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An introduction to

# 'Green' PUBLIC PROCUREMENT

*...turning policy into practice*

NB This seminar will *only be held in London*, no out of London venues SORRY!

**LONDON-2010- DATE TO BE CONFIRMED**  
**PARK INN HOTEL, SOUTHAMPTON ROW, LONDON WC1**

## PROGRAMME (1 DAY)

**0945 Registration, 1000 Start, 1630 Close**

### 'Green' Public Procurement

- Political and legal background - EU and UK
- Developing policy - where and how to start?
- Does being 'green' increase costs?
- Turning policy into a practical strategy
- Policy implementation - quick wins

### The Critical Role of Costing in 'Green' Public Procurement

- Life Cycle Costing
  - What is it? ● Applying LCC to 'green' public procurement
- Managing different cash flows - the role of Net Present Value

### 'Green' Tender Documentation

- How to draft a 'green' specification
- Selection criteria - care required!
- Technical standards - how should they be used?
- Eco standards - how should they be used?
- Award criteria

### 'Green' Tender Evaluation

- Financial aspects
- Non-Financial aspects
- Value for Money
- Identification of **Most Economically Advantageous Tender**

This seminar can also be run In-House for £1,295 plus VAT, 'ALL IN', anywhere on mainland UK. Maximum 15 delegates from the organisation booking the in-house seminar. Please contact ETC to discuss possible dates.

"On 16 July 2008, the Commission adopted its Communication on public procurement for a better environment. The Commission proposes a political target of 50% Green Public Procurement (GPP) to be reached by the Member States by the year 2010. The target is linked to a process for setting common - voluntary - green public procurement criteria, recommended for inclusion in tender documents for a series of priority product and service groups." **European Commission, July 2008**

"The Government's policy on environmental issues in procurement requires central Government departments and their agencies to seek to promote sustainable development objectives through procurement. This is consistent with Government policy on value for money, as environmental and other sustainability costs and benefits are an important part of the value for money obtained by the buyer...Generally, the most effective way to incorporate environmental issues in procurement is to consider them at the earliest stage of the procurement process." **The Office of Government Commerce (OGC), March 2008**

Many public sector organisations are developing or have published environmental ('green') policies, however the challenge is to turn policy into our normal procurement practice. 'Green' issues can be incorporated into procurement specifications, however their inclusion needs to be done as early as possible, **not** as a late 'add on'. Careful thought must also be given to the impact these 'green' issues will have on selection and award criteria. This seminar will examine the development and implementation of a 'green' public procurement strategy, the critical role of costing in 'green' public procurement and practical advice on how to approach 'green' tender documentation and tender evaluation. No previous experience of 'green' public procurement will be assumed. Detailed and practical information and advice will be provided throughout the day, along with a detailed workbook. The seminar will be run as an interactive day, with plenty of opportunities for questions and discussion.

**This seminar will be of particular interest to:**

- Procurement, Tendering and Commissioning Specialists
- Legal & Regulatory Specialists
- Finance Specialists
- Service Delivery Specialists
- Strategy & Planning Specialists

**Fee per delegate - £270.00 plus £47.25 VAT Total £317.25**

*ETC is one of the leading providers of short course training to the public sector in the UK, Ireland & Europe with a fifteen year plus track record of delivering practical, detailed and focused training that will help you to 'do your job better'*

### Presented by: Florence Gregg, Procurement Specialist & Associate Consultant, ETC

Florence is a regular, popular and highly respected public procurement presenter for ETC. She advises a wide range of public sector organisations in the UK, Ireland & Europe on public procurement and has specialist expertise in 'green' public procurement, including the development of 'whole life' costing models that can be used for 'green' tender evaluation. Florence has worked extensively within the public sector as well as for consultancy practices advising the public sector. The seminar will be run as an interactive day, with plenty of opportunities for questions and discussion.

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### BOOKING FORM

### 'Green' Public Procurement

### 2010-Date to be confirmed - London

ORGANISATION \_\_\_\_\_

① First Name \_\_\_\_\_ Surname \_\_\_\_\_

ADDRESS \_\_\_\_\_

Job Title \_\_\_\_\_

\_\_\_\_\_

② First Name \_\_\_\_\_ Surname \_\_\_\_\_

POSTCODE \_\_\_\_\_

Job Title \_\_\_\_\_

TEL inc STD	FAX inc STD	e-mail
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