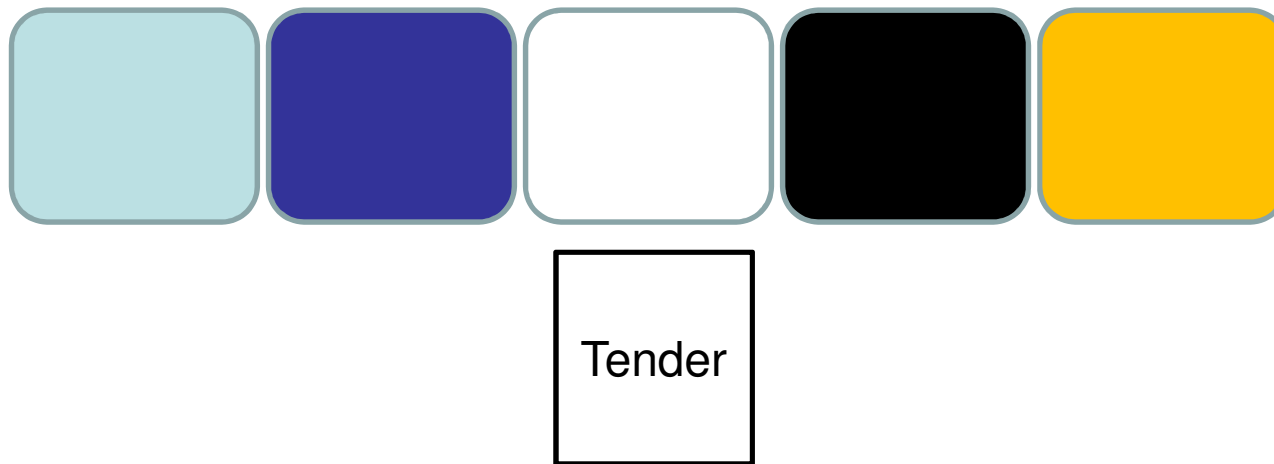


Joint procurement



Joint procurement

- Combination of procurement actions of two or more contracting authorities.
- One tender on behalf of all participating authorities

