



A5 Central purchasing bodie: promoting green public purchasing through centralisation

Promoting green procurement through centralization. The experience of Lombardia Region.

Laura Carpineti
Procurement Strategies Unit
Regional Procurement Agency
Lombardia Informatica S.p.A.
Via Don G. Minzoni
20158, Milan
Italy

Tel: +39 02 39331 946
Fax: +39 02 39331 290
e-mail: laura.carpineti@lispera.it
www: www.centraleacquisti.regione.lombardia.it

Organisation : Lombardia Informatica S.p.A. (LISPA)

Short description: LISPA represents the operational arm of Lombardia Region (local regional government), which owns 100% of the company. The mission of the group is to support the development of Lombardia Region's strategies and plans, through the adoption of information and communication technologies as a key factor to achieve efficiency and quality of results. The Team working at the Regional Procurement Agency is composed by e-procurement experts, procurement strategies experts, lawyers, Project Managers, and ICT Professionals.

Executive Summary of your Abstract

The aim of this work is to present the experience of an Italia Regional Procurement Agency awarding centralized framework contracts for local entities. Indeed, the activity of the Agency is mainly focused not only in enhancing competition on green products and services, but also in dispatching the results achieved to the local authorities, in order to change their habits in procuring sustainable products.

Abstract

The Regional Procurement Agency of Lombardia Region (RPA), was established in 2007 with the main goal to select the most efficient contractors in a pool of competing firms and to maximise savings of regional public entities. This goal is reached through the aggregation of public needs and the publication of open tendering procedures. In pursuing this goal, the RPA dialogues not only with each single local authority, but also with the Environmental Quality Directorate of Lombardia Region. The RPA has also been supporting Lombardia Region in a project for the signing of a voluntary agreement between the public authorities (first of all regional authorities and the chambers of commerce) and the associations of enterprises in the sectors of ICT, energy, transport and communication. The agreement will be aimed at promoting the spread of a market for green goods and services through specific commitments of the signers.

As a result of this governance methodology, the RPA awarded two tenders - "copying machines" and "paper for printers" - and she is going to publish a tendering procedure for "Travel Agency services".

These three initiatives can be considered a noteworthy example of methodology to be adopted when designing "ecological frame contracts", for the following reasons:

- **MINIMAL REQUIREMENT:** definition of non-price attributes (quality of goods) taking into account the ecological aspects. As an example, the minimal attributes given to paper for printers allow competitors the opportunity of offering indifferently a paper with different weights. In addition, competitors are obliged to offer the recycled paper at the same price of the natural one. These mechanisms not only oblige suppliers to compete on green products, but they also drive local authorities to modify their habits from buying the green paper instead of the natural one.
- **SCORING RULES:** choice of a tendering format aimed at achieving the most advantageous economic conditions, in which the scoring rule assigns transparent technical points to the bidders offering products with eco-labels and/or adopting "green vehicles " for the transportation of goods. Indeed, technical points are designed by calculating their monetary value. This mechanism guarantees transparency and competition among potential suppliers because it makes them indifferent in offering discount instead of higher quality.
- **RATIONALIZATION.** With regard to the contract signed for copying machines, the RPA designed a consultancy service, which is free of charge for the public entities, aimed at rationalising the number of machines ordered by each entity on the basis of their real needs. In other words, the winning supplier provides an assessment on the state of the art in each building of the entity, in terms of number of copies made in one year by the final users and the productivity of each copying device. This consultancy service is providing savings for the whole regional system in terms of: number of copying machines dismissed, reduction of printers devices (that are substituted by the multifunction copying machines), reduction of energy costs etc.

Resumé

Laura Carpineti, B.Sc, is currently member of the "Procurement Strategies" Unit at the Regional Procurement Agency of Lombardia Region (Italy) and she was employed at the research unit of the national procurement agency. Her research interests include public procurement, green procurement and innovation, e-procurement practices, and auction design. Her current activity is focused on designing procurement strategies and on elaborating the tendering documentation. Laura Carpineti is also responsible of the introduction and of the evaluation of ecological criteria into the tendering documentation.

Recommended reading:

- **HANDBOOK OF PROCUREMENT**, Nicola Dimitri, Gustavo Piga, Giancarlo Spagnolo, eds., Cambridge University Press, 2006;

- Shall public entities be obliged or free to buy through a central procurement agency? some insights <http://www.ippa.ws/IPPC3/Proceedings/Chapter%206.pdf>.