

HANSEL 

Hansel

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The landscape of CPBs and joint procurement in Finland

Central Purchasing Bodies in Finland

- Hansel Ltd is a central purchasing body for the whole public administration in Finland
- Hansel is the oldest (over 80 years old) and the largest CPB in Finland
- Hansel is the only CPB that is governed by an Act in which Hansel's activities and customers are defined.
- Hansel's joint procurement amounts to around 4 % of the whole procurement spending in Finland
- Other central purchasing bodies in Finland are local or regional central purchasing bodies for councils, municipalities and counties.

Hansel's services



Joint
procurement



Tendering
services



Procurement
development



Information
and analysis
services



Procurement
tools






Types of agreements and purchases created

Hansel's key indicators 2022




Joint procurement
1 323 000 000 €

Joint procurement TOP3

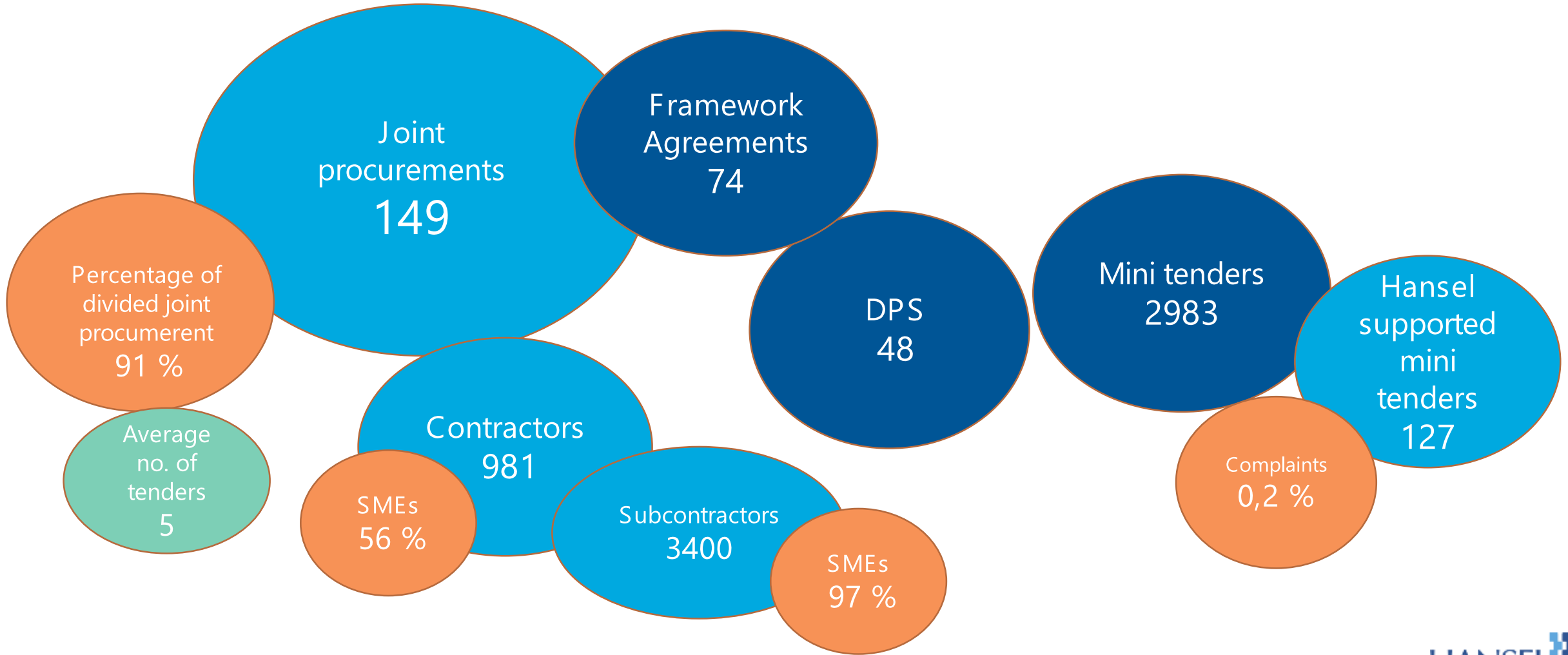
 Resale of MS licences 159 M€	 IT consulting 106 M€	 Electricity 102 M€
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Joint procurement