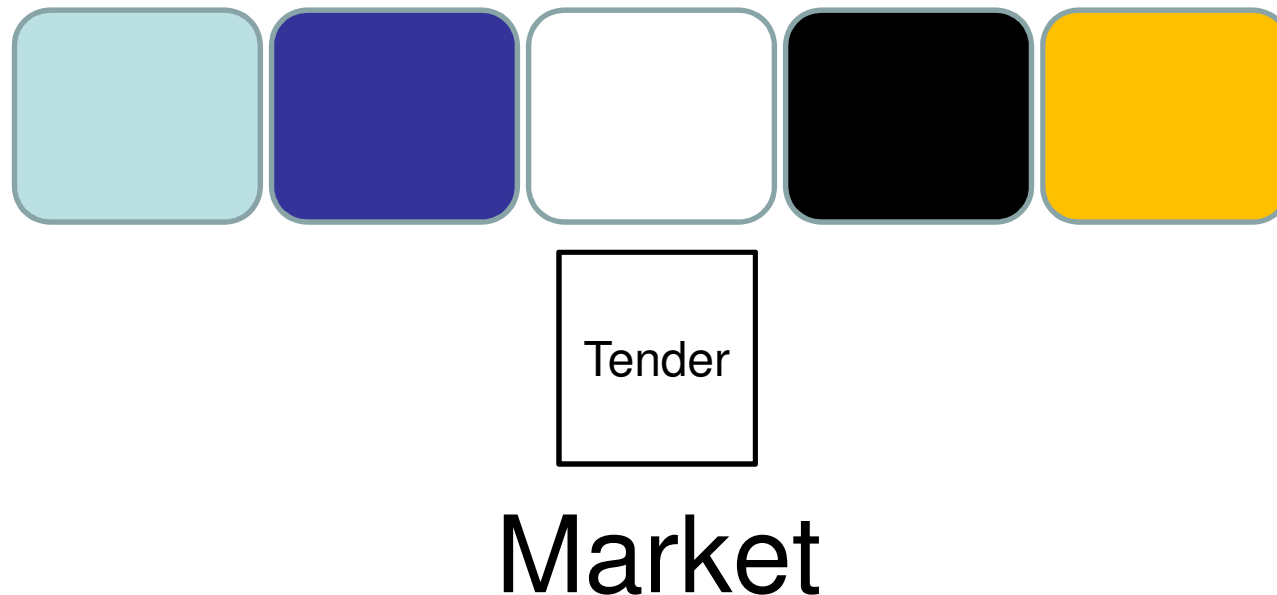


Market

Full joint green procurement - FJGPP



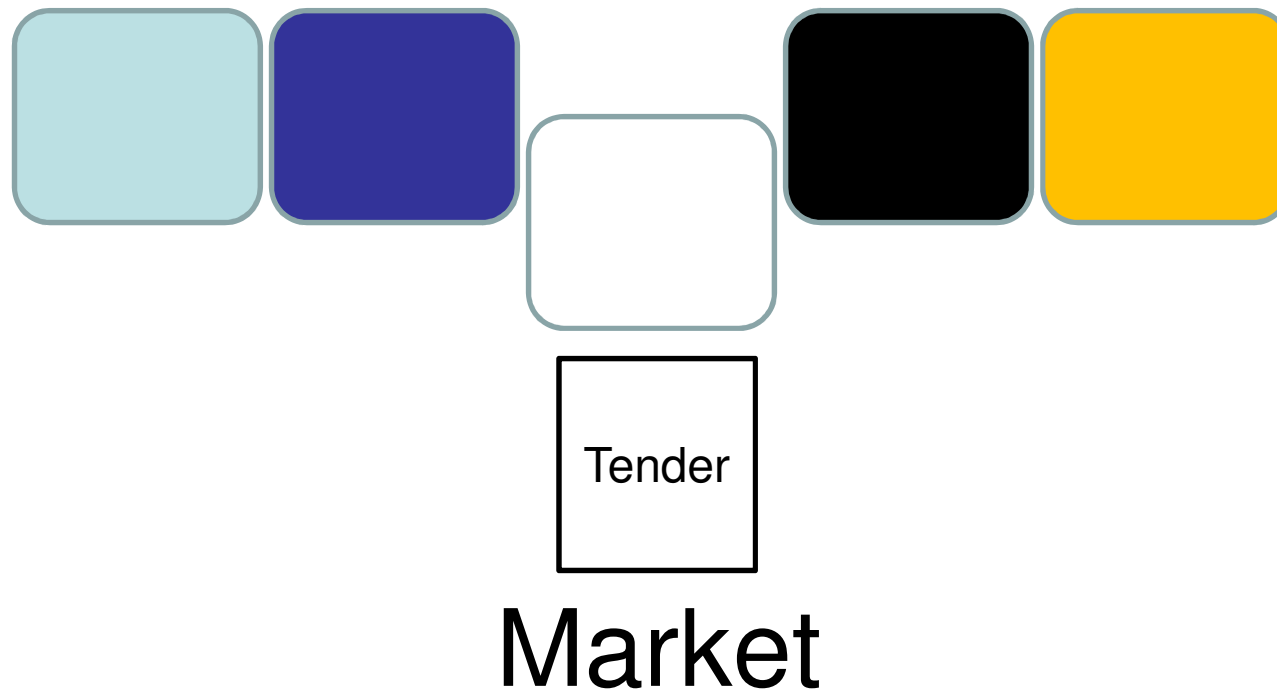
- All partners are tendering as equal legal partners
- All tendering steps organised together
- Possible difficulties to meet legal frame work conditions of each partner



