

# SKI's experience with green procurement

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**Creation of  
tender material**



**Contract use**



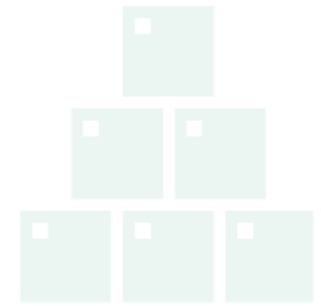
**Product use**



**Creation of  
tender material**



**Contract use**



**Product use**

# Creation of tender material



**Desk research and  
market dialouge**



**Procurement  
documents**

# Stakeholder involvement



**Customers**  
– Experiences and expectations



**Industry association**  
– Main messages and upcoming changes

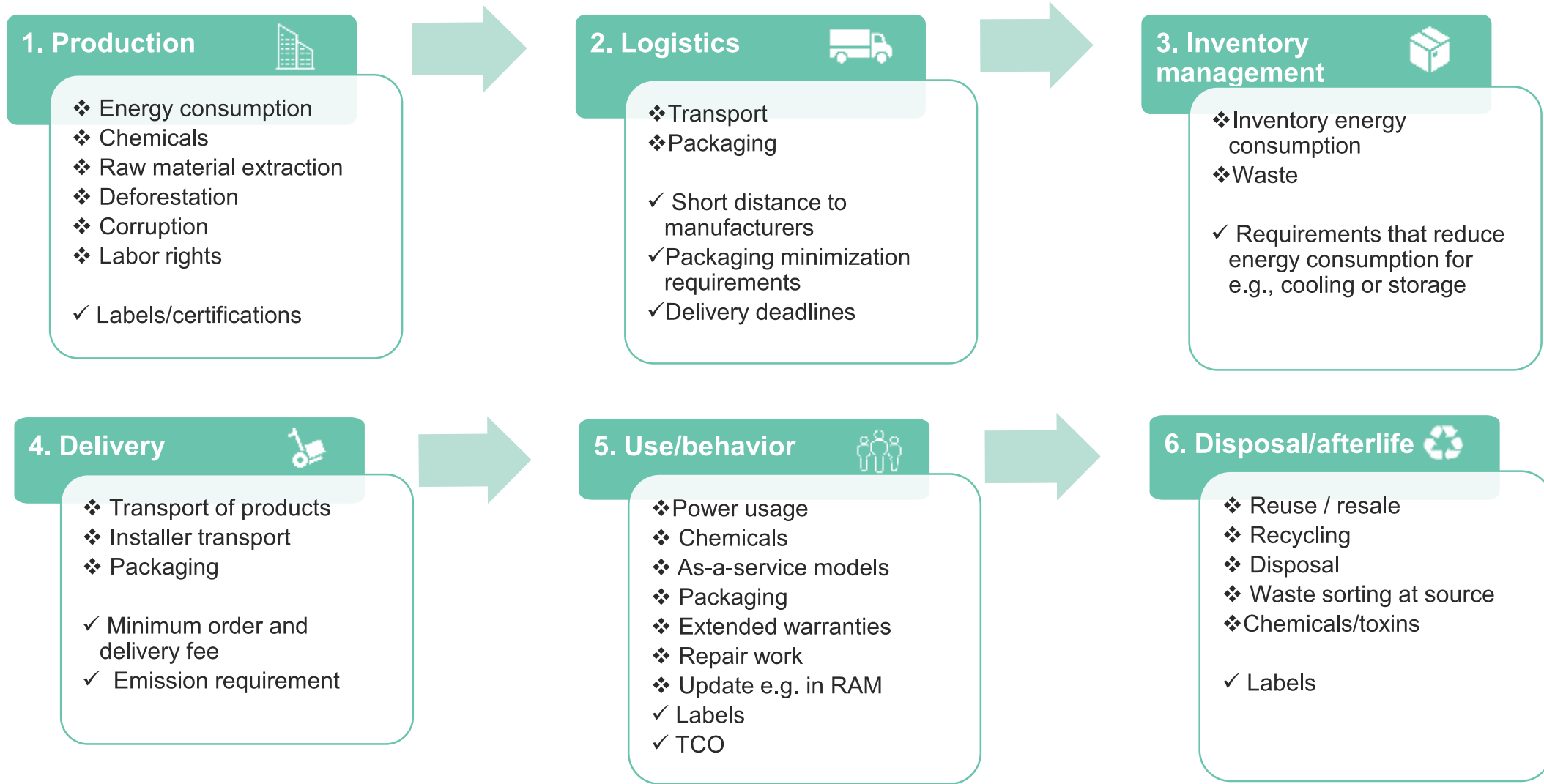


**Potential bidders**  
– Needs and recommendations

# SKI looks at the entire value chain

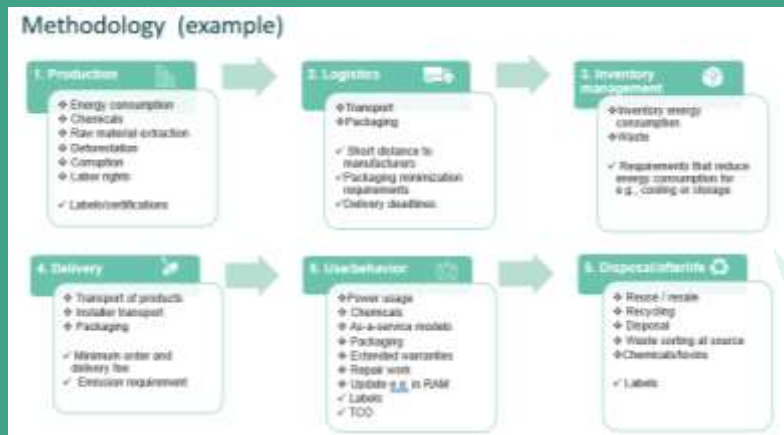


