



## ***First Annual Symposium***

***9 November 2022***

***Brussels, Belgium***

 **bigbuyers**  
for climate & environment



---

# **Why Big Buyers? A European collaboration towards strategic use of procurement**

**Simon Clement**

Big Buyers Co-ordinator, ICLEI Local Governments for  
Sustainability

# Why Big Buyers?

---

Public procurement = **14% of EU GDP**



Huge potential to drive market for innovative goods and services

Major hindrance = **Fragmentation:**

- Demand
- Knowledge
- Capacity
- Procurement criteria





# What is the Big Buyers?

---



Collaboration between big buyers in Europe in **strategic public procurement** to **align and combine purchasing power** to help drive the market for **innovative** and **sustainable** goods and services.

An initiative of the European Commission, DG Grow, launched in 2019.



Managed by Eurocities and ICLEI

# Core objectives - for procurers

---



- Identify common challenges and goals of public authorities
- Exchange and share on:
  - Market developments and new technologies
  - Product availability and pricing
  - Pilot experiences
  - Procurement criteria, procurement methodologies
- Jointly engage with the market - two-way exchange of information
- Focus on needs and interests of WG participants - bottom-up approach

# Core objectives - for companies

---



- Support R&D efforts, by providing test grounds for pilots
- Help understand upcoming procurement plans of buyers and their needs/challenges
- Promote the alignment of procurement criteria and standards in public tenders

# Big Buyers - 2nd phase

- Nov 2020 - Big Buyers Initiative becomes **Big Buyers for Climate and Environment**
- Following in-depth needs assessment with 89 public purchasing bodies, 4 working groups established
- 10 - 15 “big buyers” involved in each group



# Working group activities

---



- Regular working group meetings - latest updates on pilots, market intelligence, criteria/procurement approaches
- Market dialogue sessions - variety of formats with both individual and groups of suppliers
- Capacity building sessions with external experts
- Collaboration on common market statements
  - Work plan of each group developed with a bottom up-approach - custom-made to respond to the topic and the interests of the participants.



# Variation between groups

---



Type of activities heavily influenced by factors such as:

- Structure and nature of market, and market actors, in the focus sector
  - Nature of the product addressed
  - Differences in national procurement regulations and practices
  - Specificity of the defined need
  - Level of experience and advancement of the WG participants
  - Status of market development
  - Type of procurement entities involved
- No single template for WG activities

# Challenges faced

---



- Covid-19 - demonstration of the value of face-to-face collaboration
- Period of huge pressure on public sector - in terms of finance and capacity
- Slow pace of market development - supply not able to meet demands
- Alignment of needs and procurement timescales

# Key achievements



Across the initiative we have:

- Directly engaged with 61 companies (mostly SMEs) and multiple business associations, across 16 market engagement sessions
- Facilitated in-depth exchange of experiences between 60 purchasing entities in the working groups, and 120 across the whole initiative, with a total procurement budget well in excess of €40bn
- Organised 46 online working group meetings
- Organised 4 site visits and 3 factory visits

# Key achievements

---



- Established collaboration with nearly 20 European projects and initiatives
- Communicated the Big Buyers for Climate and Environment initiative at 33 external events
- Zero emission construction sites now being piloted or part of business as usual in 7 cities
- Published two market statements on zero emission construction sites and circular construction to add to the previous statement on heavy-duty EVs

---

# Working Group Outcomes

**Sylwia Slomiak**

Project coordinator, Eurocities



# Big Buyers: working groups

---



## Heavy Duty Electric Vehicles (HDEV)

# Heavy-Duty Electric Vehicles

---

## Work:

- Joint market dialogue activities:  
**meeting with all European providers of HDEV (20+) + recharging operators and service companies**
- **mapping of all vehicles available on the market** and their specifications to allow for comparable specifications (collaboration with ENTRANCE project)



# Heavy-Duty Electric Vehicles (HDEV)

## Results:

- **Document on market gaps:**
  - list of Buyers needs which the current markets can't satisfy
  - Underline market differences across Europe
  - Issues related to finance and risk
  - Policy and economic environment: issues with charging infrastructure



# Heavy-Duty Electric Vehicles

---

- Sharing of public entities experiences in purchasing HDEV vehicles
- Document on **lesson learnt** from the most recent experiences of buyers in purchasing HDEV
  - New procurement work across Europe
  - (Joint) market dialogue lesson learnt





# Big Buyers: working groups

---



## Digital Health



# Digital healthcare solutions

---

## Results

- **Engagement with 24 innovative SMEs** in 3 EIC ePitching sessions
- **Capacity building focus** - 3 sessions on sustainability in healthcare & value-based healthcare procurement
- Collaboration with: EHPPA, HealthProcEurope, PiPPi, NO-FEAR, EURIPHI, EcoQUIP+, Covid-X, Inno4Cov19



# Big Buyers: working groups

---



# Circular Construction

# Circular Construction

---

## Examples of what the Group did:



Market **dialogue with national and European industry associations** (asphalt producers and road directorates) - including visits at facilities using latest asphalt production technologies;

Meetings with research institutes focused on **ensuring high quality of circular asphalt**;

Meetings with representatives of pilot projects to **assess replication potential**.