981 contractual suppliers	1,433 joined customers	2020: 0,95 % 2021: 0,88 % 2022: 0,83 % average service fee
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 2,700 days of tendering for customers	 128 specialists	 830 days of developing customers' procurement
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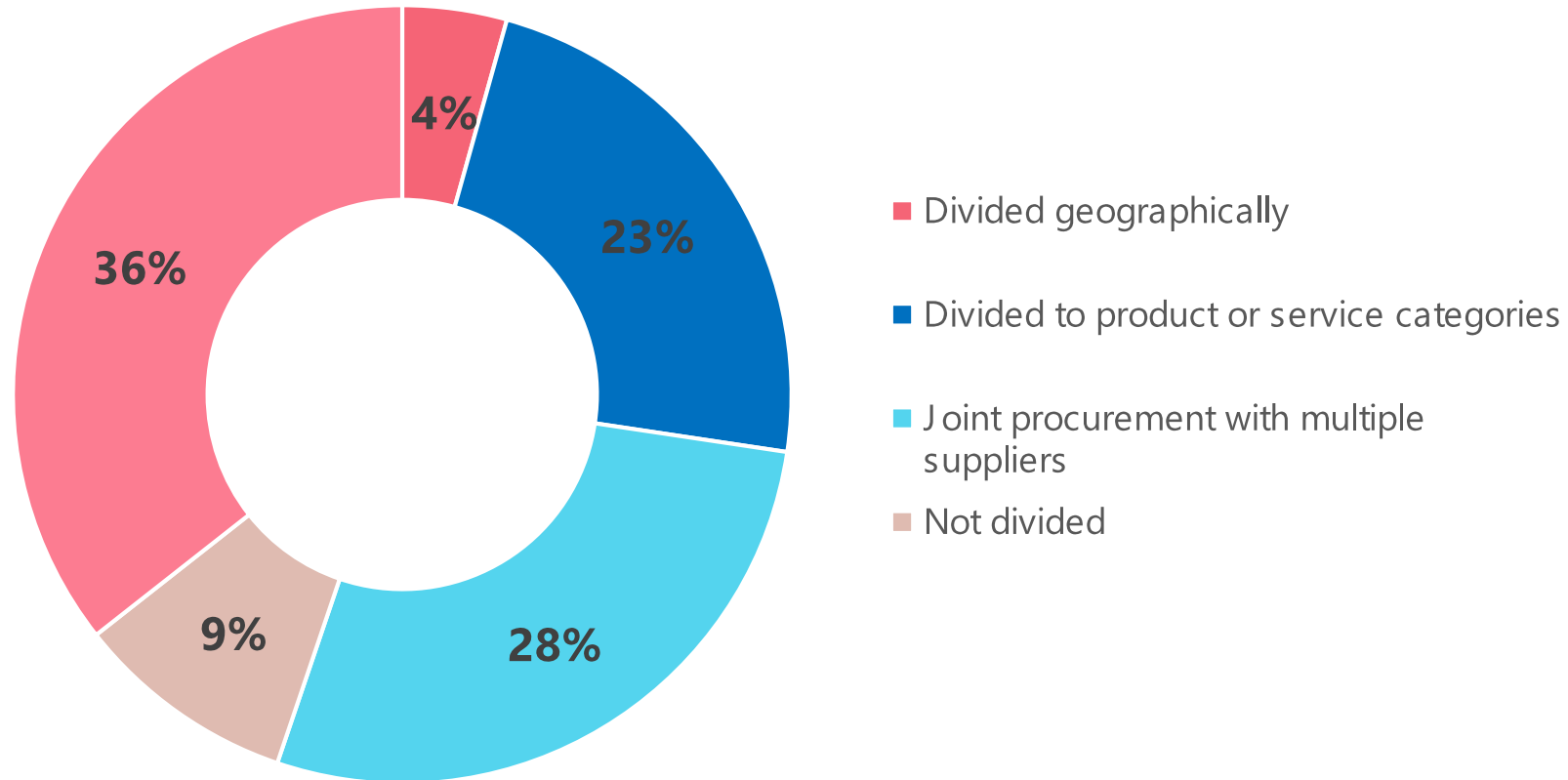
Joint procurement in 2022



Categories of joint procurement in 2022 MEUR

- Vehicle and logistics service **80.1**
- Specialist services **151.8**
- Food and restaurant services **94.6**
- Energy **212.9**
- Personnel and healthcare services **113.8**
- IT hardware **112.9**
- Furniture and office services **86.4**
- Data centre services and hardware **34.2**
- Travel and meeting services **59.4**
- Software **167.9**
- Cleaning services and supplies **54.7**
- Financial services **73.6**
- Data communications **47.8**
- Security technology and related services **33.3**

How joint procurement is divided differently (€)





What are the main issues and challenges when doing joint procurement on behalf of other contracting authorities?

