

# Big Buyers Working Together – How can you benefit?



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Funded by  
the European Union



# 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.



# Our approach

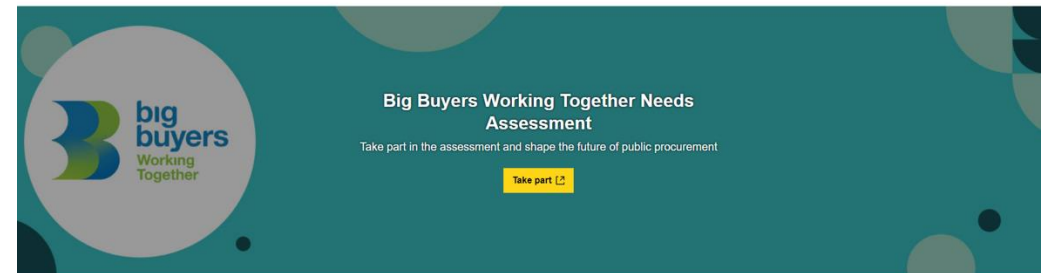


**The Needs Assessment** undertaken during 2023

10 **CoPs** defined and established, embedded on the **Public Buyers Community Platform**

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

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





# Who should join?



Participation in BBWT is open for **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.



12 members

## Circular Construction (CC)

This CoP aims to explore innovative solutions in terms of materials and methods to improve circularity.



7 members

## Digital

This CoP is focused on identifying and understanding the existing business models for digital procurement.



10 members

## Social Procurement

This CoP for socially responsible public procurement (SRPP) will contribute to using the purchasing of goods, works, and services to ensure positive social outcomes.



7 members

## Health Efficiency

This CoP aims to facilitate communication and coordination across public buyers about efficiency in the healthcare sector throughout Europe.



6 members

## New European Bauhaus (NEB)

This pioneering group will be the first initiative connecting sustainable public procurement to NEB.



4 members

## Mobility

The CoP Mobility will be focused on identification and understanding of the existing business models for Mobility Procurement.

# 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



# CoP Zero Emission Construction Sites



- One of 10 CoPs established withing the BBWT
- Led by the City of Oslo

## CoP ZECS

- City of Oslo - Agency for Improvement and Development – Procurement Department, N
- City of Helsinki, FIN
- District of Neukölln, Berlin
- City Council of Barcelona – Department for Coordination of Public Works, Mobility, Infrastructure and Urban Services ES
- Helsinki Region Environmental Service Authority, FIN
- Infrastructure Malta, MT
- Bodo Municipality, N
- City of Copenhagen, DK
- Central Government Real Estate Agency, NL
- Danish Building and Property Association, DK

## Objectives of the CoP ZECS are:

- Exchange experiences and best practices,
- Market engagement with national and international suppliers (to express combined demand and understand available technologies) to increase market capacity for fulfilling the needs of ZECS,
- Joint development and testing of procurement documentation,
- Explore and strengthen available ZECS technical solutions,
- Explore and exchange information on financial models and policy framework for ZECS,
- Developing of guidance for the 1<sup>st</sup> ZECS project within the PA,
- Increasing visibility of ZECS and communication of ZECS value-added outside of the CoP.

# Thank you!

Contact us:

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