

Open Market Consultation Sweden

29th of June 2023
9:00-12:00 (CEST)

CIRCULAR



This project has received funding from the European Union's Horizon Europe Pre-Commercial Procurement Programme, under Grant Agreement n° 101092208.

Contents / Agenda

1. Välkommen och inledning, Karin Peedu
2. CircularPSP Aim & Scope, Georg Vogt
3. Kommunernas arbete med omställningen till cirkulär ekonomi, Karin Peedu
4. Kommunernas arbete med digitaliseringsagendan, Hanna Lundborg
5. Q&A
6. Next Steps
7. Företagspresentationer (max 5 min var.)

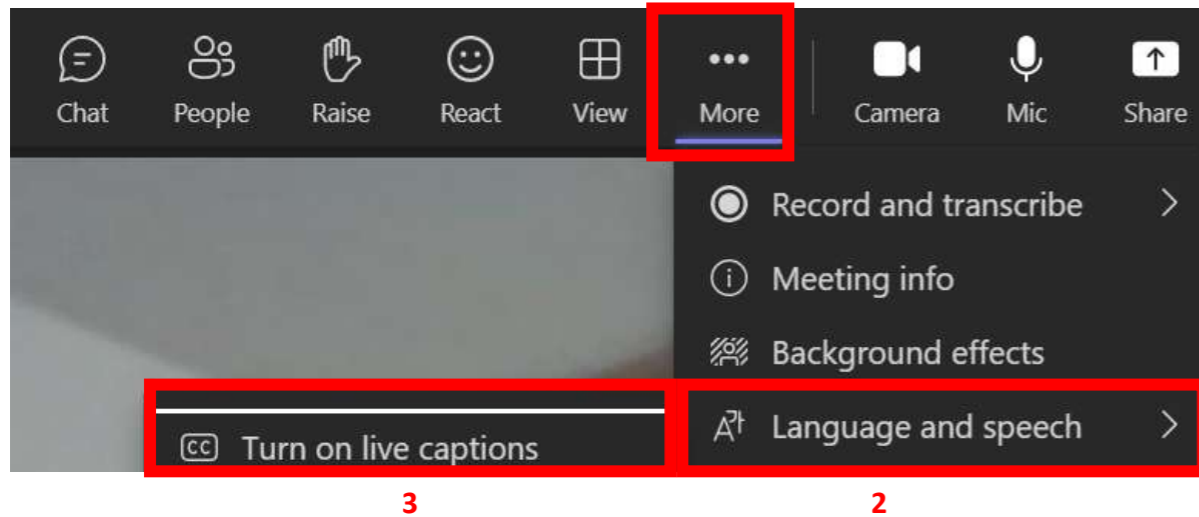


Technical: Subtitles and Translation

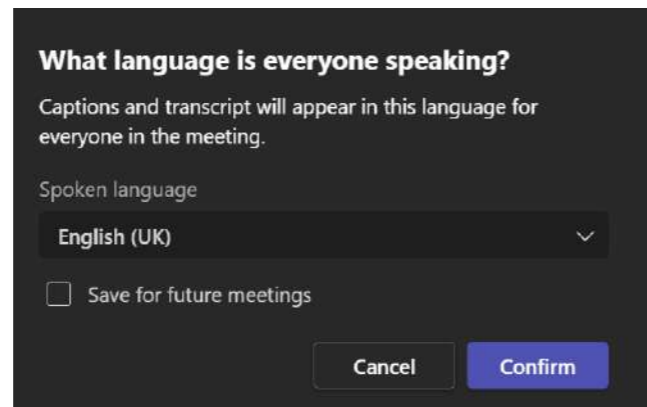
Teams offers captions and to translate them; it is not perfect but maybe helpful

TURN ON LIVE CAPTION

- ▶ Turn on via 3-dots (More)

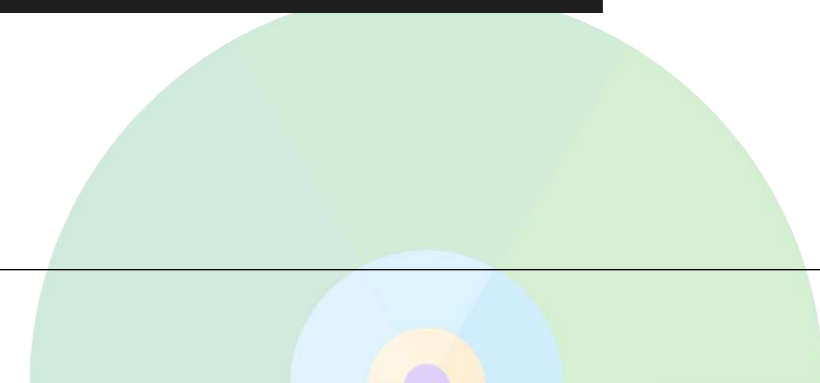
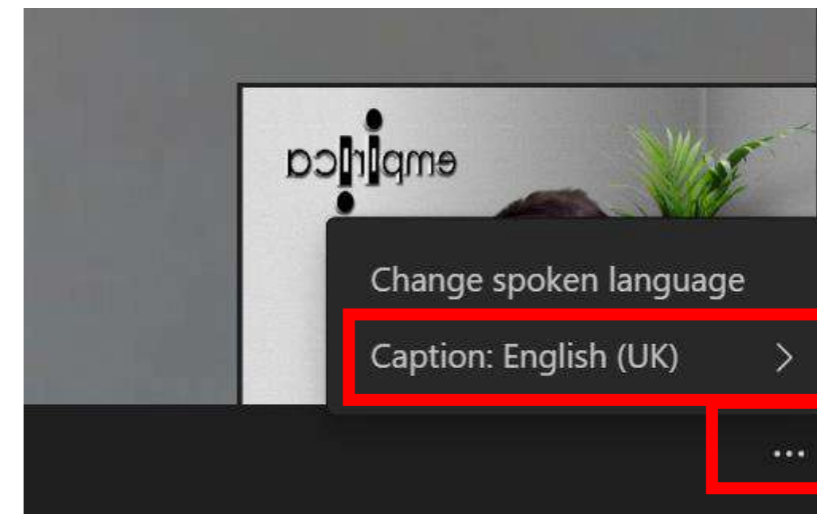


- ▶ Select language (can be changed see right side)



CHANGE LANGUAGE

- ▶ See 3-dots in the new element
- ▶ Change Input = Spoken language (for recognition)
- ▶ Change Output = Caption which then translates (if necessary)



Presenters



Karin Peedu

Procurement
Strategist



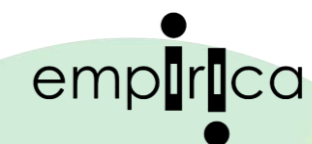
Hanna Lundborg

Digital Strategist



Georg Vogt

Head of ICT
Innovation Energy



Technical: Questions, slides etc.

