

Big Buyers Working Together – How can you benefit?



**big
buyers**
Working
Together

Danko Aleksic, Project Coordinator



Funded by
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What is the BBWT?



Collaboration between public buyers with strong purchasing power to promote the wider use of strategic PP for innovative and sustainable solutions to their procurement challenges.

Launched in March 2023

Funded by the EU through EISMEA

Managed by Eurocities, ICLEI and BME



Previous editions of the BB



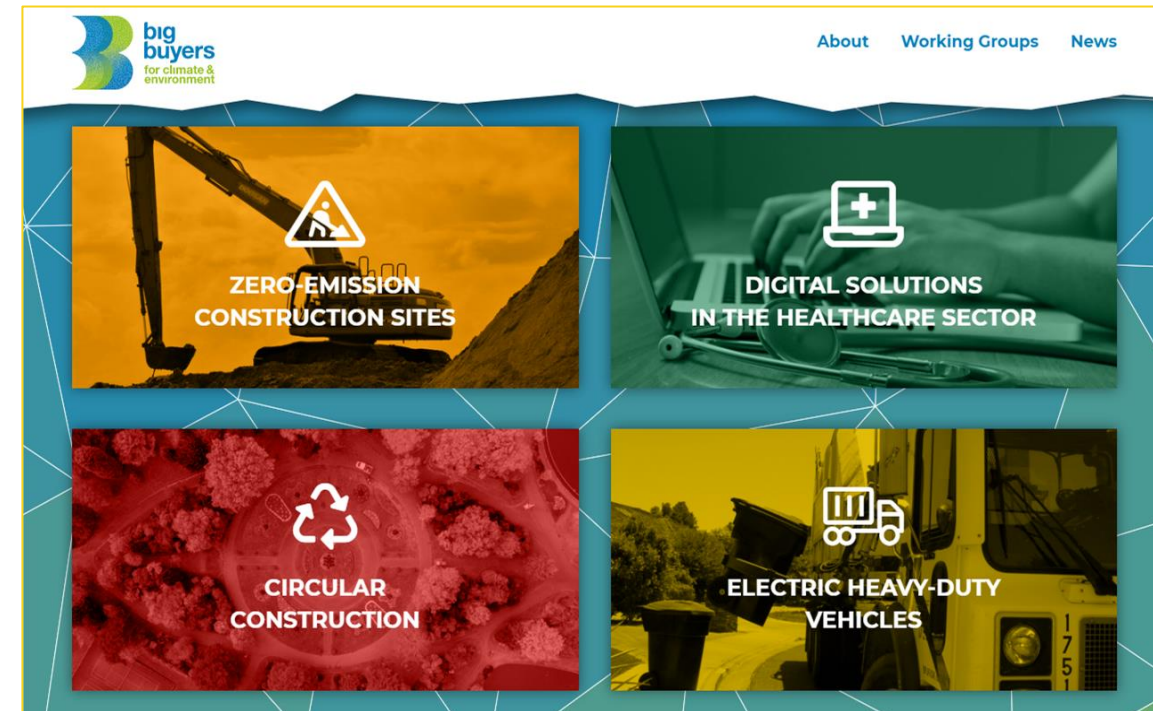
Previous two related contracts with DG Grow:

Big Buyers Initiative (BBI)

Big Buyers for Climate and Environment (BBCE)

Success:

61 companies and associations engaged across 16 ME sessions; 46 online WG meetings; 4 site visits; 3 factory visit; in-depth exchange of experiences between 60 purchasing entities, with a total procurement budget exceeding €40bn.



Some moments from BBCE...



Our approach

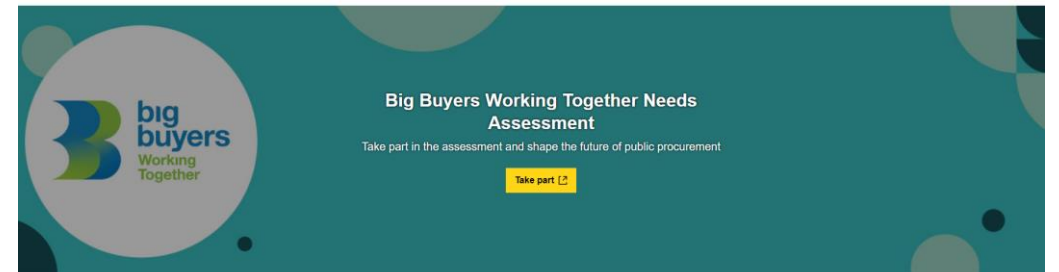


The Needs Assessment during the spring/summer 2023

Online questionnaire already available on the **Public Buyers Community Platform**

