Ghent University wanted to procure sustainable textiles while ensuring the comfort of its workers.

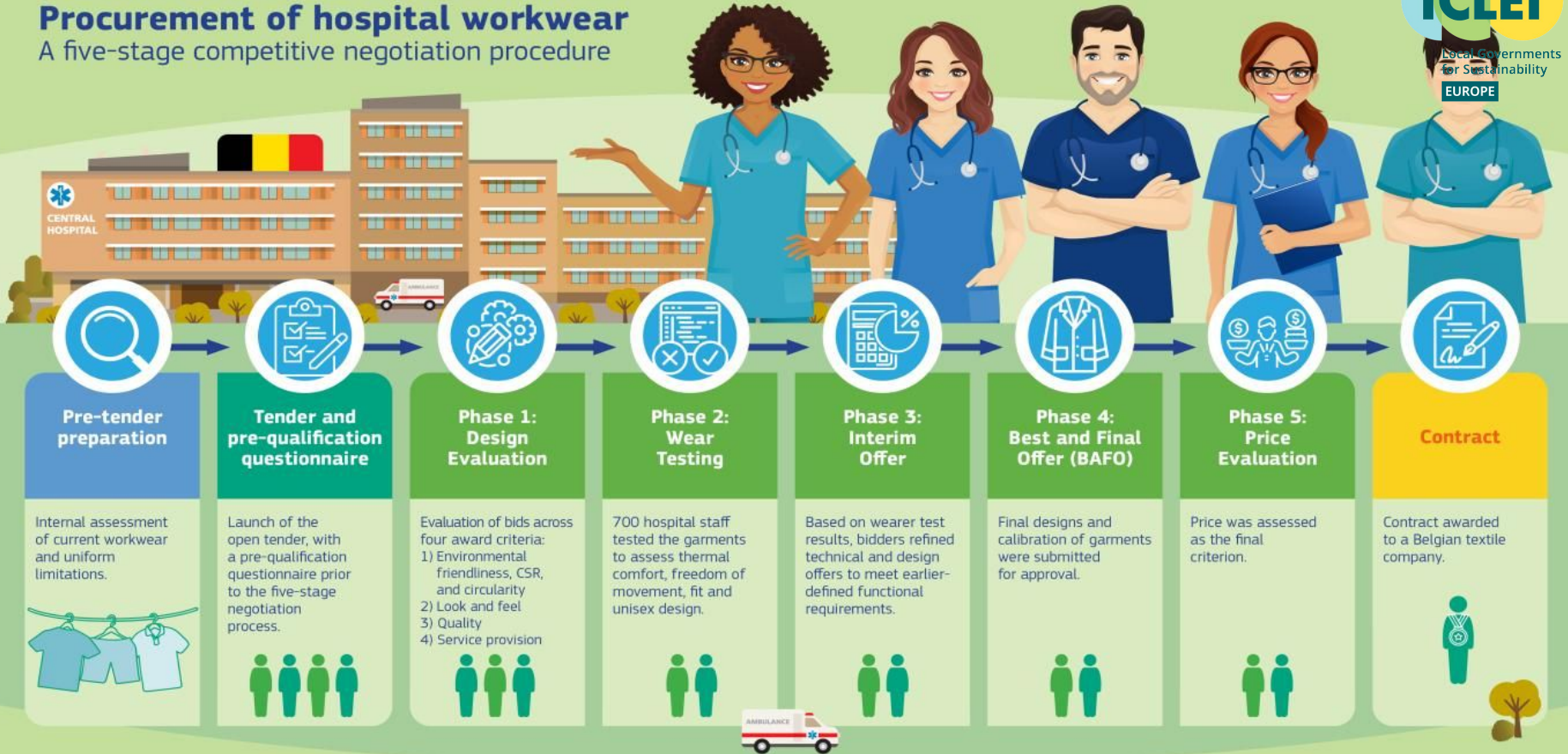
- They used a **five-stage process** to buy the best materials and **price was only considered at the last stage**.
- The procurement procedure included a **quality test of 120 wash cycles**. Use of samples to assess the quality of the clothing.
- The solution procured was a Ecogreen© fabric. It is composed of rPet, polyester made from recycled PET bottles, and Lyocell, **a fabric made from wood pulp in an environmentally friendly production process. The proposed solution saves water, protects soil and oil.**