**Discussions about the difference in approaches** to procuring circular asphalt

# Circular Construction

---



## Results:

**Joint Declaration of Intent:** recommends areas to be considered by Public Buyers to address the identified risks and the potential for broader use of circular asphalt (already **endorsed by 14 signatories**).

**Lessons learnt report:** summarises the main opportunities and challenges for the Buyers and the industry within the area of circular asphalt, as identified by the Working Group.



# Joint Declaration of Intent



## BIG BUYERS FOR CLIMATE & ENVIRONMENT

Working Group on Circular construction - roads,  
infrastructure, public space

### Joint Declaration of Intent

Date of publication: 28 October 2022

This is a joint Declaration of Intent by the Members of the Big Buyers for Climate and Environment's Working Group on Circular Construction. The document aims to indicate the unmet need in the field of road construction, in particular asphalt pavements. It aims to provide Public Buyers and the market with a recommended direction of investments in road construction, as regards the tendering approaches and issues that require further analysis to address the identified risks and the potential for broader use of circular asphalt!

The Members of the Working Group recognise that in order to offer new high-quality sustainable solutions while remaining competitive and profitable, the asphalt industry needs to plan investments in innovative technologies with a certain degree of confidence in the expected volume of contracts, both as regards the scope, timeline and the conditions applied in future tenders. Such conditions would refer to, among others, the requested minimum and maximum percentages of reclaimed material in asphalt, if applicable, and the methods of bids evaluation and contract awarding under the Public Buyers' procurement processes most commonly used in each member state. At the same time, the Members recognise that asphalt production is heavily dependent on local conditions, i.e., the availability of material and national regulations that vary across Europe.

#### The aim of the Working Group on Circular Construction

The Working Group on Circular Construction is one of four working groups established under the European Commission's Big Buyers for Climate and



- Launch internal dialogue to consider the use of a performance-based procurement approach using Product Category Rules and Environmental Product Declarations, if permitted by local regulations, in order to allow more sustainable asphalt mixes.
- If applicable, work towards developing, re-evaluating and/or adapting verification processes of the current local standards and norms regulating the percentage of reused or recycled asphalt, in order to boost innovative solutions that guarantee high quality.
- If applicable, work towards revising regulations that currently categorise asphalt as waste, which prevents producers from storing and reusing asphalt reclaimed from road maintenance or reconstruction projects.
- Improve dialogue, information-sharing and mutual understanding with market actors in order to optimally respond to the challenges faced by cities and the industry (for example, by using the existing channels of exchanging information on procurement across the EU and/or sharing data through local online platforms, if possible).

#### Signatories:

The City of Haarlem  
The City of Lisbon  
The City of Rotterdam  
The City of Valladolid  
The City of Vienna  
The City of Zurich  
Bezirksamt Neukölln von Berlin  
Bordeaux Métropoli  
Nantes Métropolis  
Wallonie - Secrétariat général - Direction du Développement durable  
Belgian Post  
Brussels Mobility  
Conference of European Directors of Roads (CEDR)  
Rijkswaterstaat

#### Invitation to join the group of signatories

We invite other Public Buyers across Europe who share our ambition and want to support developments in the circular asphalt by participating in the achievement of the economy of scale to sign this declaration. All interested Buyers can contact the Big Buyers Secretariat at [info@bigbuyers.eu](mailto:info@bigbuyers.eu).

## Selected recommendations:

**Consider the use of a performance-based procurement approach using Product Category Rules and Environmental Product Declarations** (to allow more sustainable asphalt mixes).

Create opportunities to **increase the amount of reclaimed asphalt in road construction through matching supply and demand.**

**Work towards revising regulations that currently categorise asphalt as waste** (which prevents producers from storing and reusing asphalt reclaimed from e.g. road maintenance).



# Big Buyers: working groups

---



## Zero-emission Construction Sites (Zemcons)

# Zero Emission Constructions Sites

---

## Results

- **Developed knowledge of the technological advances** to enable transition away from diesel machinery through market engagement and study visits.
- **Aligned demands for a transition to zero-emission construction** across public buyers, to accelerate industry innovation.
- **Defined ambitions to make future demand predictable** (through the group's Joint Statement of Demand).
- Zero emission construction sites now being piloted or part of business as usual in **7 cities**



# Zero Emission Constructions Sites

---

## Results (continued)

- **Proven feasibility and documented socio-environmental and economic impact** of zero-emission construction machinery and sites.
- **Increased visibility of the importance of construction site emissions**, and of the potential actions available to buyers to address them.
- **Developed and shared standard tender criteria** to support pilot project procurement among working group members.





