

Circular Procurement in city of Malmö

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City of Malmö

- Malmö is a young city - 48% are younger than 35 years old
- 186 different nationalities and more than 150 languages
- Malmö is the fastest growing large city in Sweden
- Focus on sustainable urban development
- Awarded Sweden's most sustainable city several times
- Bike City

Challenges

- High unemployment and social injustice



Content

- What is a circular economy?
- Circular economy in city of Malmö
 - Malmö's journey towards a circular organisation
 - Leadership commitment
 - Champions and experts
 - Circular procurement process
 - Measure and monitoring
 - Tips to go circular
- Circular procurement case



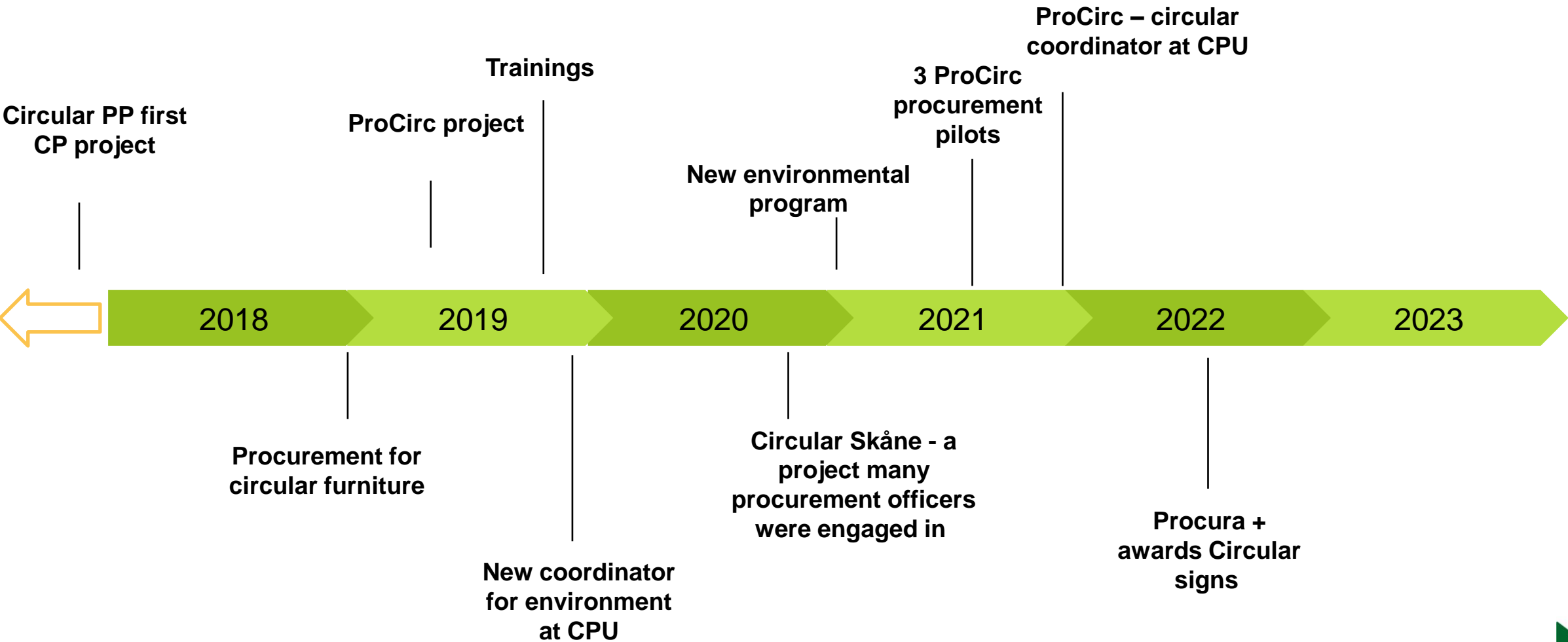
What is a circular economy?