All information will be shared

DURING EVENT

Recording



- ▶ The meeting will be recorded
- ▶ Video and mics are currently turned off for participants

Questions



- ▶ Ask anytime in chat
 - We try to pick up on questions during presentation to degree possible
 - If we do not, there is a very good chance your question will be answered on slides
- ▶ We will open mics and video during Q&A
- ▶ Q&A will be live following questions in chat and asked live
- ▶ Critical / new questions are added to FAQ on website

AFTER EVENT

Presentation and video

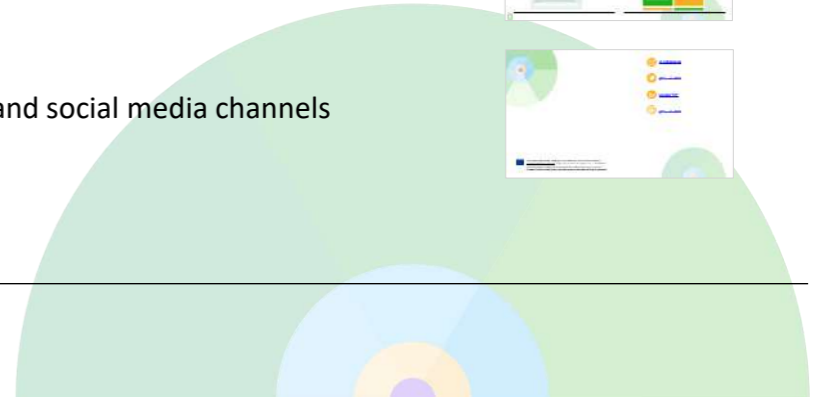


- ▶ Presentations will be shared on website: <https://circularpsp.eu>
 - All registered are notified via mail
- ▶ Video will be shared on website

Staying informed



- ▶ Suppliers should register in match-making platform
- ▶ Cities and other Procurers can become Preferred Partners
- ▶ All are invited to newsletter and social media channels



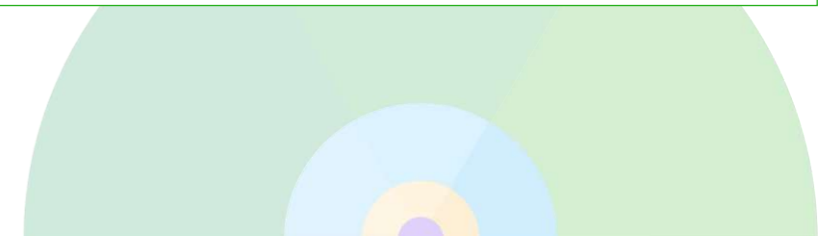
Objectives

To understand the scope of the project

To achieve a common understanding of the PCP process

To consult with potential suppliers of R&D solutions

To facilitate the establishment of partnerships



Introduction

Summary of our Circular Economy (CE) challenge and the PCP instrument

>>Introduction

CircularPSP Aim & Scope

Procurement and Tender Process

Q&A

Next Steps





Project

Leading Circular Cities are tackling a common challenge together

CIRCULAR



Istanbul, Turkey

Guimarães, Portugal

CircularBerlin, Germany

City Network Sweden

Helsinki, Finland

City Network Slovenia

Sandyford, Ireland

ReLondon, UK¹

Follower cities: Amsterdam, Bonn, more to follow

8 Procurers – 8 Countries
55 million citizens

Representing Europe’s leading circular cities and regions

Common challenge: accelerate transition
towards a Circular Economy (CE)

