Green public procurement in the municipality of Copenhagen

Eating City Summer Campus
2016, France
PROCUREMENT

- Negotiation
- Evaluation
- Tender
- Writing process
- The market
- Interests groups
Why procurement?

- **Procurement** is the act of acquiring, buying goods, services or works from an external source, often via a tendering or bid process. It is favourable that the goods, services or works are appropriate and that they are procured at the best possible cost to meet the needs of the acquirer in terms of quality and quantity, time, and location. Corporations and public bodies often define processes intended to promote fair and open competition for their business while minimizing exposure to fraud and collusion.

- Public procurement generally is an important sector of the economy. In Europe, public procurement accounts for 16.3% of the Community GDP.
The road to 90% organic

- Copenhagen **Eco-Metropolis** 2001 vision stated in 90% organic target

- **Cost of conversion**: approx. 9 mill. EURO

- **Training for kitchenstaff**: cook from scratch, less waste, less meat – more greens, use seasonal products = organic food with no added cost

- **Rotation programmes for unemployed**. Receive training and replace kitchen staff during courses = employment rate of 83 %

- Organic principles integrated in public kitchens.

- Organic consumption is increasingly being measured by government certification

- **Change in procurement**, market development, products in season, diversity, sensory evaluation,
Goals for organic conversion in Copenhagen

60 % organic food by 2009
75 % organic food by 2011
90 % organic food by 2015

- Goals set by the City Council in 2001 within the framework of the "ECO-Metropol" Vision of Copenhagen as Environmental Capitol of the World 2015
- http://www.kk.dk/FaktaOmKommunen/PublikationerOgRapporter/Publikationer/tmf_publikationer.aspx?mode=detalje&id=674

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Food procurement in the municipality of Copenhagen

- 90% organic in 2015
- Approx. **80,000** daily meals
- Approx. **40,000** diners daily
- **7,375,000** kg annually.
- 141,800 kg weekly.
- **1100** kitchens in **925** locations
- Approx. **1700** employees in the kitchens
- Approx. **40,300,000** EUR

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Organic principles integrated in public kitchens.

- More fruit and vegetables in season, and more on the plate
- Less meat – different meat
- More potatoes
- Baking bread and cake
- More or different use of bread and grains
- Critical use of full-and semi-manufactures, more ingredients
- Old housekeeping virtues - Rational kitchen operation (less waste)

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Brining the policy into life

The procurement specialist
Rules and regulations
Municipality knowledge – politics of food
+

Copenhagen House of Food
Organic conversion
High quality in public meals
Diversity in tenders

___________________________
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All you need to know about low emission zones

- http://mst.dk/borger/luftforurening/miljoezoner/

- Low-emission-zone label in Danish low emission zones

- Euro norm 6 or higher

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Food procurement – one supplier?

- How do we define the individual agreements?
- Fragmented supplier market
- Based on the vendor side
- Widest possible competition
- Calculation of threshold values
Totalleverandør eller leverandør af …
Best value

• You often get what you pay for.

• Testing the quality
  – an expert team
  – measurable

• Diversity in specification

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Contract management

- Customer meeting the supplier.
- Handbook
- Are you getting what you want?
- New – statistic from the big supplier
Market development

- Dialogue with market prior to tender to ensure supply and gain knowledge of possibilities in the market
- We work with the suppliers. We have at least 4 meetings annually, where we discuss visions and upcoming political developments and future demands.
- Use procurement as a platform for market development: Halal/organic
### Dokument 8: EKSEMPEL PÅ VAREKURVE OG PRISREGULERING

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<th>Pos.</th>
<th>Frugt og grønt, økologisk</th>
<th>Tilbudsliste, centralkøkkener</th>
<th>Positionsnr.</th>
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**Eksempel**

Betina Bergmann Madsen
Diversity and season

- Mostly fruit and vegetables
- Not just one or two kinds of apples, pears and plums
- Season is not the same every year
- Suppliers fill out a form we call "The wheel of seasons"
- How do we regulate the price according to the season?
SMARTFRESH
Fresh as the Day it was Harvested

Crunchy apples, months after being harvested? Certainly! One small molecule is all it takes to keep Mother Nature in suspense for a while. Cyclodextrins from WACKER encapsulate the active ingredient and release it as needed.

"An apple a day keeps the doctor away." Yet again, grandma is proven right. Nutritionists strongly recommend that we eat fruit and vegetables as an essential part of a healthy diet. Their advice is for us to eat five servings of fruit or vegetables a day. But what?

ETHYLENE AND ITS OPPONENT

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Sensory evaluation

- Technical specifications can lead to standardization – suitable for buying food?

- Developing technical specifications and quality demands is a specialized task, and a timeconsuming one – most municipalities have neither

Betina Bergmann Madsen
Sensory evaluation

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Vare: 5) Pærer, både med skræl – 1 cm, økologisk

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Vare: 6) Æble, både med skræl, røde, 1 cm, økologisk

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Vare: 7) Champignon, kvarte, Økologisk,

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Vare: 8) Basilikum Frisk, klassisk, økologisk, afklippet

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<td>Gulerødder, rustikke, 5 kg, økologisk</td>
<td>Positioensnummer 3.46</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
· A representative selection of products
· Unspecified before the tender
· Blind tasting
· Judged according to criteria
· Skilled professionals/kitchen staff
· 25 – 30 % award criteria, minimum
Pitfalls in procurement

- Lack of knowledge of the specific goods you are procuring
- Lack of knowledge of the market – and the possibilities within it – usually ends up not benefitting small/mediumsized businesses and/or organic suppliers and producers
- Lack of resources to develop specifications – last years lists of consumption are the basis for securing future supply
- Organic foods are often listed among conventional foods – inhibiting organic suppliers and producers who do not carry conventional products
- Price is often the most substantial or only criteria – but what about quality and sustainability?
Visions for the future

- Food Miles can be a part of the evaluation
- Supporting SME - Local food systems - local supply
- Planing the tender years in advance – planing what to grow in the future year.
- Creating relationships between end users and producers – between children and farmers

Betina Bergmann Madsen
Does it matter?

- INNOCAT project
- Horizon 2020 projects
- The EU-commission
  - bottom up

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Grene Public Procurement (GPP)