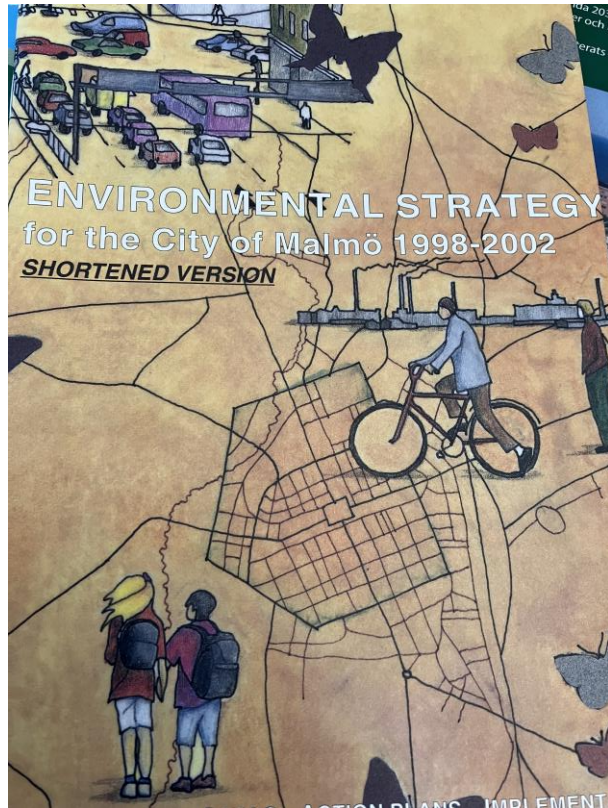
- Reuse internally
- Prolong lifetime
 - Quality products
 - Repair
 - Circular disposal
- Buy reused products
- Request materials that are recycled and are recyclable

[Circular Economy](#)

Landmarks – circular procurement



Values and norms aligned with the change



Leadership commitment

PROCURA+ CHAIR



Katrin Stjernfeldt Jammeh
Mayor of the [City of Malmö](#)



Gabriella Manieri
Head of Procurement



2 The City of Malmö's organisation has net-zero emissions



12 Increased resource efficiency

Champions and experts



Trainings and awareness raising

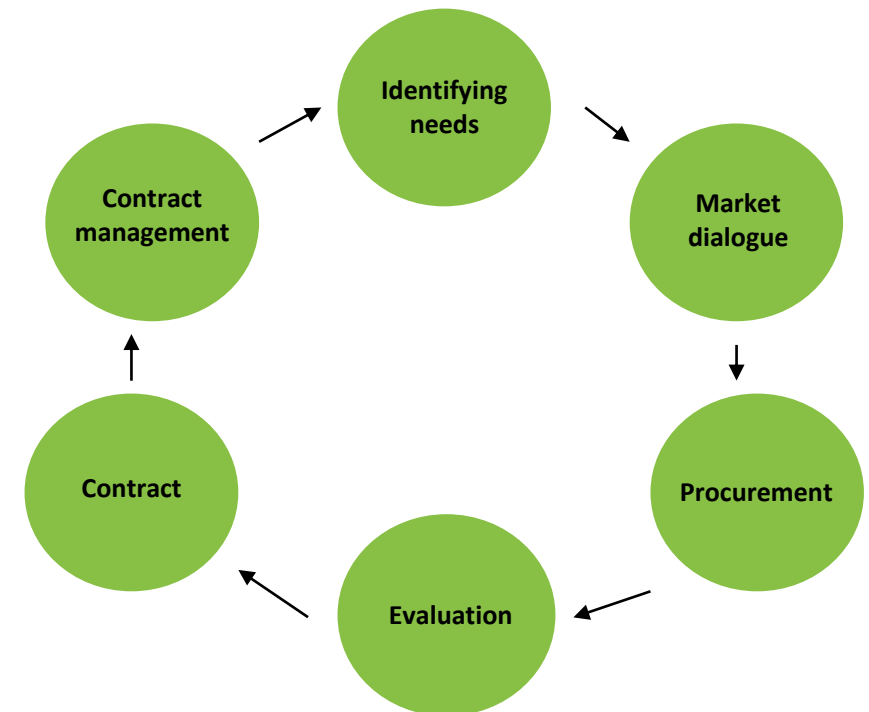


How is the Centralized Procurement Unit (CPU) arranged in City of Malmö?