Piggy backing joint green procurement PBJGPP

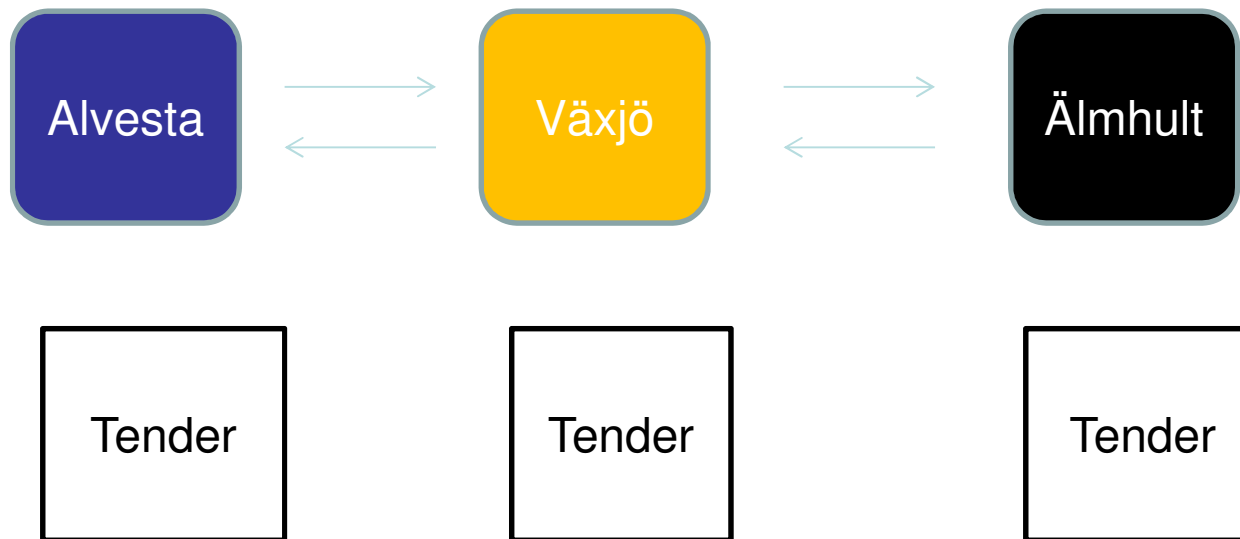


- One partner organizes the tender individually
- All of the conditions can be applied to the other partners
- Often suppliers agree without knowing the effect on each partner



Information exchange

- Information exchange between partners
- Share common knowledge
- Individual tenders



Market

Joint procurement and its benefits

- Economics of scale → lower prices



Joint procurement and its benefits

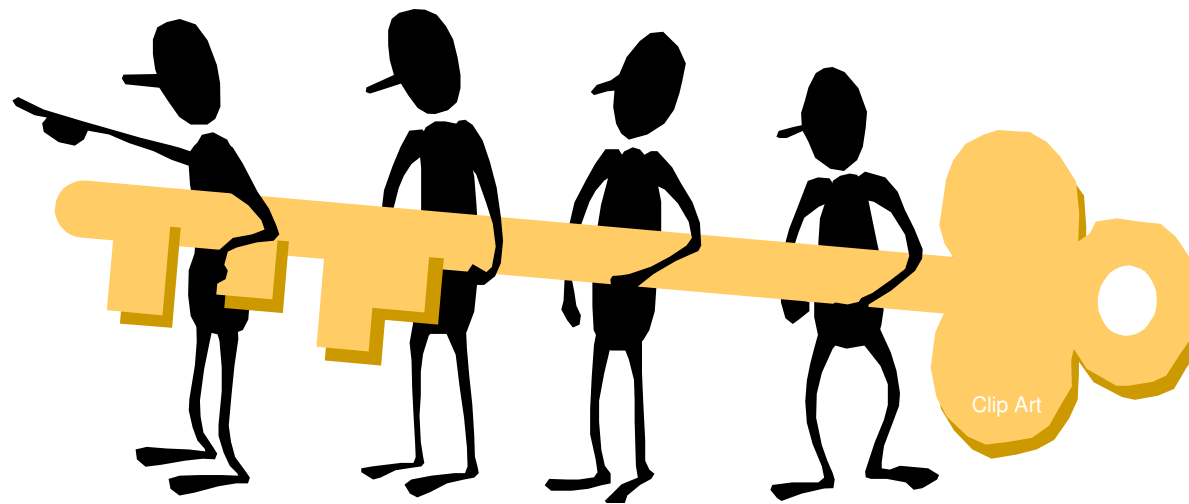
- Administrative cost savings (example of 60%)