€5.64 million investment in R&D

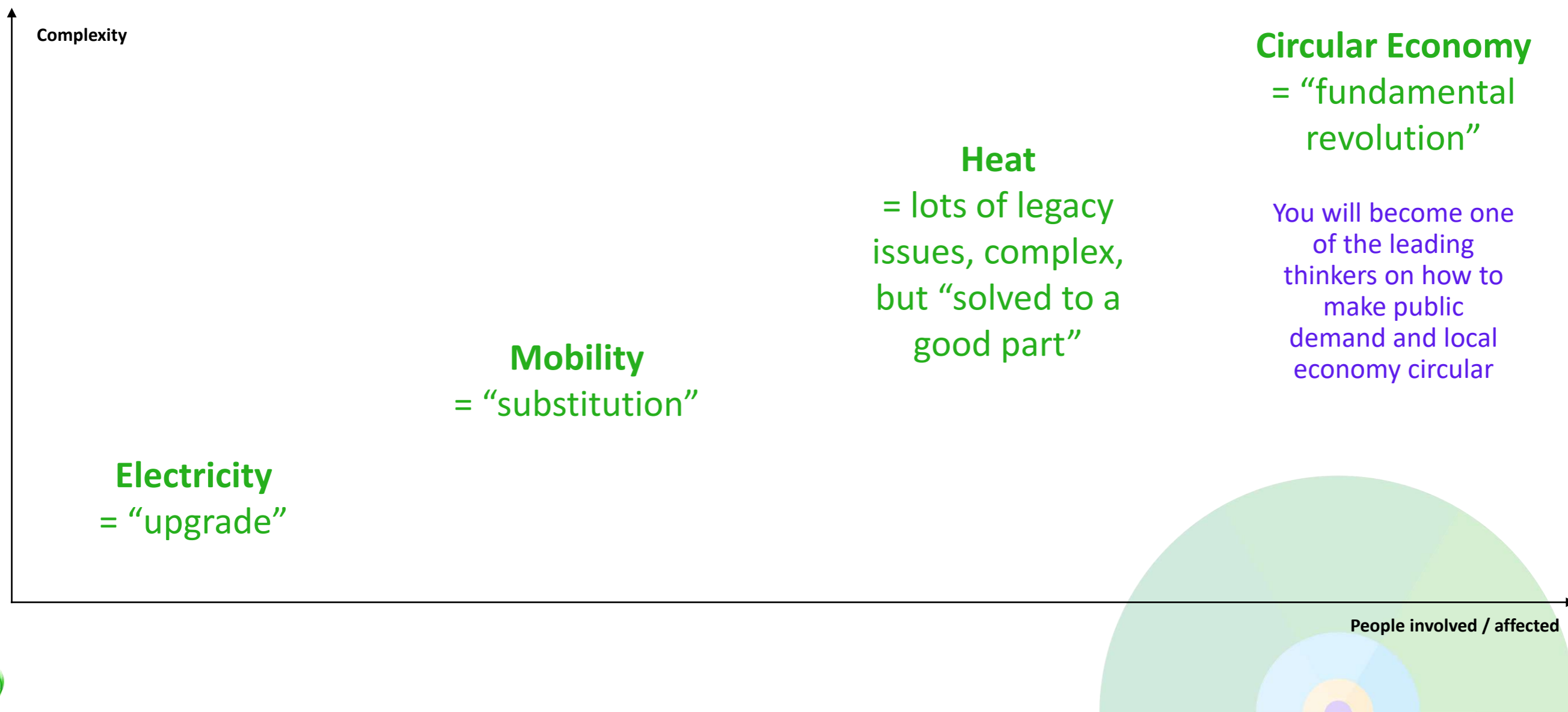
Budget spent in a 3-phase competition



¹ Associated Partner involved in all activities

Sustainability transitions mapped

CE is the most challenging transition

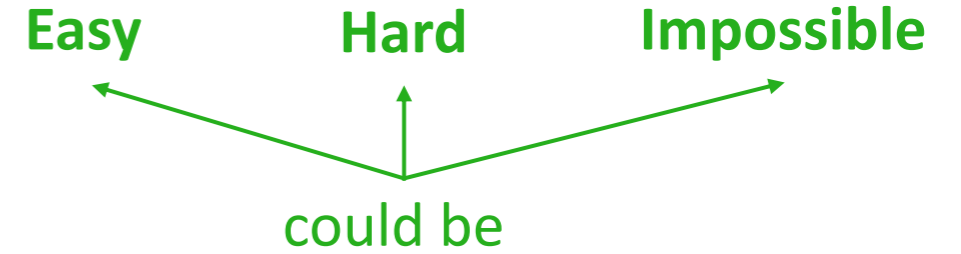
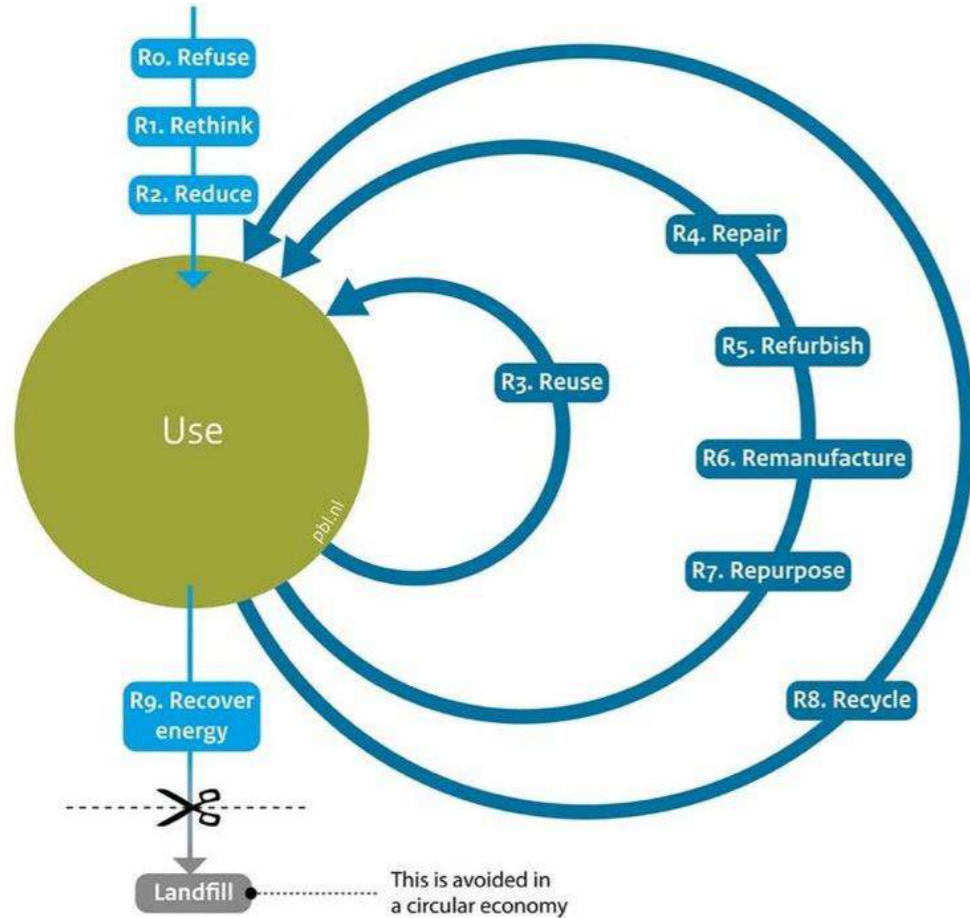


Circular Economy

Through circularity we want to utilise as few items as long as possible ... to stay within a loop or “fall” as few loops as possible

THE SHORTER THE PATH THE BETTER = CLOSER TO ORIGINAL PURPOSE

HOWEVER...IT IS COMPLICATED



this depends on

Value chain / Case

City strategy

User commitment

City data

User expertise

Local companies

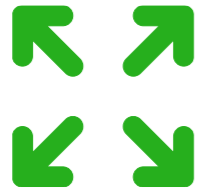
MINDSHIFT I could procure less or use “services”

MINDSHIFT I need to consider more. Who helps me?



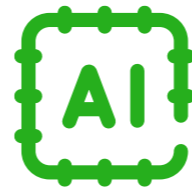
The problems of transition to CE

Cities – or rather the few people who are involved with CE – are facing a complex problem



No capacity for CE transition in own; thousands of cities and business

organisation



Access + Analysis of EU-wide case studies for local use/data

information



Making CE actionable on city level and for all staff

operation

IDEA A platform underpinned by AI using taxonomies and NLP to support cities, civil servants and local business

Core features of Pre-Commercial Procurement (PCPs)

PCPs create opportunities to solve horizontal problems which otherwise nobody would approach

WHAT IS A PRE-COMMERCIAL PROCUREMENT (PCP)?

WHAT ARE THE BENEFITS FOR SUPPLIERS

**Instrument for public procurement
of R&D services**



**Create opportunities for companies
to gain leadership in new markets**

Public procurers act as demanding customers



**Provides a large enough demand to incentivise
industry to invest in wide commercialisation**

Tool for innovation



**Development in stages and testing of innovative ideas
under real world conditions**

Risk-benefit sharing under market conditions



**Suppliers retain IPR ownership,
procurers gains access under limited conditions**

**Interact closely with eight procurers
operating eight countries**



Visibility on EU-Level

CircularPSP Aim and Scope

What do we want from suppliers?