- Responsible for municipality wide contracts. Not constructions.
- Procurement officers are responsible for ALL steps of procurement (including contract management)
- Three sustainability coordinators

Teamwork during procurement process

- Cooperation between procurer, sustainability coordinators and reference groups
- Using circular tools in all parts of the procurement process
 - Circular brainstorming to identify needs
 - Circular market dialogue - RFI questions
 - Guide for sustainable procurement (including CE) available for everyone in the city



Teamwork during contract management

- Follow-up with buyers and users of products and services
- Engage and further develop the contract together with buyers and suppliers



Pilot case- Circular Signs and Navigation



- Signs outside and inside buildings
- Circular aspects:
 - Reuse
 - Repair
 - Recycle



Supplier with circular ambitions and collaboration to reach circular goals



Open up for circular innovation during contract period



Circular added value criteria



Pilot case- Prolonging lifecycle of baby strollers for preschools



Include spare parts



Evaluate prices for maintenance and repair



Set up routines for prolonging lifetime in pre-tender phase



- Strollers and baby buses for preschools
- Circular aspects:
Maintenance
Repair

Pilot case- Waste management



Framework agreement is needed to be able to monitor waste streams



Not all sustainable/circular aspects needs to be implemented at the point of contract start



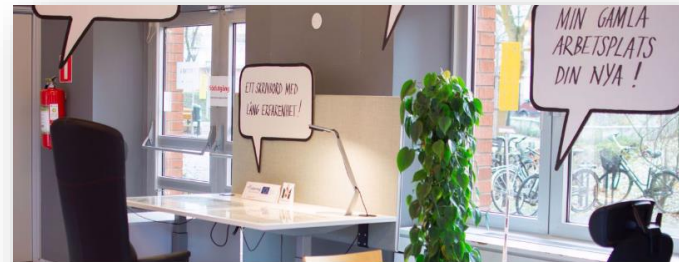
Sustainability added value criteria

- Handling of sorted waste
- Circular aspects
 - Increase sorting and minimize residual waste
 - Fossil free transports

Communication about circular procurement and purchasing



Upphandling som verktyg för samhällsförändring – Malmö stad vinner nytt pris



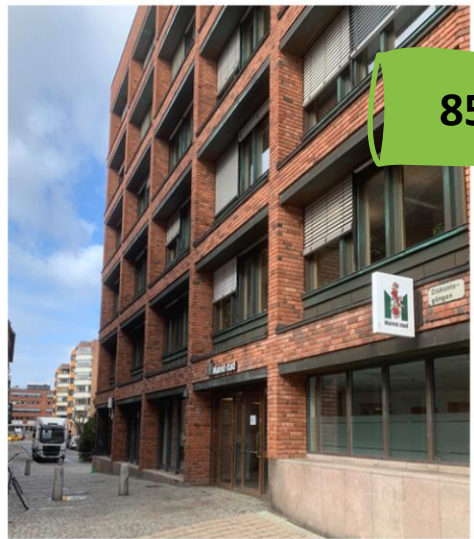
Funktionsstödsförvaltningen visar vägen – andelen återbrukade möbler har ökat med cirkulärt avtal



Med hjälp av så kallade bambussar kan de minsta förskolebarnen lättare komma ut på utflykter.

Tack vare cirkulärt avtal kan fler förskolebarn upptäcka Malmö

Measuring and Monitoring circular purchasing



85% less co2



37% less co2



2019 1704 ton co2 (41,3 millions)
2022 1714 ton co2 (49,3 millions)



200 ton co2 eq per year

Challenges

- Circular in a linear context
- Behavioural change
- Measuring and monitoring
- How to avoid unnecessary buying?

