

## Buy Smart+

### Country Experiences: France

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# Procurement legislation

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- 10 % of France's GDP
- 300 000 buyers in France, 30 000 in Rhône-Alpes
- Since 2006 sustainable development in requirements (Procurement contract code)
- Specific requirements since Grenelle de l'Environnement (French round table on the environment) encouraging energy efficiency in contracts (building, green electricity, vehicles, office equipment, public lighting)
- Commitments to reduce energy consumption by 20 % and increasing renewable energy by 23 % (by 2020)
- For instance objectives of reducing energy consumption of existing buildings by 38 % by 2020, by using Energy Performance Contracts (allocation of contracts based on performance in terms of protecting the environment)

## Political initiatives / other projects

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- In 2011 the French state ordered 50 000 electric vehicles to obtain economies of scale
- New measures in France :
  - Consolidating networks of buyers and extending to regions not yet covered
  - Announced launch of an “energy performance purchase plan”
- Speeding up renovation of public lighting (in particular for districts of less than 2 000 inhabitants – in progress)
- Developing sustainable mobility solutions (in particular for small authorities)

# Procurement practice (1)



- Sustainable development is mandatory ... but currently few people take it into account
- A lack of knowledge of the exact situation
- Still low number of points awarded for environmental performance so that there is a big difference between sustainable development during the consultation and the reality of the company finally selected...
- An increasing awareness of the overall cost but the operating cost still remains the first
- A big gap between weight to price and environment
- Most of sustainable development is included in tender selection (and not necessarily in technical specifications)
- Sometimes in technical specifications ... but from ecolabels (or equivalent) to weaker requirements, a wide range !
- The question of guarantees clashes with the legal culture of buyers who are lacking elements of understanding on the topic

## Procurement practice (2)

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- Reducing the impact of GHG emissions as an ally for local businesses. The requirement for considering CO2 in contracts has more widely raised the question of the connection between the environmental criteria and the object of the contract (in France for some experts it's necessary to extend the notion of connection to the object of the contract)
- How to convince about sustainable development : first a lack of knowledge about sustainable development !
- Necessity to convince about habits, sourcing, and involvement of users in the preparation and definition of needs but also in functioning

# Important labels

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- It is always necessary to spend time on labels for:
  - Distinguishing ecolabels from ecological labels,
  - Saying how using correctly the labels,
  - Reminding the jurisprudence,
  - Reminding that it's the greatest guaranty for buyer,
  - Reminding the necessity to express ones need

## Some barriers and opportunities

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- Lack of technical knowledge in terms of environment
- Insufficiency of obligations and checks
- Fear of additional cost, force of habit
- Need for support, absence of in-house advice
- Complexity of some contracts
  
- Training of departments and elected representatives
- Increasing checks and strengthening objectives and obligations
- Strong and regular support for certain innovative projects
- Promoting and recognizing (award) the most advanced projects
- Running energy efficiency pilot projects

## Buy Smart+ experiences (1)

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- WP2 Helpdesks : public and private actors ready to dedicate themselves to develop sustainable procurements
- WP3 Knowledge Transfer : necessity to precise the mission (before the twinning workshop). A very useful exercise but which requires practical tools



## Buy Smart+ experiences (2)



- WP4 Training
  - Consultations : the trainees have not real projects immediately
  - Trainings : a lot of requests (not only for energy) ! Difficulty to find more than 5 trainees in small municipalities. Those who have projects and those who are trained are not the same people (technicians on the one hand and buyers on the other hand)
  - An intensive schedule : 06/2012 (22 trainees), 10/30/2012 (8), 12/04/2012 (7), 01/31/2013 (14), 02/06/2013 (24), 02/07/2013 (6), 02/11/2013 (15), 02/12/2013 (5), 03/05/2013, 03/14/2013, 03/19/2013, 03/21/2013, 03/26/2013, 04/02/2013, 04/03/2013, 04/16/2013, 05/07/2013, 05/28/2013, 06/06/2013, 06/18/2013, 09/10/2013, 10/01/2013, 10/22/2013, 11/12/2013, 12/03/2013, 12/19/2013
  - Average evaluation 4.5 / 6 (86 trainees), well appreciated

## Buy Smart+ experiences (3)

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- WP5 Pilot Projects : they will be identified when a technician will have real projects and not only purchasers. Several projects currently identified (mainly in buildings, for instance a library)
- WP7 Dissemination
  - Presentations : real interest, with participants of whole France
  - Newsletter : interesting but an information among a lot of others, what is its special input?
  - Media coverings /Press releases / articles : difficult to have time to write, the Buysmart project is very busy!

## Lessons learnt



- A real need on the topic (easy to build a steering committee on the topic) and to develop sustainable commitments in procurements,
- A real need to make trainings (not only on energy !)
- A real need to have more practical (concrete) supports to each country and to technicians, with addresses of sites, useful links, publications and best practises
- Some thematic mobilize few : green electricity for example
- The training on buildings must be placed in the life cycle of building conception and mainly concerns building conception (if we want to succeed to include sustainable development)
- Most of pilot projects may be identified with the technicians (who have real projects) and not only purchasers.
- In communication it's very interesting to have an internet site with best practices in procurements and some concrete tools