Welcome and Introduction

>>**CircularPSP Aim & Scope**

Procurement and Tender Process

Q&A

Next Steps



What do we (not) want?

We want to develop something with you which we are happy to pay for after (funded) project

WHAT WE DO WANT

Cover all departments, sectors, value chains

Achieve significant impacts of R-strategies

Enable anyone independent of starting point

Curating Circular Economy expertise

Scalability for all cities and long-term vision

WHICH MEANS THIS IS NOT FOR US

“A” specific circular solution (others do that)

Squeeze last X% out of a specific use case

Non-replicable cutting edge technology

“Swinging it” with existing AI models¹

Proof-of-concept approaches

¹ Use what there is, but make it smart for our challenge.

3 User Groups

Our users are local but all local users are facing similar challenges

PRELIMINARY

	CE EXPERTISE	USER GROUP DESCRIPTION
1	Experts	Intermediaries are individuals with systemic expertise and responsibility for circular economy across the organisation and who build capacity within departments.
2	Varying levels	Any municipal staff who would advance circular economy in the own department or across the entire city
3		Any local business to deploy and supply the local circular economy. Users of the market platform, bidders to local procurements.



Services to be provided over time

Solutions are making circular action possible through planning and day-to-day support

Exemplary list

A PRIORI DESIGN CIRCULAR MISSION



CE EXPERTS

Solution setup in each city

Analyse local strategies

Analyse local data

Design a CE MISSION

Set milestones for departments

DAILY WORK (preparing anything maybe procurement)



All users

Understand outset

Research case studies + Learn / Train

Picking the best R-strategy given a,b,c

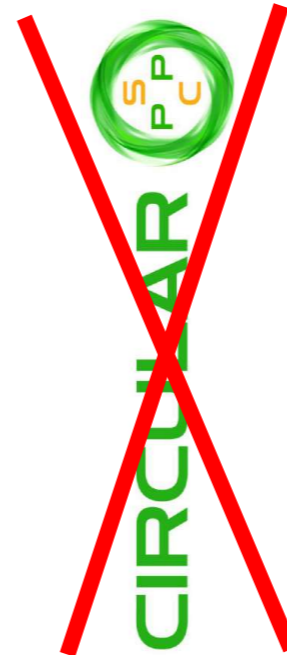
Conduct necessary steps for R strategy

Identify evaluation criteria

Pass on procurement info (if necessary)

APIs etc welcome

PROCUREMENT



Actual procurement conducted in specialised software

USE & MONITOR

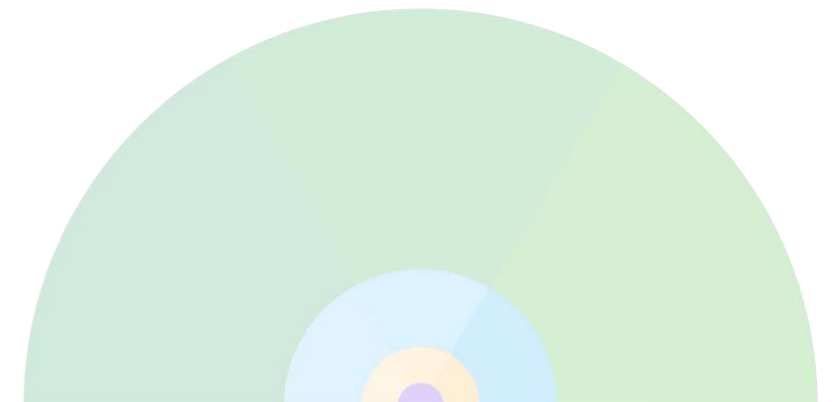


Record knowledge

Keep track of stuff

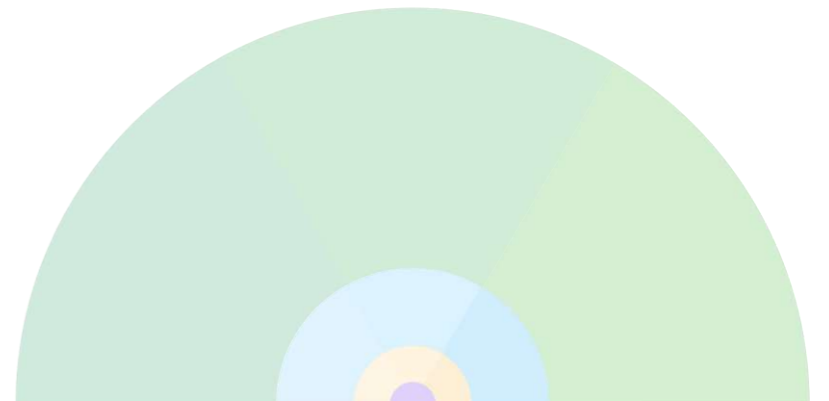
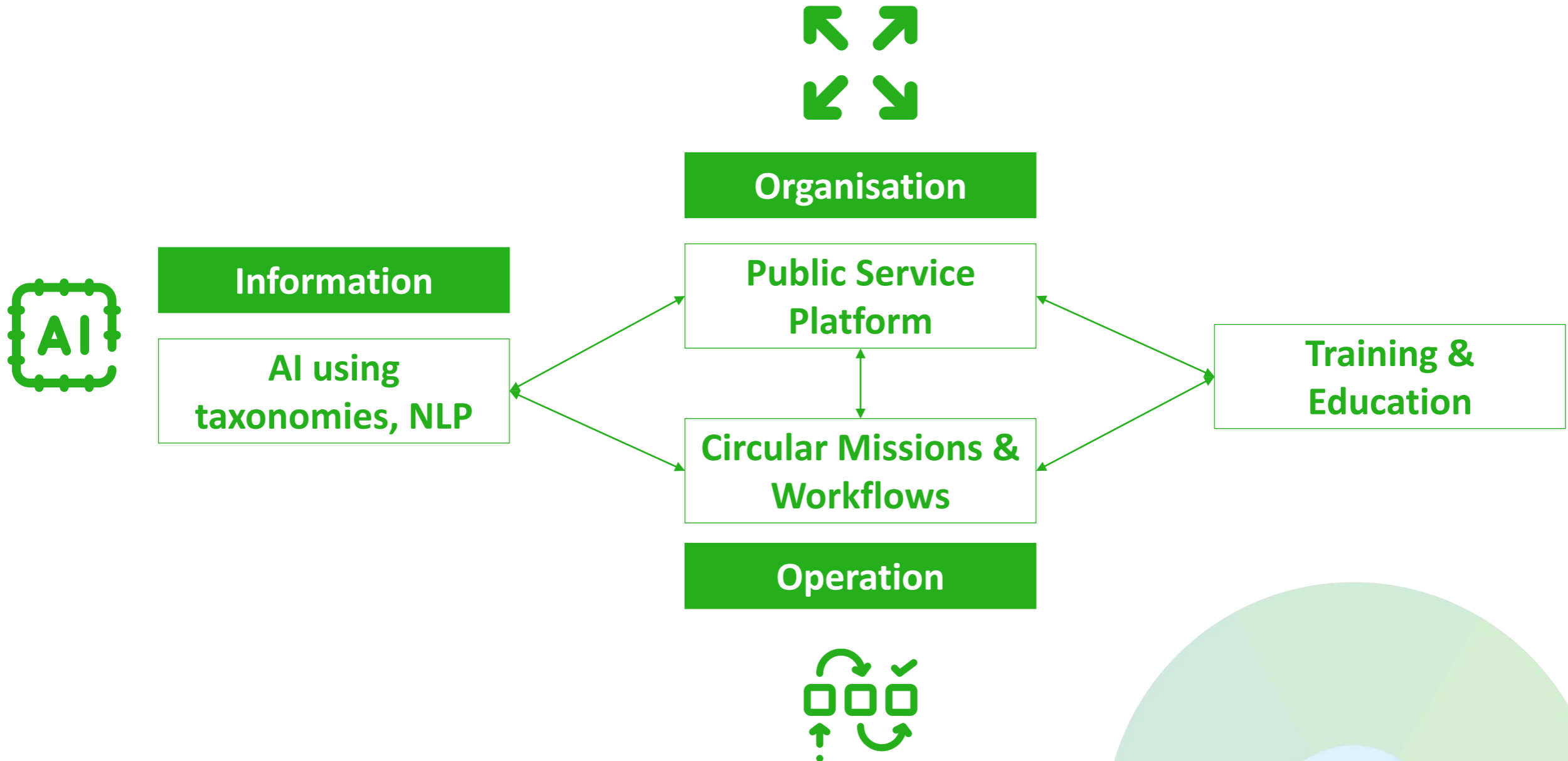
Measure impact