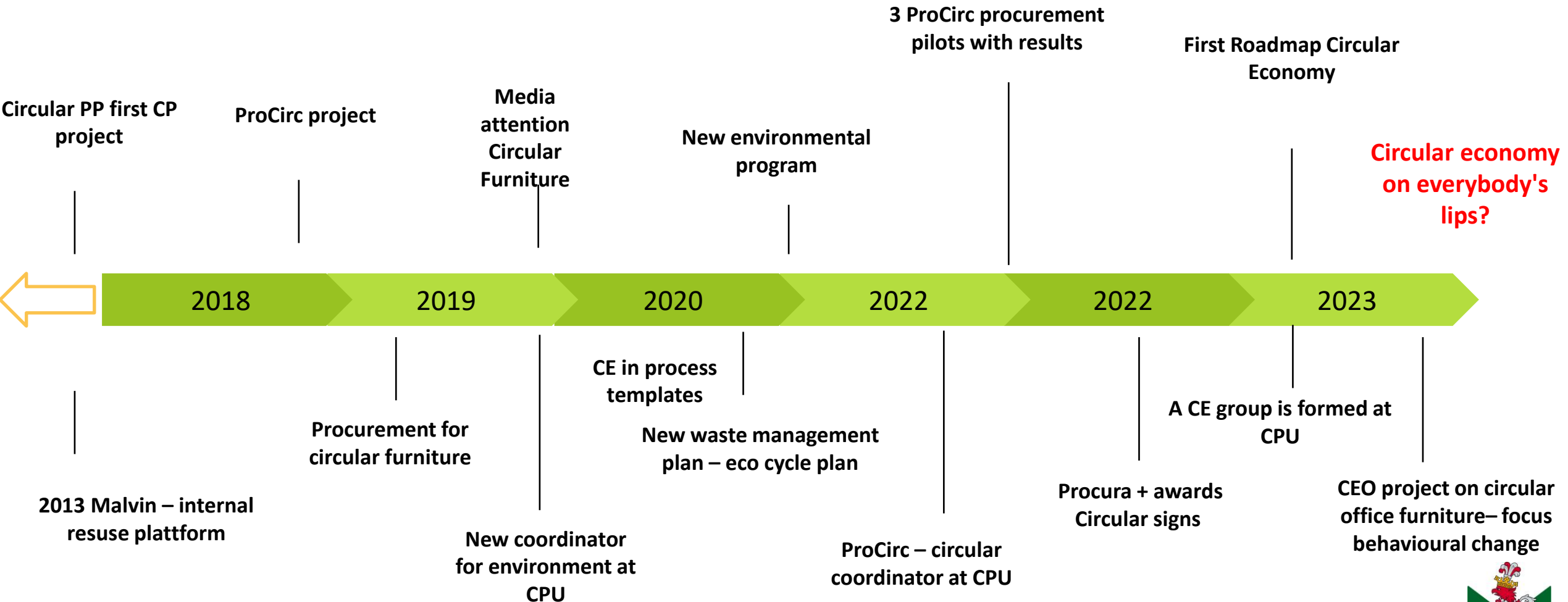


Future

- A Roadmap for Circular Economy in 2023
- An even higher focus on;
Circular Buying and Internal Reuse
- Monitor Net Zero Organisation
- Education in circular buying behaviour
- Focus on further developing circular procurement practices in strategic categories