Joint procurement and its benefits

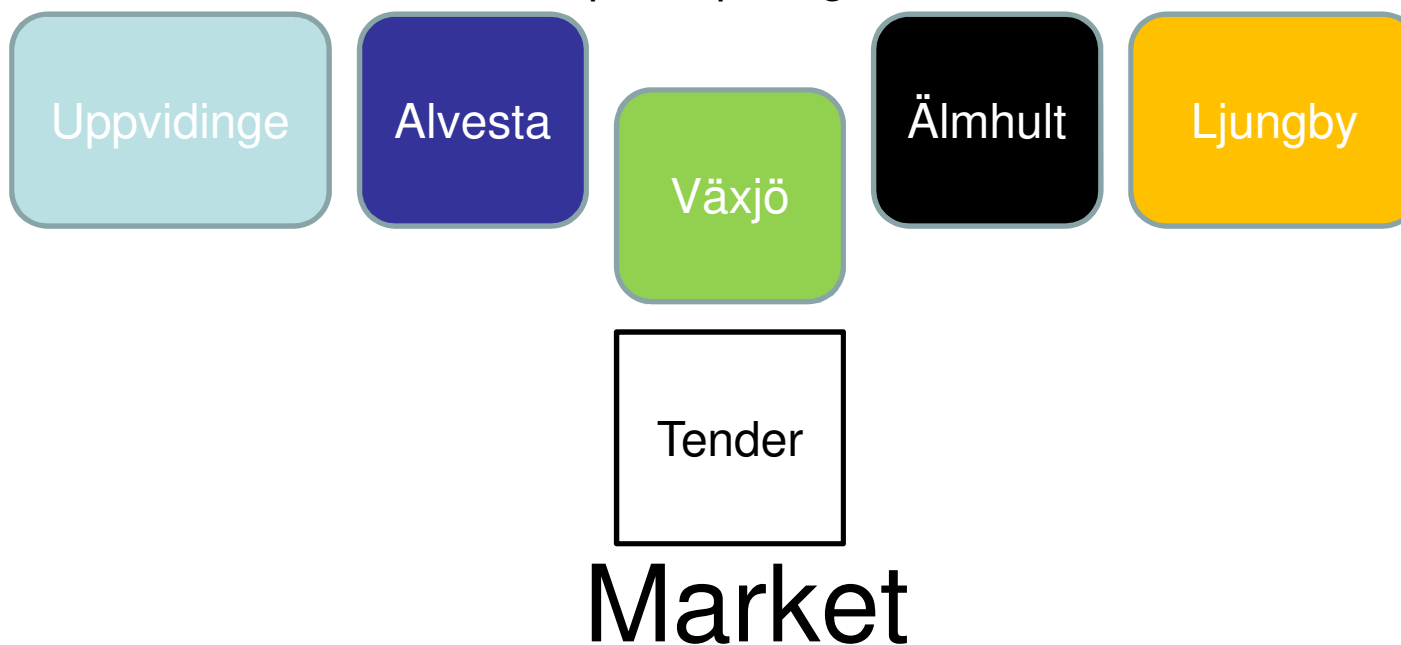


- Combination of skills and expertise → shared work load



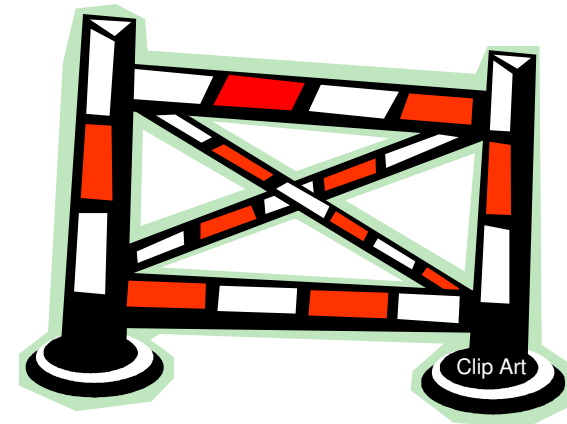
Example Växjö municipality

- Before tender is going out, other regional municipalities, the regional council and the church, are questioned of interest in participating. Those who are interested are included in the tender and can use the final contract.
- One tender on behalf of all participating authorities



Barriers to joint procurement

- Different legal framework conditions of each partner
- Partnership conditions
- Different timeframes of product demand
- Complicated procedures
- Organizational aspects.
- Fear of loss of responsibilities to the regional level
- Competition between neighbours
- Political differences
- Fear of negative effects on local business and employment
- Fear of loss of control



Important steps to realize joint procurement

- Involve relevant stakeholders and competences
- Promote the benefits
- Demonstrate joint procurements effectiveness on a relative straight forward and “risk free” product
- Describe the process, steps to follow, templates etc.