Inform followers



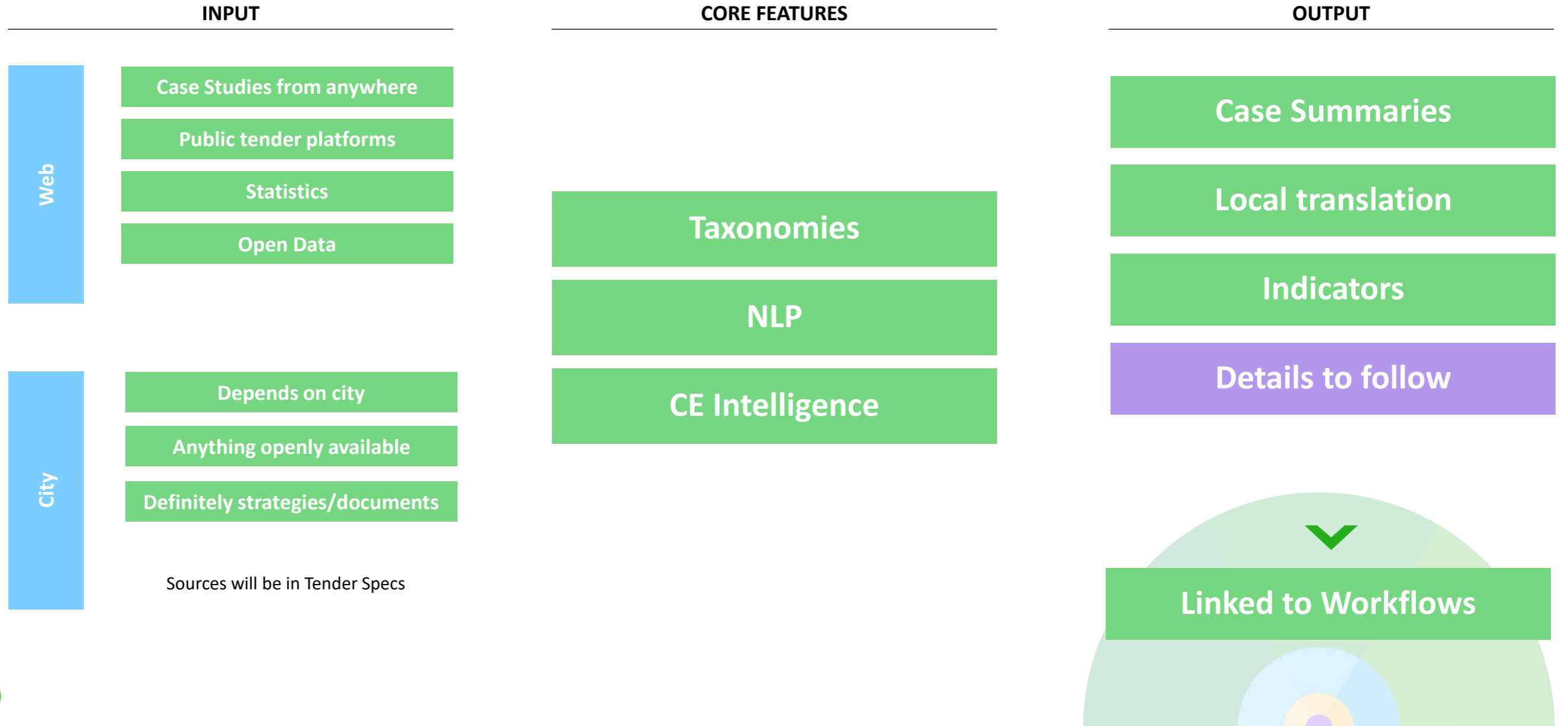
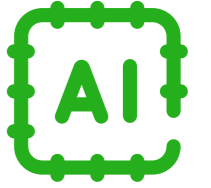
Desired Innovations

Each problem area requires digital innovation and CE expertise



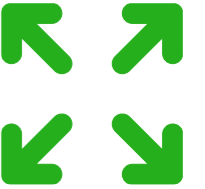
Information: Data Analytics

Data Analytics is to make sense of existing data and make it highly accessible to all users