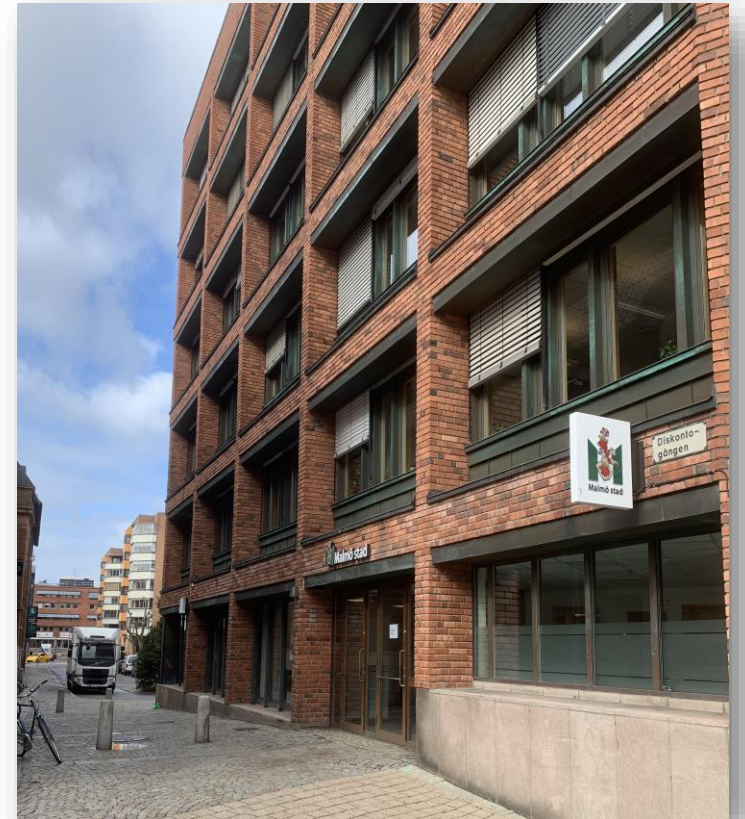


Landmarks circular economy and organisational change



Tips and success factors to go circular

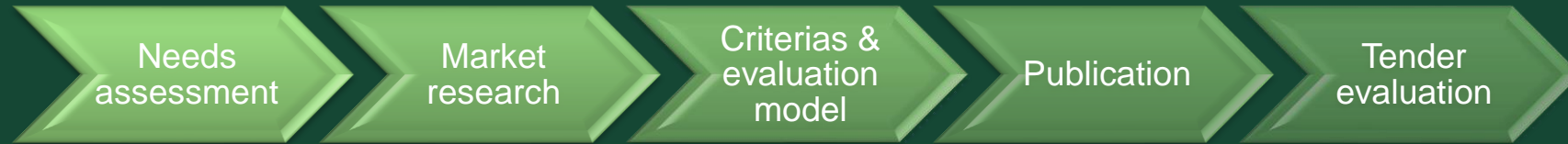
- Start with something easy – more likely to become a success!
- Champions, intrapreneurs, enthusiasts...!
- Monitoring – difficult but valuable (don't look for the perfect monitoring)
- Behavioral change
- Communicate success
- Integrate circularity and economic aspects (procurement, business models etc.)
- Copy Paste