# Methodology (example)



# Operationalisation of analysis (example)

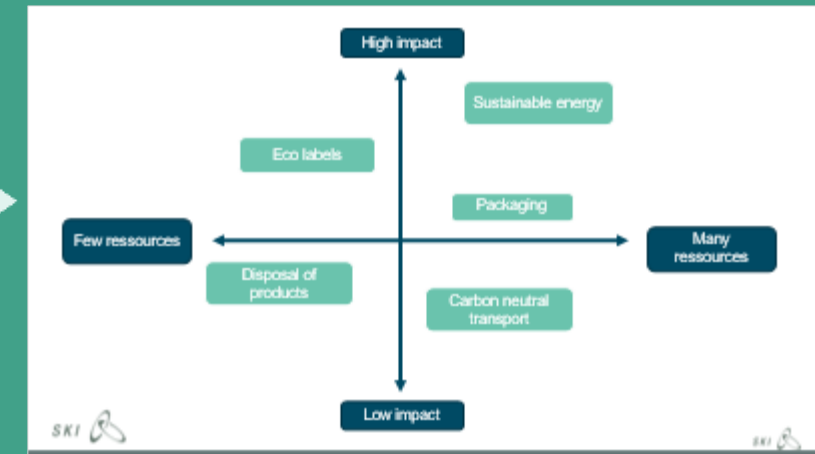
## Sustainable value chain



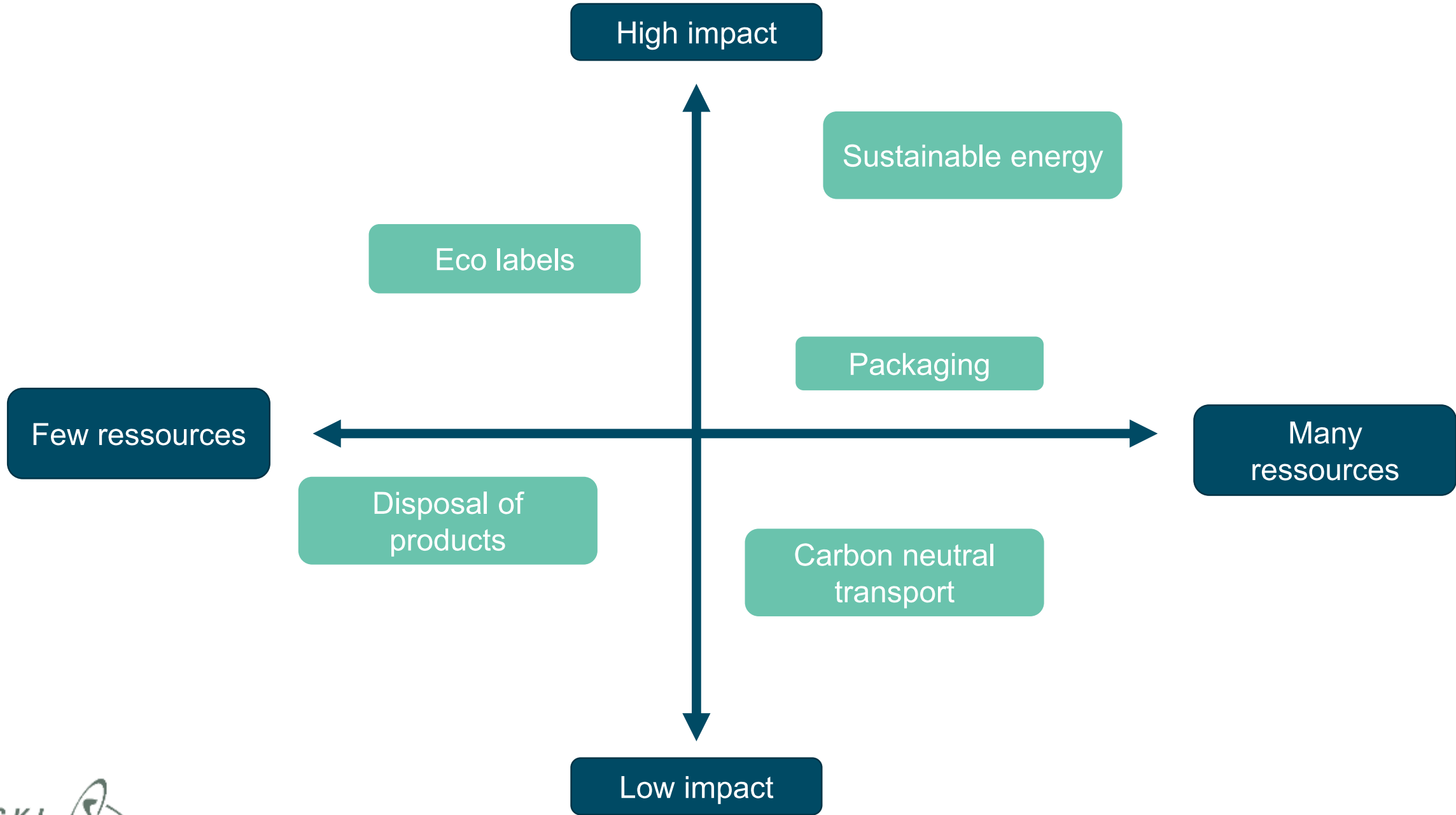
## Chosen elements

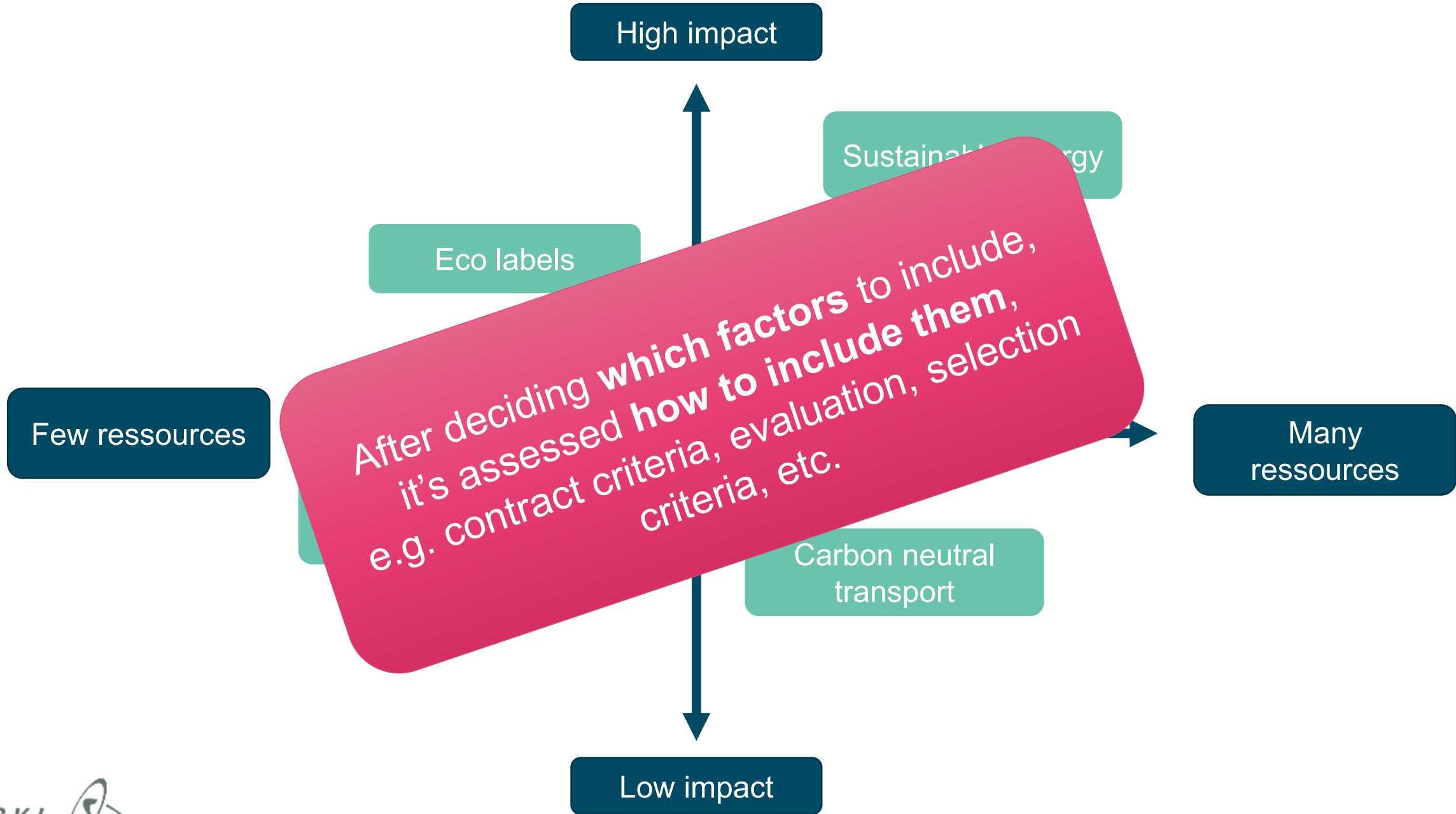
- Factor 1: Energy consumption
- Factor 2: ISO 14001
- Factor 3: Product guarantee
- Factor 4: Eco labels
- Factor 5: Reparations
- Factor 6: Transportation
- Factor 7: Recyclability
- (...)