For more information, [visit the EU GPP Helpdesk](#)

# Procurement of hospital workwear

A five-stage competitive negotiation procedure



For more information, [visit the EU GPP helpdesk](#)

# ICT

A modern ICT classroom with multiple computer workstations and a large projection screen displaying the text 'ICT'. The room features light-colored wood paneling on the walls, a white ceiling with recessed lighting, and a light-colored tiled floor. Each workstation consists of a white desk, a black monitor, a keyboard, a mouse, and a grey office chair. A black PC tower is positioned under each desk. A large projection screen is mounted on the wall, displaying the text 'ICT' in a bold, black, sans-serif font. A small potted plant is visible on a desk in the background. An exit sign is visible above a doorway in the background.

# Reuse and recycling of ICT government devices

The Norwegian Central Procurement Body approved a new joint state agreement for the reuse and recycling of ICT equipment. **This agreement includes services for the collection, transport, secure deletion of data and sorting for reuse or material recycling of the equipment.**

- This call for competition used a **profit-sharing model**. When public entities no longer need ICT products, these are provided to the supplier. The profit from the resale of the equipment is shared between the state enterprises and the supplier.
- As of the first quarter of the contract, state enterprises were reimbursed a total of over **2 million NOK (or EUR 176,700)** for their used devices.



For more information, visit the [EU GPP Helpdesk](#)

## Circular strategies to reuse and recycle ICT equipment through public procurement





# Road infrastructure

# From trees to streets: Using bio-resin in road marking works in Helsinki

Stara launched an **open procedure** in 2022 for road marking and painting works with an emphasis on environmental responsibility.

- Contractor and suppliers need to have ISO 14000 series, EMAS, or the EcoCompass.
- The road markers had to use a compound containing **resin of biological origin**.
- Use of MEAT in the award criteria, where 40% weighting assessed the **environmental friendliness of the bio-resin**.
- It was estimated that **up to 151 tons of microplastic emissions can be avoided by using bio-resin across the city of Helsinki**.



For more information, visit the [EU GPP Helpdesk](#)



Bio-resin production has a lower carbon footprint compared to petroleum-based resins

Bio-resins are durable and comparable to mineral oil-based resins

Bio-resins have fewer toxic chemicals compared to traditional resins

151 tons of microplastic emissions were avoided in this procurement due to the use of bio-resins

# A Smart City district



# The "Smart District" RE:Špitálka in Czechia



## Designing a circular neighbourhood

- The City of Brno (Czechia) is planning, designing and **building a smart and circular district** called RE:Špitálka.
- To redesign this entire neighbourhood in a circular manner, the City is conducting a series of preliminary market consultations aimed at verifying the project's technical and financial feasibility.
- They are testing which circular economy innovations are viable on a regional level.



For more information, [visit the EU GPP Helpdesk here](#) and <https://respitalka.brno.cz/en/>.

# The EU GPP Helpdesk

Green Public  
Procurement Criteria  
and Requirements

Compilation of case  
studies on SPP

## News



[Interview with Miruna Bohaltea](#)  
Romania's National Green Public Procurement Program (PNAE) 2025-2030.



[Eco-responsible purchasing tool sheets](#)  
France: practical guides for public buyers to integrate sustainability into tenders.



[ESPR and Energy Labelling Working Plan 2025-2030](#)  
The plan aims to promote sustainable, repairable, circular and energy efficient products across Europe, in line with the Clean Industrial Deal and the Competitiveness Compass.



[Plastics in Construction - Procurement Criteria](#)  
Finland: Tool developed by the City of Espoo provides targeted guidelines for public buyers to reduce plastic waste and boost recycling in construction.



[Buy Better to Build Better' Coalition](#)  
New European coalition to make green public procurement the norm in construction.