Circular procurement case - Signs and navigation

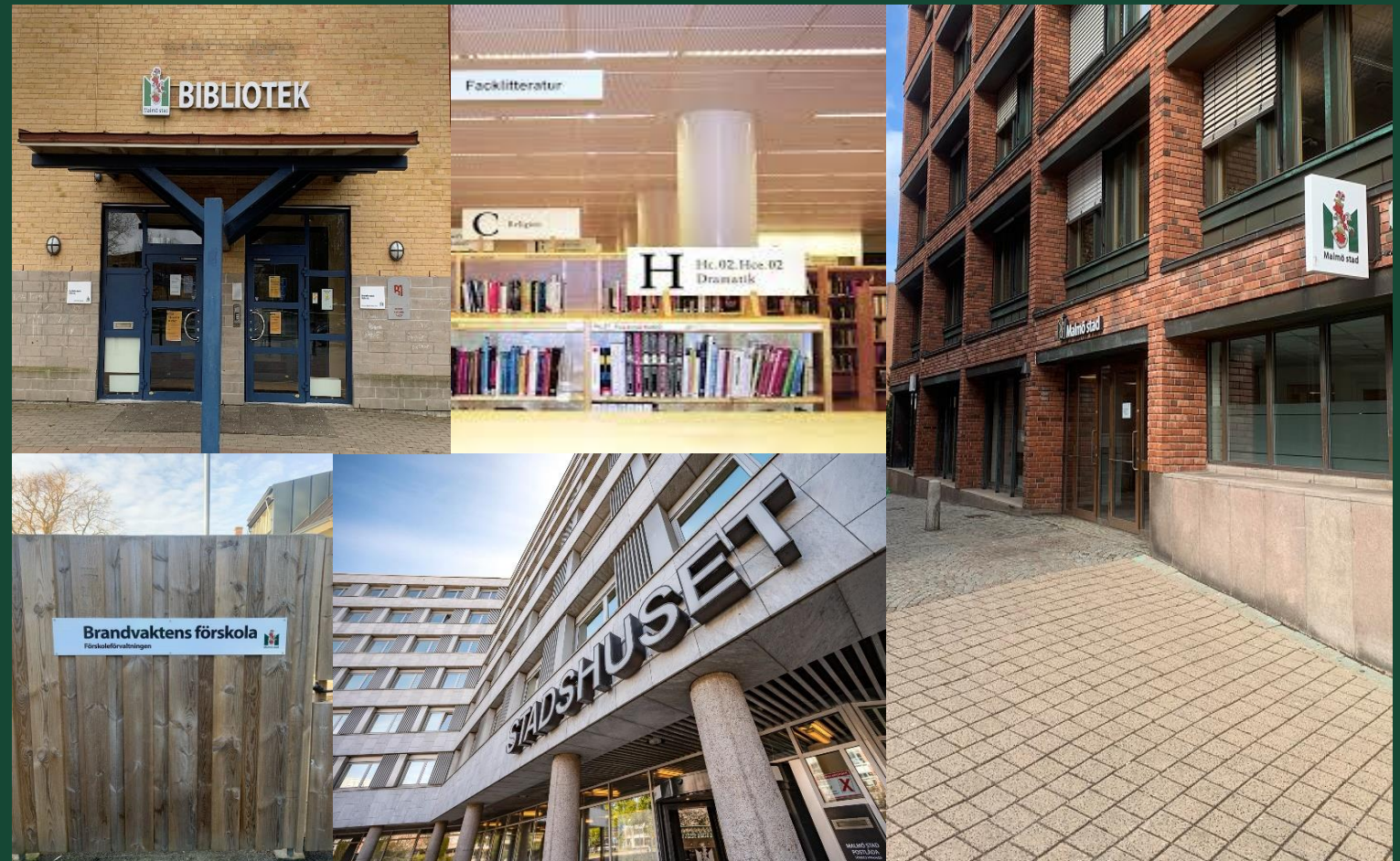


The procurement process



The city of Malmö

- Have no existing contract
- Have no signs manual
- Has a large variety of signs that are being purchased
- Sees benefits of a circular procurement