## Impact vs. resources











Creation of  
tender material

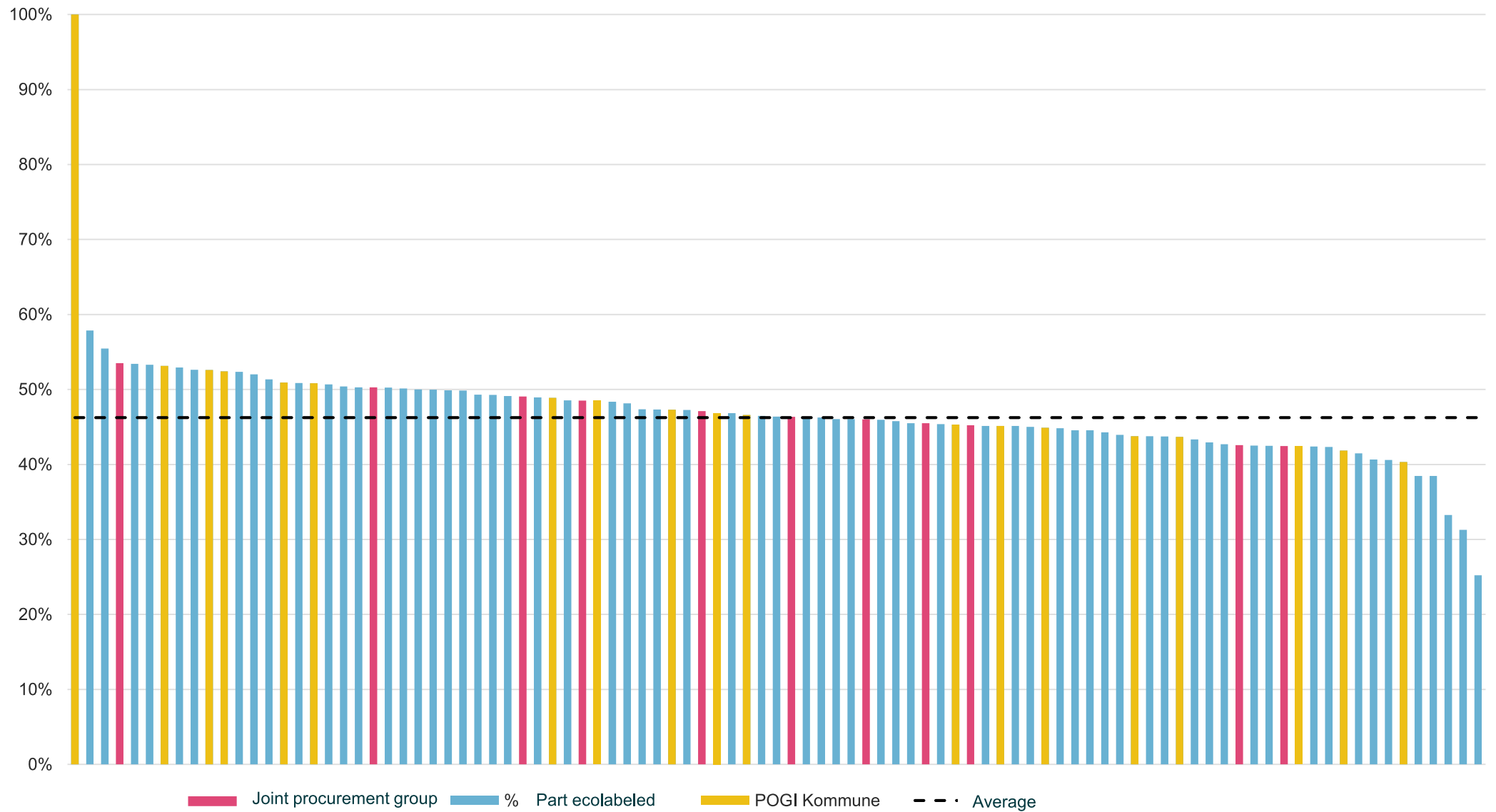


Contract use

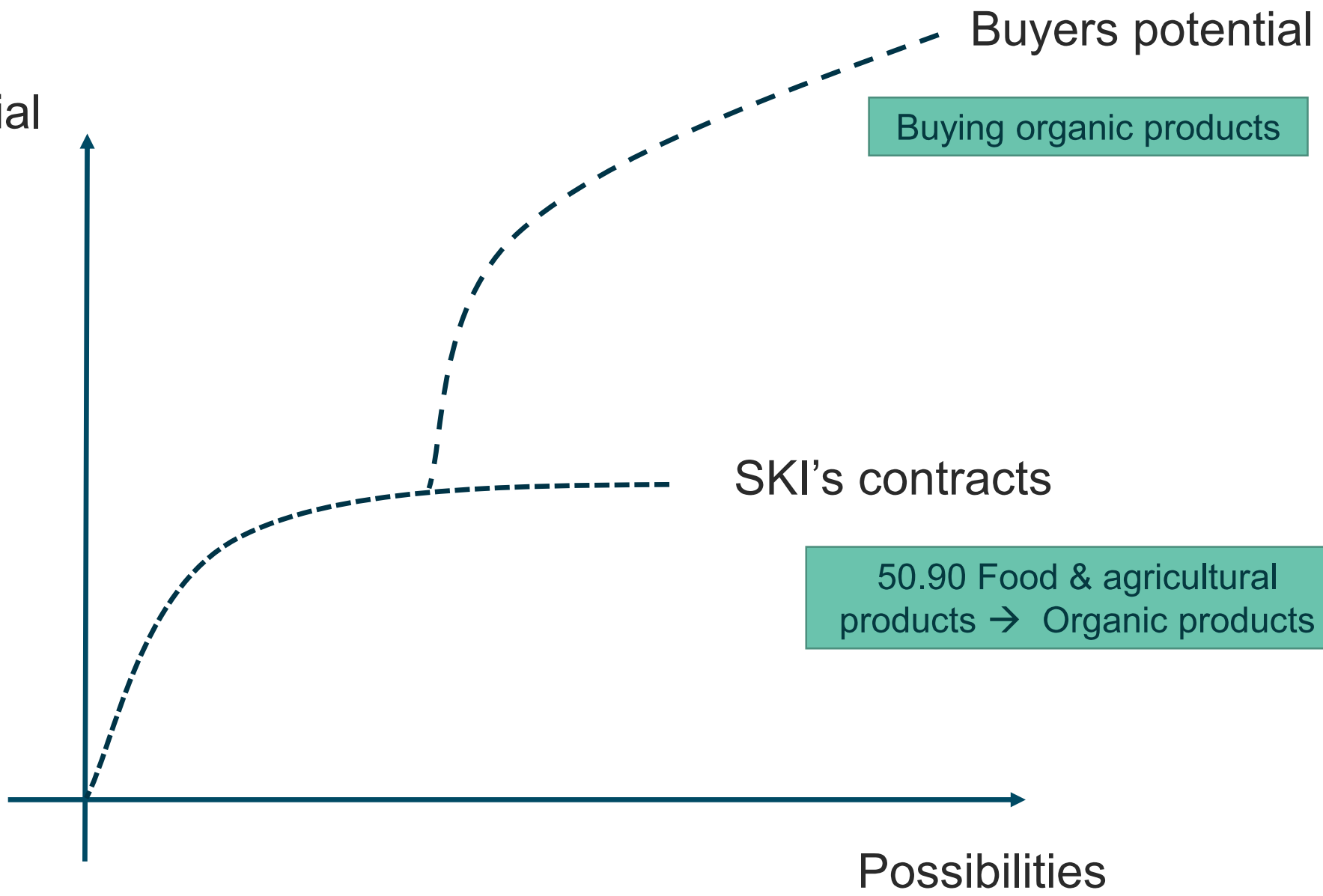


Product use

# Amount of eco labeled procurement pr. municipality on 50.55 Office supplies



Green potential



# Green advice: Concrete suggestions pr. contract



## Step 3 – The finishline

- Some resources
- Ambitious actions
- Beyond the contract

## Step 2 – On the way

- Requires limited resources
- Can be more expensive
- Contract specific

## Step 1 – Starting off

- Requires minimal resources
- Green actions at no cost
- Relatively standard advice

## Green

### Specifikke krav på denne aftale

Her får du et overblik over de grønne krav, vi har stillet på aftalen. Du kan også se, hvor du kan læse mere i bilagene.