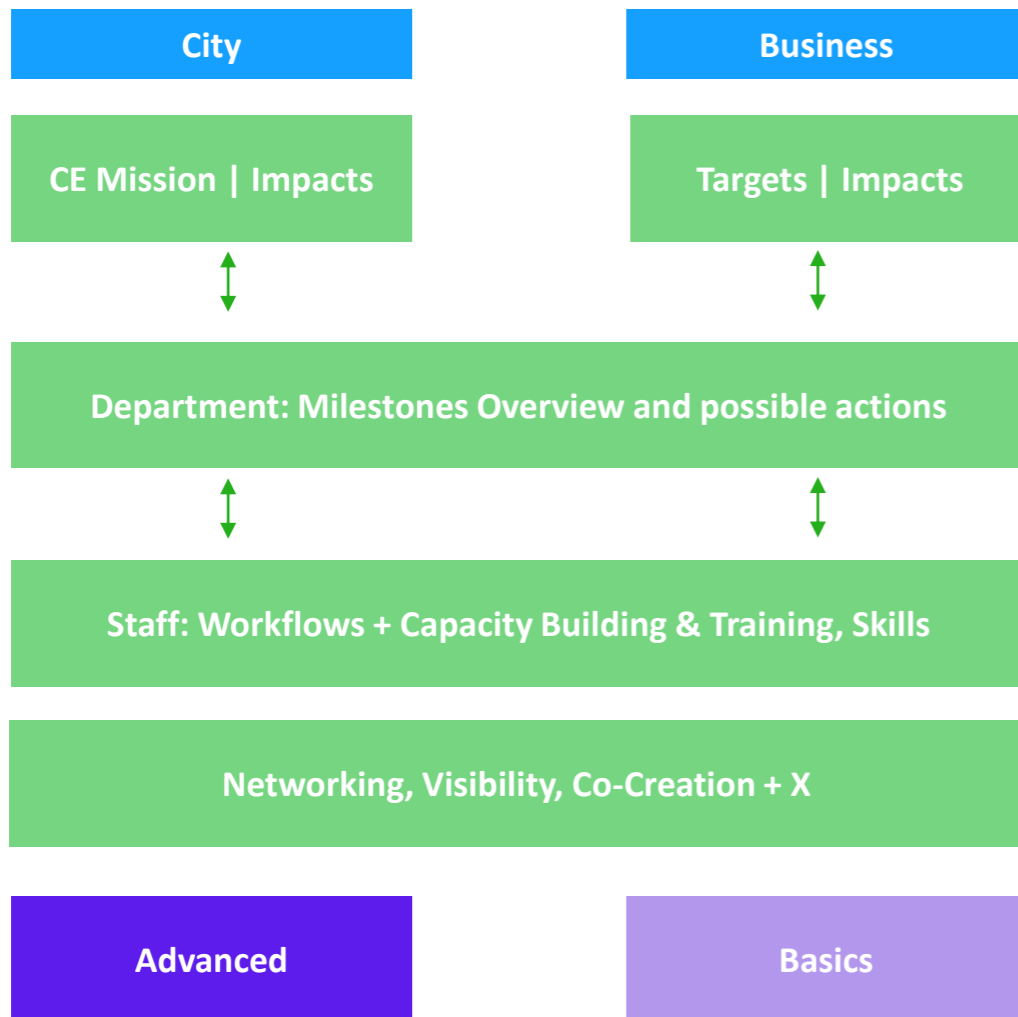


Organisation: Public Service Platform

A platform is to provide access to data, insights on CE missions and the workflows



STRUCTURE / FUNCTIONALITY



TECHNICAL REQUIREMENTS

► Details to follow

Scalable

Run in cloud or on city server (TBD)

Modular (i.e. payable plugins possible)

Interoperability

Multi-language support

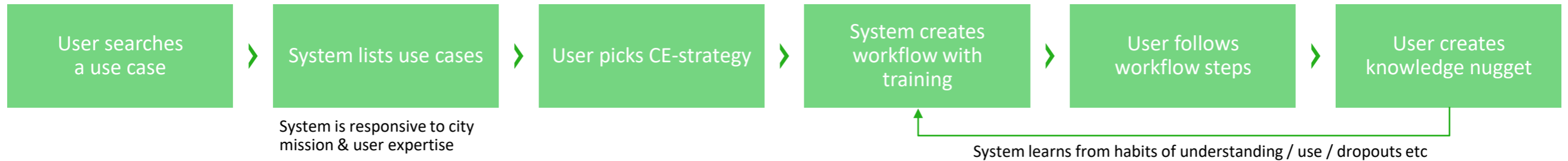


Operation: Workflow (and CE Mission)

The CE Mission gives focus and Workflows enable all users to act circular



WORKFLOW - FLOW



WORKFLOW - REQUIREMENTS

Clear structure

Status must be clear

Solve barriers

Approach: up to you (e.g. flow, chat, lists)

Users are regular municipal staff ... best have some expertise on user group

CircularPSP is technology neutral

Our focus is to describe the actual problem – you need to come up with technical and practical solutions

**Buyers Group defines
(very complex) problem
and award criteria**

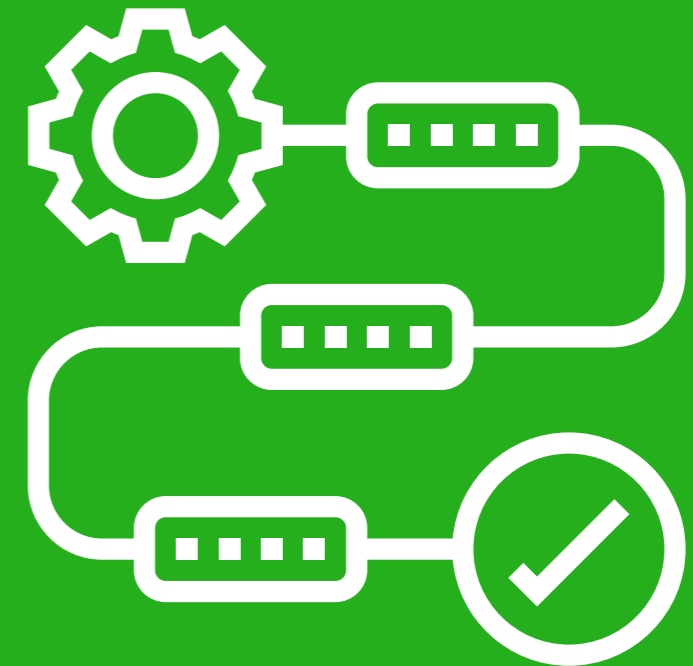
*Most likely: We will
phrase design principles +
specific requirements*