Needs
assessment

Market
research

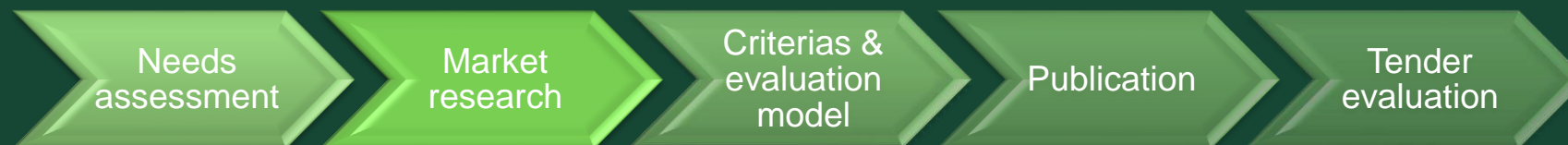
Criteria &
evaluation
model

Publication

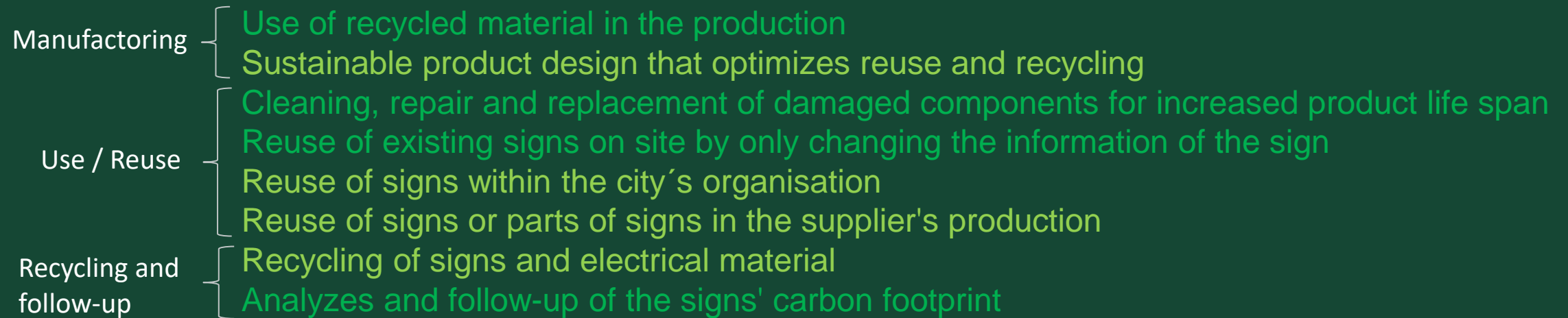
Tender
evaluation

The sign industry

- The market consists of many small, local companies with a turnover of 1-5 million euro and some medium-sized companies with a turnover of 10-20 million euro.
- Annually, approx. 5 000 tonnes of signs and displays are placed on the Swedish market.
- A sign can have a lifespan of 15 - 20 years, but often it is turned into waste before that.
- Some suppliers have begun to implement circular solutions.

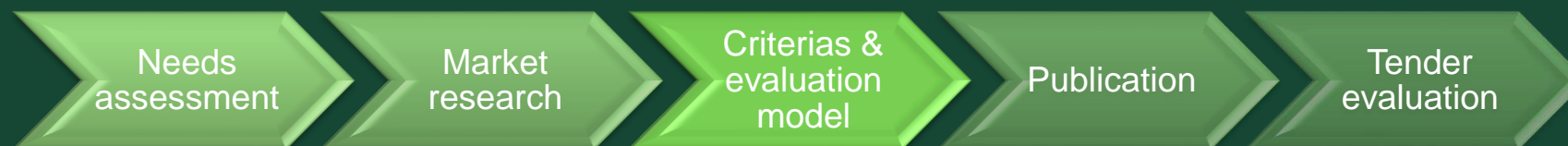


A variety of circular criterias in the procurement



 Criteria in the procurement

 Criteria in the procurement and a possibility of added value to the tender evaluation



Evaluation model

Use of recycled material in the production

Sustainable product design that optimizes reuse and recycling

Cleaning, repair and replacement of damaged components for increased product life span

Reuse of existing signs on site by only changing the information of the sign

Reuse of signs within the city's organisation

Reuse of signs or parts of signs in the supplier's production

Recycling of signs and electrical material

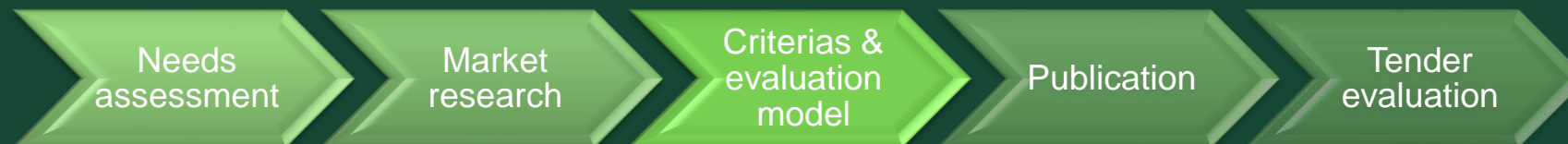
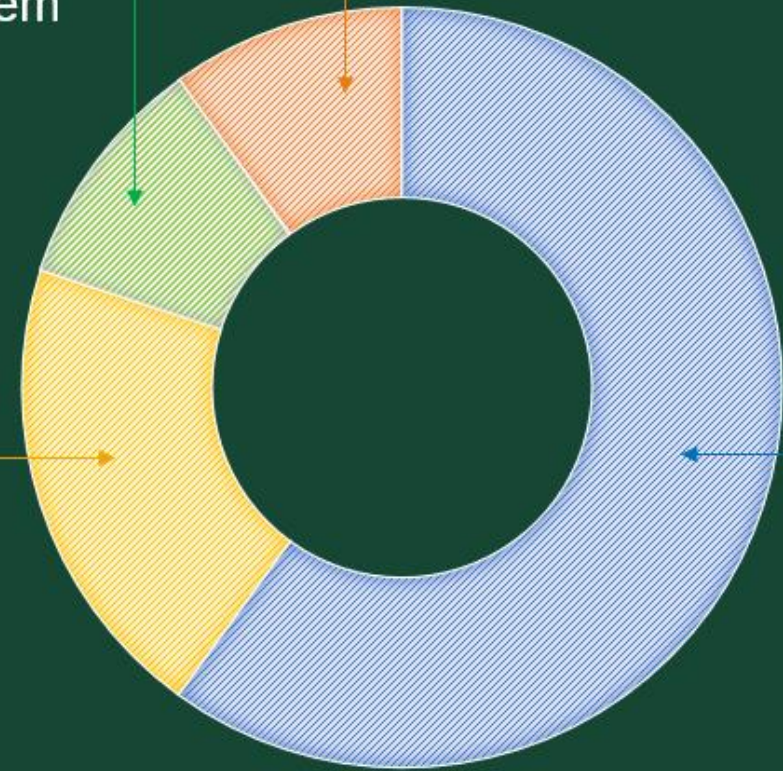
Analyzes and follow-up of the signs' carbon footprint