#### Tender documents

#### Appendixes

Følger POGI-krav på udbudstidspunktet	
Strengt kemikrav	B
Krav om ECO-mode og auto-sluk-funktion	B
Efterlevelse af Energistyrelsens indkøbsanbefalinger (energikrav)	B
Produktgaranti, reparations- og demonteringsmuligheder	B+E
Miljømærkekrav	E
Emballagekrav	B+E
Rådgivning om bæredygtighed og TCO (teknisk afklaring)	B+E
Bortskaffelse og genanvendelse af brugt udstyr	E
Mulighed for køb af brugt udstyr (med prisreduktion/rabat)	E

50.20  
forbrugsartikler  
(2020)

x

x

x

x

x

x

x

x

x

# Example from 02.22 IT-services

B = Basis criteria  
K = Criteria  
E = Evaluation

	Cloud services	Datacenter services	Co-location	Network services	Application services
<b>Basis criteria</b>	B 2.1.1	B 2.1.1	B 2.1.1	B 2.1.1	B 2.1.1
	B 2.1.2	B 2.1.2	B 2.1.3	B 2.1.2	B 2.1.2
	B 2.1.3	B 2.1.3		B 2.1.3	B 2.1.3



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	Cloud services	Datacenter services	Co-location	Network services	Application services
<b>Basis criteria</b>	B 2.1.1	B 2.1.1	B 2.1.1	B 2.1.1	B 2.1.1
	B 2.1.2	B 2.1.2	B 2.1.3	B 2.1.2	B 2.1.2
	B 2.1.3	B 2.1.3		B 2.1.3	B 2.1.3
<b>Green light</b>	K 3.1.1	K 3.1.1	K 3.1.2	K 3.1.1	K 3.1.1
	K 3.1.2	K 3.1.2	K 3.1.3	K 3.1.2	K 3.1.2
	K 3.1.3	K 3.1.3	E 4.1.1	K 3.1.3	K 3.1.3
	E 4.1.1	E 4.1.1		E 4.1.1	E 4.1.1

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	B 2.1.2	B 2.1.2	B 2.1.3	B 2.1.2	B 2.1.2
	B 2.1.3	B 2.1.3		B 2.1.3	B 2.1.3
<b>Green light</b>	K 3.1.1	K 3.1.1	K 3.1.2	K 3.1.1	K 3.1.1
	K 3.1.2	K 3.1.2	K 3.1.3	K 3.1.2	K 3.1.2
	K 3.1.3	K 3.1.3	E 4.1.1	K 3.1.3	K 3.1.3
	E 4.1.1	E 4.1.1		E 4.1.1	E 4.1.1
<b>Yellow light</b>	K 3.2.1	K 3.2.1	E 4.2.1	K 3.2.1	K 3.2.1
	K 3.2.2	K 3.2.2	E 4.2.2	K 3.2.2	K 3.2.2
	K 3.2.3	K 3.2.3		K 3.2.3	K 3.2.3
	E 4.2.1	E 4.2.1		E 4.2.1	E 4.2.1
	E 4.2.2	E 4.2.2		E 4.2.2	E 4.2.2

# Example from 02.22 IT-services

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	Cloud services	Datacenter services	Co-location	Network services	Application services
<b>Basis criteria</b>	B 2.1.1	B 2.1.1	B 2.1.1	B 2.1.1	B 2.1.1
	B 2.1.2	B 2.1.2	B 2.1.3	B 2.1.2	B 2.1.2
	B 2.1.3	B 2.1.3		B 2.1.3	B 2.1.3
<b>Green light</b>	K 3.1.1	K 3.1.1	K 3.1.2	K 3.1.1	K 3.1.1
	K 3.1.2	K 3.1.2	K 3.1.3	K 3.1.2	K 3.1.2
	K 3.1.3	K 3.1.3	E 4.1.1	K 3.1.3	K 3.1.3
	E 4.1.1	E 4.1.1		E 4.1.1	E 4.1.1
<b>Yellow light</b>	K 3.2.1	K 3.2.1	E 4.2.1	K 3.2.1	K 3.2.1
	K 3.2.2	K 3.2.2	E 4.2.2	K 3.2.2	K 3.2.2
	K 3.2.3	K 3.2.3		K 3.2.3	K 3.2.3
	E 4.2.1	E 4.2.1		E 4.2.1	E 4.2.1
	E 4.2.2	E 4.2.2		E 4.2.2	E 4.2.2
<b>Red light</b>	K 3.3.1	K 3.3.1	K 3.3.1	K 3.3.1	K 3.3.1
	K 3.3.2	K 3.3.2	E 4.3.1	K 3.3.2	K 3.3.2
	K 3.3.3	K 3.3.3		E 4.3.1	K 3.3.3
	E 4.3.1	E 4.3.1			E 4.3.1