**Suppliers
define the
solution**

**...any constellation of technologies is thinkable if it fulfils
design principles and requirements etc. ...**

Procurement and Tender Process

Welcome and Introduction
CircularPSP Aim & Scope
>> **Procurement and Tender Process**
Q&A
Next Steps



Pre-Commercial Procurement vs. Traditional Public Procurement

Pre-Commercial-Procurements (PCP) create a new, competitive market for Research and Development (R&D) services and development

PRE-COMMERCIAL PROCUREMENT

Joint Procurement (Buyers Group)

High degree of innovation / R&D effort required

Prototype development: medium-/long-term

Competitive development: several suppliers

New IPR – Risk/Benefit-sharing

Special legal framework in Horizon Europe/WTO

Development in multiple phases

TRADITIONAL PROCUREMENT

Individual Procurement (single department)

Low degree of solutions' innovation

Mature product/service: immediate/short-term

Single contract: one supplier

Often based on existing IPR

National public procurement rules apply

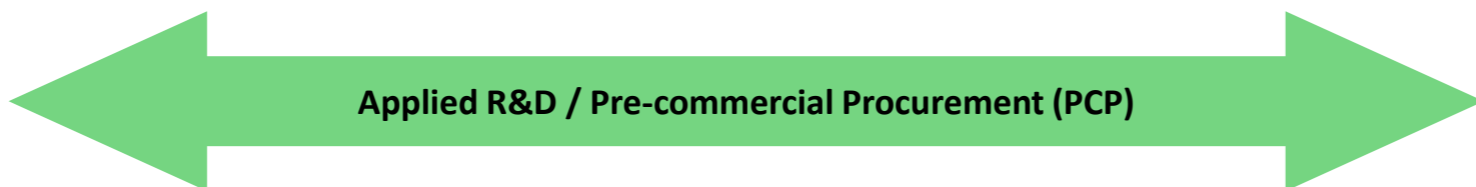
Development in one phase



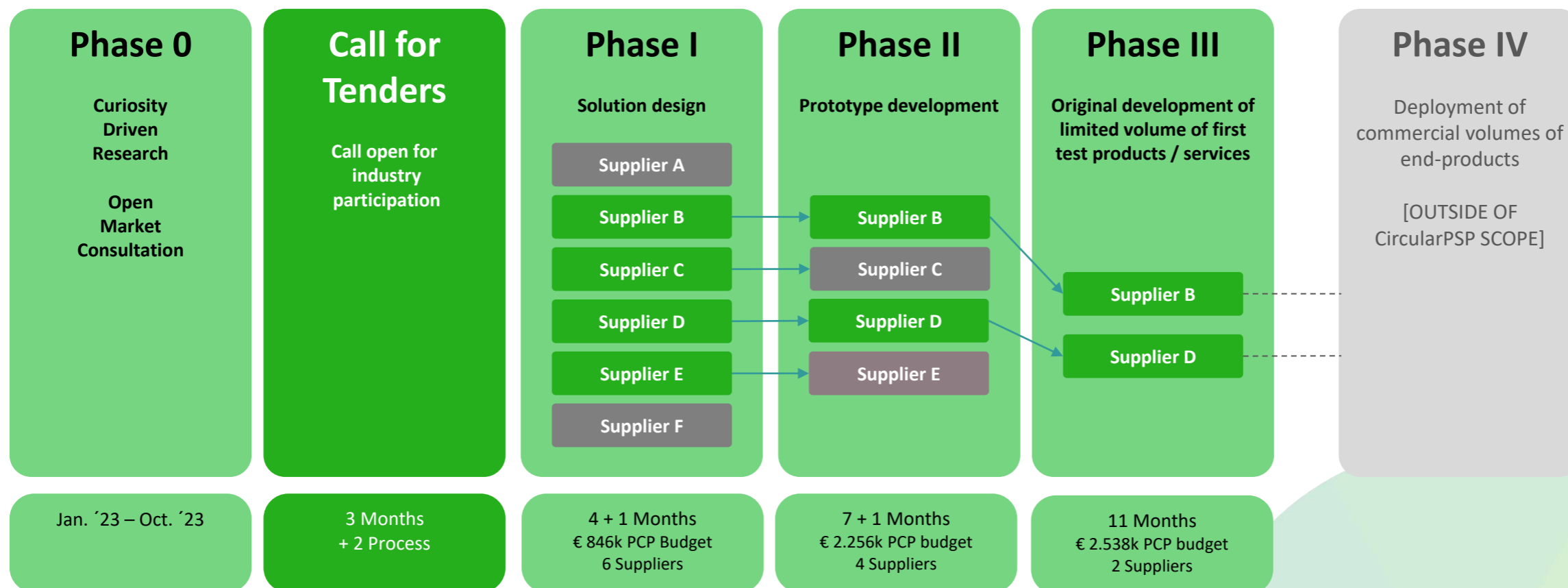
PCP Structure

PCPs follow a multi-staged process to select the most suitable and promising innovation; R&D services are funded at all stages

PRELIMINARY



Public Procurement of Innovative Solutions (PPI)



Values are expected to exclude and not require VAT.



PCP Tendering | Core requirements for Suppliers

All core requirements are derived from the EU directive on competition

ELIGIBILITY CRITERIA

- ▶ Tender is open to all **types of operators** (companies or other type of legal entities) regardless of their size or governance structure
- ▶ Both **single entity** or **joint tender offers** (consortia) are possible
- ▶ The call will be open to all participants, as long as **a minimum of 50% of the project R&D activities/budget** takes place **in the EU or Associated countries**
- ▶ Participation in the open market consultation is not a condition for submitting a tender

GENERAL REQUIREMENTS

Electronic Submission via e-mail

**3 months for submission starting Nov 2023
(To be confirmed)**

Official language is English

IPR sharing, if suppliers do not exploit results



Contract award | Project

For each of the three phases the same rules on contract, monitoring, payments and IPR apply

One Lead Procurer

All contracts, invoices and payments go through the lead procurer who acts on behalf of all procurers

Contracting

Framework agreement with **specific contracts in each phase**

Monitoring

During each phase, contract implementation is **monitored periodically** and reviewed **against the expected outcomes**

Completion criteria

Satisfactory completion of milestones and deliverables: requirement for payment --- **Successful completion** permits entering next Phase

Intellectual property rights

Suppliers **keep ownership of the IPRs** attached to the results generated during the PCP implementation, but must exploit