Experience of an optimal recycling system

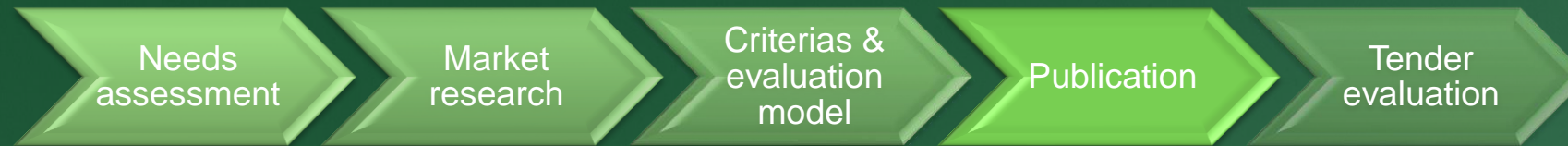
Experience of a take back system

Experience of storage and reuse system

Price



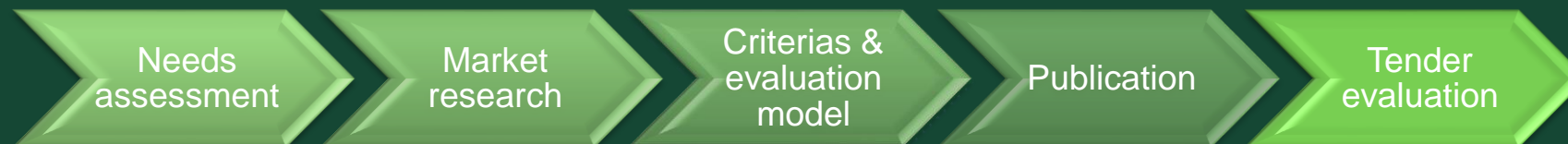
Publication of a contract notice!



Tender evaluation



Supplier	Evaluation	Tender price
Accus AB	Meets all qualification criterias Price: 450 000 euros Added value: -180 000 euros	270 000 euros
Nonbye AB	Meets all qualification criterias Price: 360 000 euros Added value: 0 euros	360 000 euros
Skyltcompaniet i Malmö AB	Meets all qualification criterias Price: 465 000 euros Added value: -45 000 euros	420 000 euros
Mediaformat Sweden AB	Meets all qualification criterias Price: 495 000 euros Added value: -45 000 euros	450 000 euros
Swedsign AB	Does not meet all qualification criterias	-----



Reflections

- The procurement turned out as we were hoping! The city of Malmö got a supplier who has **experience of working with circular economy** and are committed to develop the work further and keep **focusing on circular solutions**.
- The procurement **showed the sign industry were we are heading** and many cities have been following a similar procedure.
- We believe the model can be useful for procuring other goods and services too, where there are **suppliers who are engaged in providing circular solutions and have some experience!**

Success factors

- ✓ Engaged procurement officer and environmental coordinator
- ✓ Suppliers engaged in providing circular solutions
- ✓ Suppliers with circular competence
- ✓ Market readiness
- ✓ Market dialogue and cooperation
- ✓ Use of an evaluation model with circular criterias that can be controlled and evaluated in an objective manner
- ✓ Keep learning!

After the procurement

- We and Accus are working together to create a signs manual with standardized product range
- The focus right now is on reuse of existing signs in the city and, if necessary, produce new signs with reused materials and replaceable components
- Less product and more service
- Life-cycle assessment (LCA)