### 3.1 Krav til driftsservices - Grønt niveau<sup>1</sup>

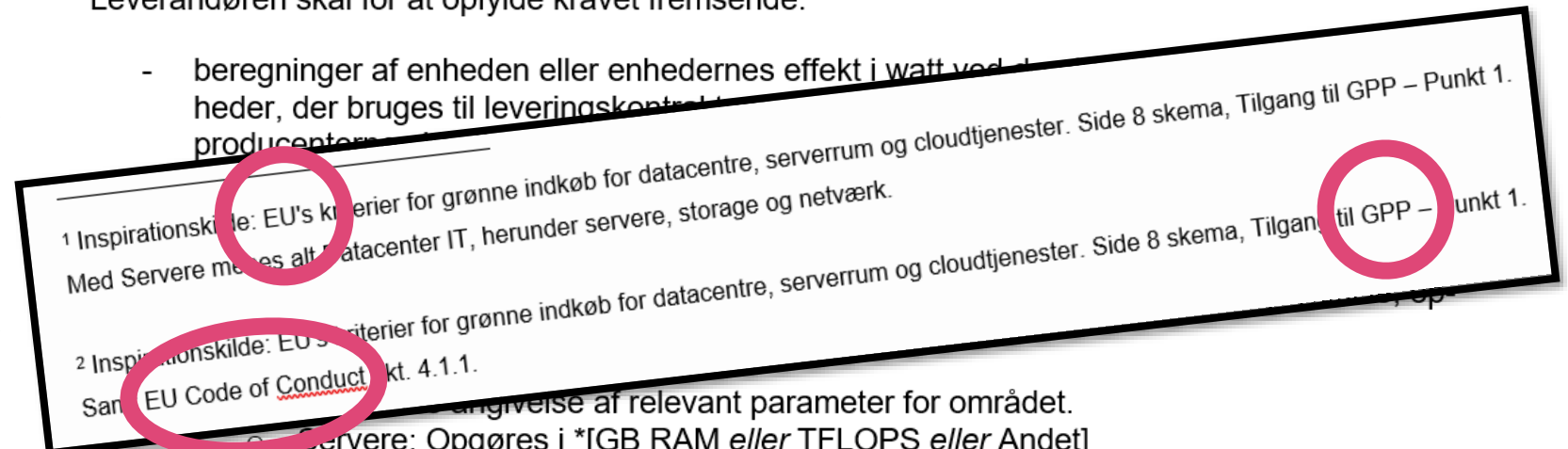
#### 3.1.1 Kapacitet og strømforbrug<sup>2</sup>

Forslag til konkret aftaletekst:

*"Leverandøren skal oplyse kapaciteter samt strømforbrug (i watt) for områderne: servere, storage og netværk. Kapacitet og strømforbrug skal opgøres pr. område. Leverandøren skal angive en to-tal kapacitet samt en totaleffekt i Watt"*

Leverandøren skal for at opfylde kravet fremsende:

- beregninger af enheden eller enhedernes effekt i watt ved fuld belastning, heder, der bruges til leveringskontrol og produktionskontrol



- angivelse af relevant parameter for området.
  - o Servere: Opgøres i \*[GB RAM eller TFLOPS eller Andet]
  - o Storage: Opgøres i \*[TB Useable eller TB RAW eller IOPS eller Andet]
  - o Netværk: Opgøres i \*[Gbps båndbredde eller Antal porte eller Andet]
- Opgørelser skal følge EU's adfærdskodeks pkt. 4.1.1 – med udgangspunkt i 100% utilisa-tion
- Samlet set, skal der således kunne opgøres en watt pr. kapacitet for løsningen / enheden.
 

Eksempler:

  - o 2.270watt pr. 500GB RAM svarende til 4,54 watt pr. GB RAM.
  - o 10.510watt pr. 470TB Usable storage svarende til 22,36 watt pr. TB usable storage.

What text should be added to the mini-tender?

What does the supplier need to do? (Documentation, etc.)

Where does this criteria come from?