# Joint Statement of Demand

19 SEPTEMBER 2022

## Joint Statement of Demand for Emission-free Construction Site Machinery

As public buyers, we are committed to leveraging our procurement as a tool to promote sustainable development and innovation. We aim to transition towards carbon neutrality by eliminating emissions from our construction works, whilst improving the local air quality and conditions of construction workers. The construction sector represents as much as 36% of global energy use and 39% of GHG emissions<sup>1</sup>. This means the sector presents a clear opportunity to make a significant impact in lowering global GHG and solving local environmental problems. Cities, which largely concentrate the negative externalities caused by construction works (e.g. air pollution, noise, congestion), can be frontrunners in the promotion of cleaner construction machinery, with which they can also achieve improved health and safety for workers on-site and quality of life for citizens in the surrounding area.

We acknowledge that market frontrunners need a clear and reliable signal of aggregate demand to de-risk and enable rapid scale-up of emission-free construction solutions, and that this transition must go hand in hand with the transition to and accessibility of clean energy. We are dedicated to strengthening cooperation between us as public buyers, as well as with construction machine manufacturers, contractors, and providers of supporting energy infrastructure or technology advancements for enhanced site management.

<sup>1</sup> Global Status Report 2022 by IRENA, Environment and International Energy Agency

### DEFINITIONS

**Zero-emission** in the context of this statement is understood as **emission-free** construction activities **within the construction site fence** (Figure 1) - meaning no exhaust emissions from any machinery in operation on site. Zero-emission solutions could be, for example, cable or battery electric NRRM models.

**Fossil-free** in the context of this statement is understood as solutions powered without fossil fuels, such as biogas or biodiesel. Some buyers involved may use sustainability-sourced fossil-free options to reduce CO<sub>2</sub> emissions on their construction sites as an intermediate solution, awaiting wider market readiness of emission-free solutions and energy infrastructure transition. However, fully emission-free solutions are the end target of all.

**\*Notes:** Emissions from machinery used on construction sites are typically one element of wider environmental criteria used by the contracting authorities individual buyers involved may have a broader scope for emissions considered in their procurements - for example, including transportation of materials to and from the site, embodied emissions from material extraction or production, or energy production.

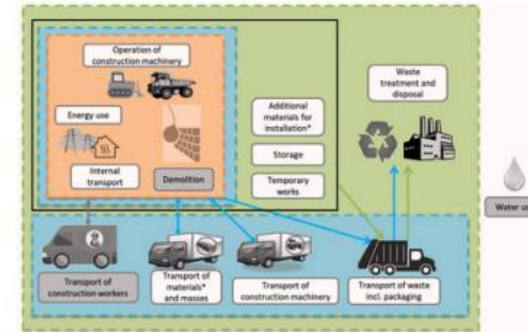


Figure 1. Definition of the scope of the system boundary (construction site fence)<sup>2</sup>

This joint statement serves to announce the aligned demand across big public buyers in Europe to procure for emission-free construction sites. We also acknowledge that existing or already planned contracts, as well as varying market availability across EU Member States and regions, may impact the timeline of achieving those ambitions.

**As organisations with major annual construction contracts, we jointly declare the following ambitions, and will prioritise Zero-emission technologies to achieve them:**

- **Require fossil-free construction machinery in own public projects from 2025, with at least 20% emission-free machinery, where available.**
- **Require fossil-free construction machinery in own public projects from 2030, with at least 50% emission-free machinery, where available.**

We commit to engage with other public institutions, suppliers, workers, social and industry organisations to support the innovations necessary to meet these targets, using pilot projects to demonstrate the feasibility of this transition.

<sup>2</sup> Impact assessment of zero-emission building processes in Oslo by SINTEF and Institute of Transport Economics

### SUPPORTING BUYERS



**Get in touch with us and join  
the lists of the signatories:**

All interested Buyers can  
contact the  
Big Buyers Secretariat at  
[info@bigbuyers.eu](mailto:info@bigbuyers.eu)

[www.BigBuyers.eu](http://www.BigBuyers.eu)





# Thank you!

Contact us:

[info@bigbuyers.eu](mailto:info@bigbuyers.eu)

[www.bigbuyers.eu](http://www.bigbuyers.eu)



The Big Buyers is a European Commission platform for promoting collaboration between big public buyers in implementing strategic public procurement for sustainable and innovative goods and services.