<https://public-buyers-community.ec.europa.eu/>

Defining and establishing of **10 CoPs** during the autumn 2023



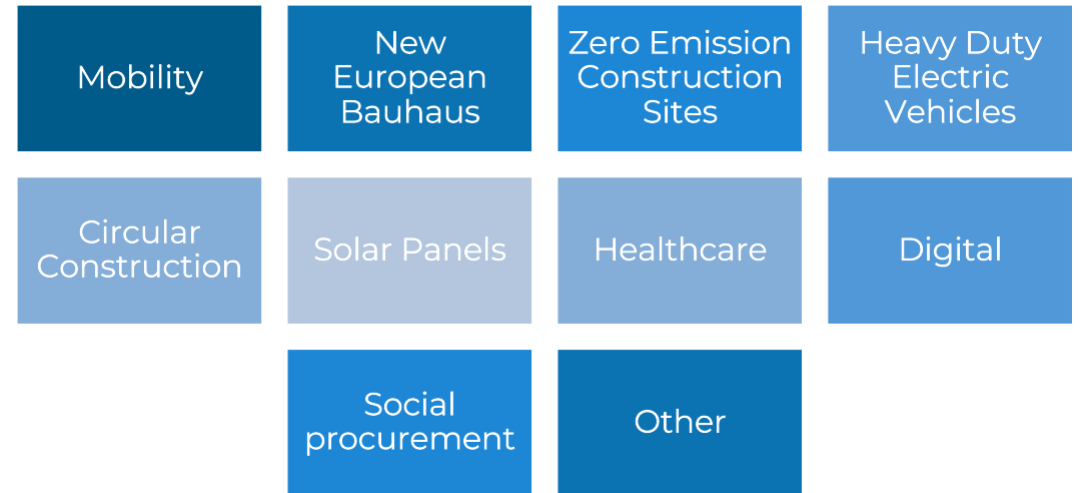
Communities of Practice



The CoPs will be embedded on the Public Buyers Community Platform

Members of each CoP will have access to members-only collaboration area

Each CoP will define its own objectives and collaboration activities to effectively address sector-specific opportunities and challenges



Communities of Practice



Overall size of the CoP will be approximately 10 entities:

1-2 Lead, steering and implementing

3-4 Implementing pilot projects and procurement contracts

3-4 Learning and contributing

Participation in the CoPs is **free** and the costs of the Members' travel to in-person meetings will be reimbursed



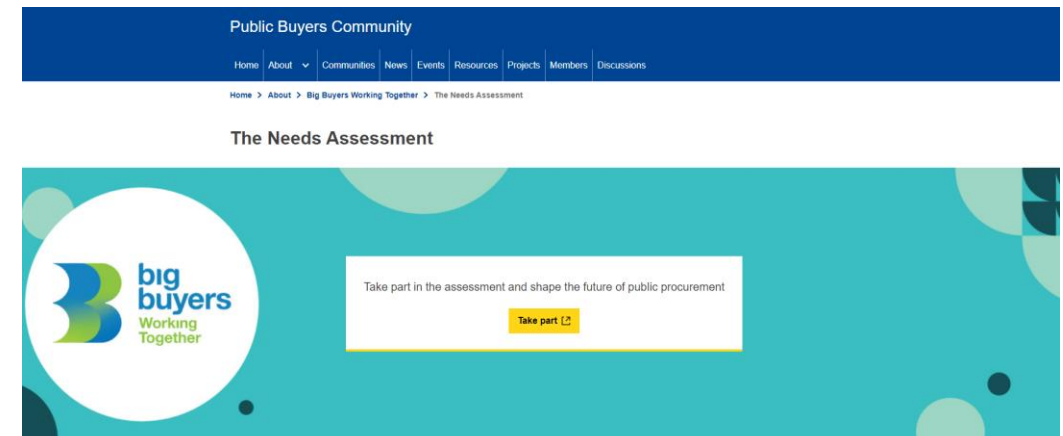
Who should join? And how?



BBWT invites **public purchasing organisations** such as local and regional governments, central purchasing bodies, and other public agencies.

Market actors (e.g., producers and suppliers) and industry associations will be invited to join various sessions and events, depending on the focus and needs of the CoPs.

The first step - fill in the NA Questionnaire



Potential variations among CoPs



Type of activities are 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 CoP participants
 - Status of market development
 - Type of procurement entities involved
- No single template for CoP activities!

Benefits from participation in CoP



- Regular CoP meetings (online and in person) - latest updates on pilots, market intelligence, support in developing tender documentation and criteria
- Market dialogue sessions - variety of formats with both individual and groups of suppliers
- Study visits/learning expeditions
- Capacity building sessions with external experts
- Producers' pitching sessions
- Collaboration on common market statements

Benefits for producers



- Potential test grounds for pilots – support to R&D efforts
- Understanding of the needs and challenges of public buyers
- Insight into upcoming procurement plans
- Promotion of the alignment of procurement criteria and standards in public tenders

Thank you!

Contact us:

big.buyers@eurocities.eu



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