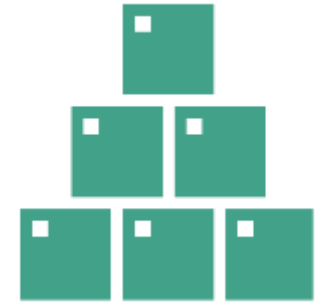
SKI will make a supplier's guide too



Creation of  
tender material

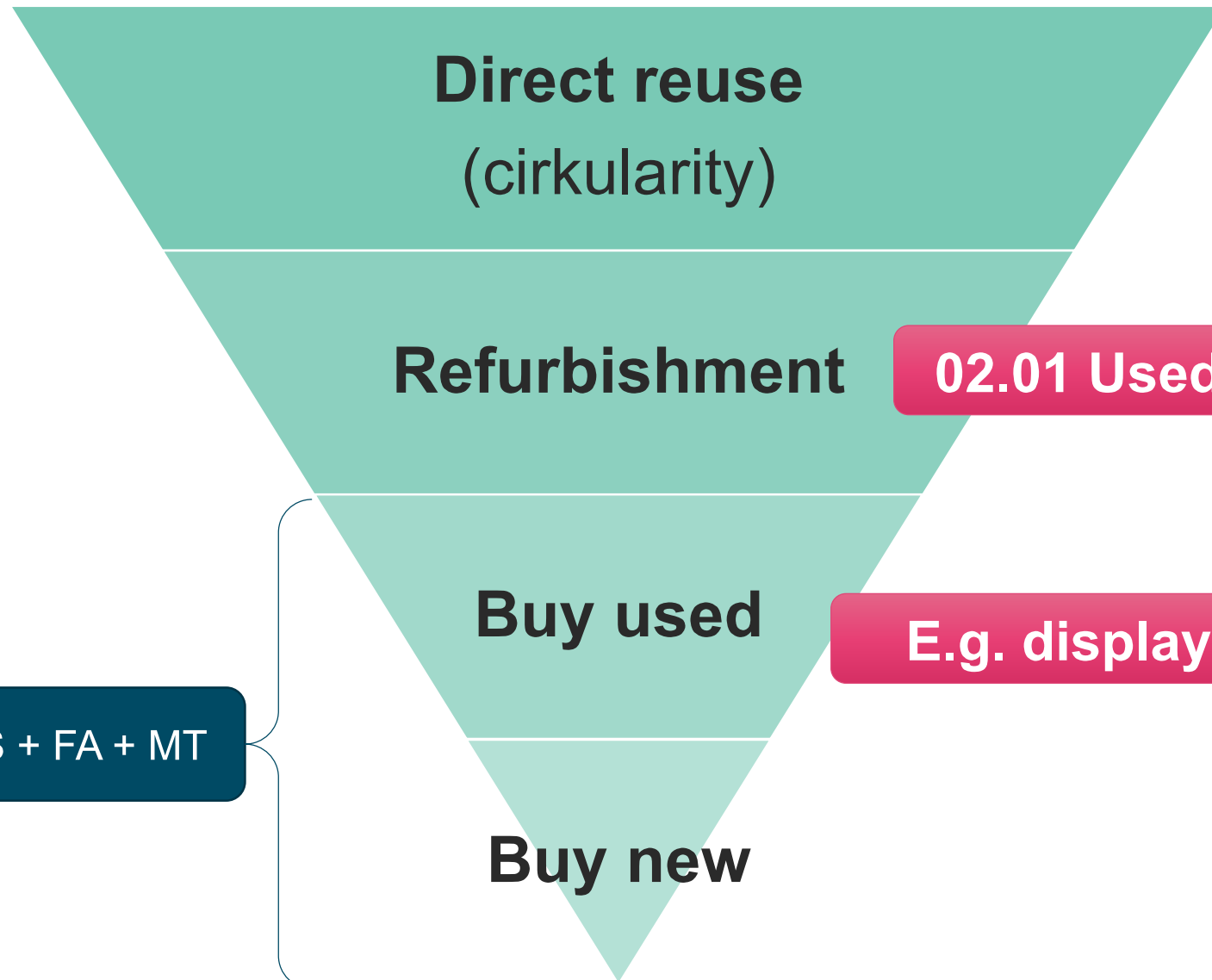


Contract use



Product use

# Waste hierarchy



**02.01 Used IT / circular IT**

**E.g. displays, furniture**

**DPS**

**DPS + FA + MT**



# Different examples of sustainability integration on SKI contracts

- **17.11 Management consultancy**
  - A new lot for green consultancy
  - Customer tools amped up (require green transportation, online meetings, etc.)
- **50.03 Server storage**
  - Evaluation on six different questions based on EU's GPP criteria  
→ becomes part of the delivery contract
- **50.90 Foods and agricultural products**
  - Significantly greener than previous agreement due to ambitious criteria
  - CO2 statistics on foods for buyers to see
- **Evaluation based on total cost of ownership (TCO):**
  - 50.62 Light equipment
  - 50.10 Printers
  - 50.70 Audiovisual equipment (displays, projectors, etc.)

And many, many more...

# Thank you



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