Challenges and main issues in Finland

- Long legal proceedings for appeals taken to court
- Shortage of professionals and experts in the field of procurement
- Scattered and fragmented procurement operations and units
- Procurement units are required to join framework agreements beforehand and they need to be named already in the contract notice
- Conflicting political aims set for joint procurement
- Opposite expectations and wishes from procurement units and suppliers from joint procurements
- Differing amounts of work and expertise required from CPB, procurement units and suppliers depending on chosen model of joint procurement
- Current themes: Sustainability, preparedness, data protection and data security



How is Hansel working with green elements?



Working for sustainability since 2006

- Hansel has its own sustainability team that coordinates all sustainability activities carried out by the company.
- Financial sustainability has always been one of the cornerstones of operations.
- Promoting social sustainability became a significant theme alongside environmental sustainability in 2017.
- Hansel's sustainability report is prepared in accordance with the GRI Sustainability Reporting Standards, and it is available in the annual report.
- Hansel's strategy for 2019-2023 sets a goal for Hansel to be a trailblazer in responsible and effective procurement.
- Hansel has an active participation in Finland's Competence Centre for Sustainable and Innovative Public Procurement (KEINO) which supports and helps Finnish public contracting authorities with the development of sustainable and innovative procurement



This is how we require sustainability

- The possibility to promote sustainability is always assessed during the preparation of joint procurement.
- We promote sustainability in the following:
 - Requirements set for the object of procurement
 - Selection criteria
 - Comparison criteria
 - Agreement terms and conditions
 - The Code of Conduct for social sustainability regarding high-risk sectors
- We set the requirements in the invitation to tender, and they must be verifiable.
- We challenge the markets to be sustainable.
 - We address sustainability in market interaction.
 - We constantly seek ways to improve sustainability in joint procurement.

Environmental sustainability



- Focus on the climate, reducing greenhouse gas emissions
- Increasing energy efficiency
- Reducing the use of harmful substances
- Reducing the volume of waste
- Promoting circular economy
- Reducing the use of non-renewable natural resources
- Protecting biodiversity
- Promoting a sustainable food system

Sustainability labels by category

Category	Joint procurement in 2022, MEUR	Environmental label, MEUR	Environmental label, %	Category	Joint procurement in 2022, MEUR	Environmental label, MEUR	Environmental label, %
Vehicle and logistics services	80.1	59.3	74	Data centre services and hardware	34.2	10.6	31
Specialist services	151.8	0.9	1	Travel and meeting services	59.4	41.0	69
Food and restaurant services	94.6	94.6	100	Software	167.9	2.2	1
Energy	212.9	163.8	77	Cleaning services and supplies	54.7	54.7	100
Personnel and healthcare services	113.8	4.0	3	Financial services	73.6	67.4	92
IT hardware	112.9	95.6	85	Data communications	47.8	3.0	6
Furniture and office services	86.4	85.8	99	Security technology and related services	33.3	26.4	79
				Total	1, 323.3	709.2	54



Where do you see possibilities for joint procurement in the future?

Leading by example

- Expertise in procurement law, methods, analysis and development
- Compliance
- Sustainability and Code of Conduct
- Professional contract management
- Data management
- Development of open procurement data:
 - Eg. Hansel has developed an Open Procurement Service (www.tutkihankintoja.fi) which allows citizens and companies to explore state and municipal procurement data. It is an Open data source that gives information on the purchases made by the state and Finnish municipalities as well as how public funds are being spent + information on current market conditions.

Other future possibilities

- Customer-driven approach to joint procurement
- Joint procurement brings more competitive prices, less administrative costs for other contracting units and CPBs are not found to favour any particular suppliers.
- Development of Hilma –official service for notices on public procurement in Finland
- New Government starting soon: public spending and fiscal consolidation main issues. Expectation is to bring savings in public procurement.



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