[Case study of Iasi County, Romania](#)  
Procurement category: Bookbinding and archival processing services

## Events



[European Roundtable on Sustainable Consumption and Production 2025](#)



[Procura+ Seminar](#)



[EU GPP Helpdesk Webinar: 'Tackling plastic pollution through public procurement'](#)



[Webinar - Why should public procurers choose EU Ecolabel certified products?](#)



[\(In French\) Sustainable public procurement training in Angers](#)



[\(In French\) Forum for Innovative and Responsible Public Procurement \(FAIR 2025\)](#)



# InnoMatch

Powered by EIC BAS Innovation Procurement Programme

**BUYERS**  
(public or private)



**EIC AWARDEES**  
(suppliers of innovative solutions)



**Innovation challenge**  
(Buyer)  
**Tailored solution**  
(EIC Awardee)



**Open Calls:**  
Pilot a solution with **60K€**  
(EIC Awardee)



**InnoMatch Programme**  
Growth services & Expert Support



**HIGH POTENTIAL FOR ADOPTION**  
**COMMERCIALISATION**

## InnoMatch: de-risking innovation procurement!

Powered by the **EIC Innovation Procurement Programme**



## WHAT

- Establish the EIC as a **Centre of Excellence** on Innovation Procurement



## WHY

- Open procurement **market opportunities** to EIC awardees, thereby supporting them in scaling their businesses

## HOW



### Skills

- › Provide **EIC awardees** with skills and knowledge to navigate procurement processes effectively through **trainings and toolkits**
- › Empowering **public procurers** with skills to understand and implement innovative procurement practices via direct assistance



### Contacts

- › Connecting procurers and EIC awardees and building a network of public and private procurers interested in EIC solutions via the **EIC community of buyers**
- › Facilitating **matchmaking** of EIC awardees with procurers for innovative solutions, via **pitching events**



### Contracts

- › Fostering **agreements** between EIC awardees and procurers for innovative solutions, via **pitching and matchmaking events**
- › **Assisting** EIC awardees to participate in public and private innovation **procurement tenders**.
- › **Financial support** to EIC beneficiaries to carry out PoCs or pilot tests

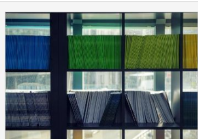
## Green Public Procurement

Procuring goods, services and works with a reduced environmental impact throughout their life cycle.



### Criteria

Find out about voluntary criteria, green public procurement requirements in sectoral legislation and the process for setting criteria.



### Good Practice Library

Library of case studies on green and socially responsible public procurement



### Green Public Procurement Helpdesk

Questions? Contact the Helpdesk

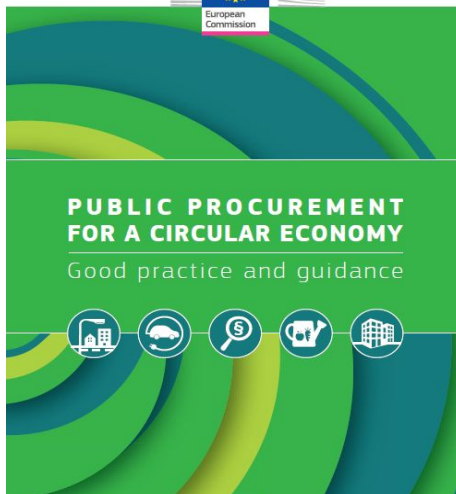
## Big Buyers Working Together



Big Buyers Working Together for greater impact



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# A vision for strategic public procurement

- **Make strategic procurement the default:** introduce mandatory SPP measures and criteria that supports strategic policy objectives. Move away from the lowest price criterion.
- **Provide clarity on the tools that support SPP:** provide guidance on MEAT, LCC, Product environmental footprinting, Ecolabels, including newer ones such as the CO2PL. Develop standardised verification systems for certifications.
- **Increase SMEs and SEEs participation:** by encouraging the use of provisions such as division into lots, reserved contracts, and training clauses.
- **Improve monitoring and data collection:** harmonise data and metrics to assess the effect of SPP on green, social and innovation policies (EPDS and TED).

# A vision for strategic public procurement

- **Encourage pre-procurement activities for strategic outcomes:** promote the use of preliminary market dialogues, and the use of pilots and regulatory sandboxes for innovative products and services. Make these consultations mandatory for large contracts.
- **Promote the use of cross-border procurement:** clarify rules to facilitate joint procurement and cross-border provision of goods and services within the single market.
- **Support the professionalisation of public procurers:** through qualifications and certifications that are recognised across the EU and EEA.



# To get in touch with us

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