Q&A

Welcome and Introduction
CircularPSP Aim & Scope
Procurement and Tender Process
>>Q&A
Next Steps



Next Steps

Welcome and Introduction
CircularPSP Aim & Scope
Procurement and Tender Process
Q&A
>>**Next Steps**





The Request for Tender is expected for November 2023

CircularPSP Timeline

PREPARATION AND TENDER



Research & OMC (Jan. – Oct. '23)

OMC Events (May-June '23)

Matchmaking Platform + Networking (Sep + Oct)

Procurer Survey

Preferred Partner Interaction (Sep with ICLEI)



Tender Open (Nov. '23 – Jan. '24)

Tender Launch + Training Events (est. November)

Q&A anytime (FAQ already online)

SELECTION AND PCP PROJECTS



Tender evaluation

Feb. '24 – Mar. '24



Phase I

Apr. '24 – Aug. '24



Phase II

Sep. '24 – Apr. '25



Phase III

May. '25 – Mar. '26

¹ Two months for evaluation



Suppliers are invited to create a consortium

Search of partners is supported with the Matchmaking Platform

MATCHMAKING

- ▶ Become visible among other suppliers looking for partners
- ▶ Steps, describe:
 - What you are looking for
 - What you are offering
 - Some basics + contact information
- ▶ Completing the form takes only ~5 minutes
- ▶ We encourage companies that cannot cover the whole CircularPSP solution to team up with other companies and apply together with international partners in a joint tender (consortium).

We will organise a match-making events in September / October

PLATFORM

- ▶ Link: <https://circularpsp.eu/matchmaking/>



Add your profile, offerings and partner requests here

FILL THE FORM

We are looking for:

- A partner (0)
- A coordinator (0)

We are looking for partners with expertise in:

- AI (1)
- Platforms (1)
- Training&Skills (1)
- Workflows (1)

We are looking for partners in the following countries:

- Italy (1)
- Spain (1)

Company 2

Spain



Our role: Partner

Our expertise: AI, Training&Skills

Company 1

Italy



Our role: Seeking a partner

Our expertise: Platforms, Workflows

Procurers: Answer Survey – Become Preferred Partner

Procurers to OMC Questionnaire

QUESTIONNAIRE


- ▶ Provide us with reflected input on content and conditions of CircularPSP
- ▶ Location: <https://circularpsp.eu/survey/>
- ▶ Completing the form takes ~12-18 minutes (depending in level of detail)

BECOME PREFERRED PARTNER


- ▶ If you are interestd in solutions and suppliers:
 - Simply state your interest via mail to CircularPSP@empirica.com
 - We only need a brief description and a logo
 - We invite you to events and aim to allow testing by preferred partners



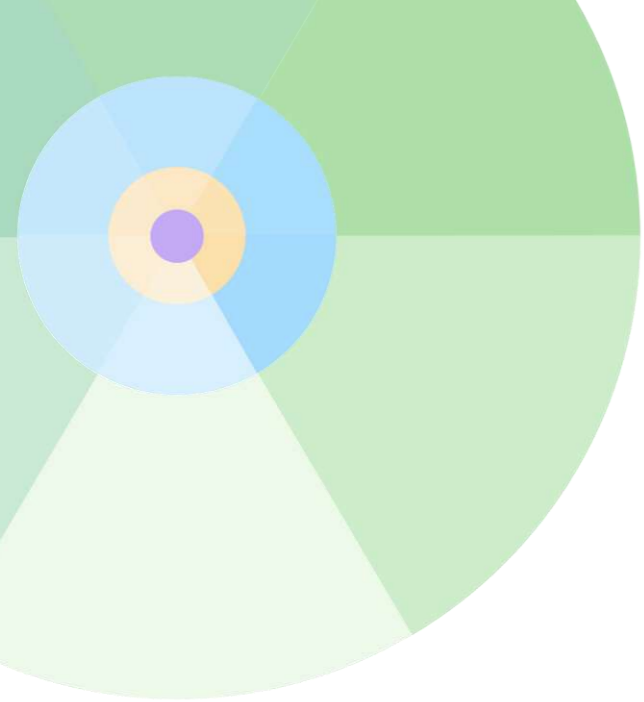
How preferred partners works



You contribute wherever possible to shape and validate the PCP goal by providing background information regarding the specific needs as a procurer.



You will be kept informed about all aspects of the PCP and granted access to all information concerning the PCP results.



circularpsp.eu



[@CircularPSP](https://twitter.com/CircularPSP)



[CircularPSP](https://www.linkedin.com/company/CircularPSP)



[@CircularPSP](https://www.facebook.com/CircularPSP)



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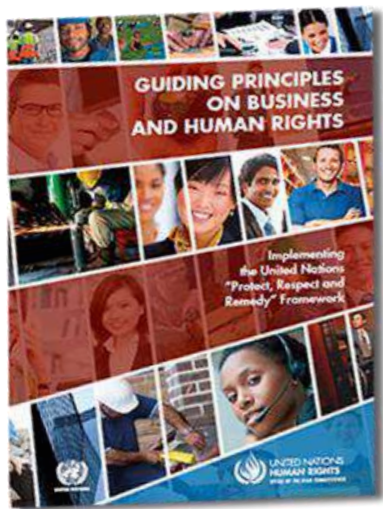


Sveriges Kommuner och Regioner

- SKR är medlems- och arbetsgivarorganisation.
- Alla Sveriges 290 Kommuner och 21 Regioner är medlemmar
Sweden's 290 municipalities and 21 regions are members.
- I Sverige upphandlas det årligen för drygt 800 miljarder kronor (EU €68 billion)
- 8 av 10 upphandlingar görs av kommuner (69%) och regions (11%)
- Adda inköpscentral är ett dotterbolag till SKR och tecknar nationella ramavtal för våra medlemmar.



Målbild



PARIS2015
UN CLIMATE CHANGE CONFERENCE
COP21·CMP11



National Procurement Strategy



Sweden's Environmental Objectives

A

Begränsa den totala materialåtgången

B

Minska mängden jungfruliga råvaror

C

Förläng livslängden på produkter

D

Maximera möjligheten för återanvändning av en produkt eller komponent

E

Maximera möjligheter till återanvändning och återvinning av material

A
1

Delad användning internt

B
1

Kunskap om andelen återvunna, biobaserade och jungfruliga råvaror

C
1

Förlängda garantier

D
1

Design för demontering

E
1

Design för återvinning

A
2

Delad användning externt, uthyrning eller leasing

B
2

Ökat innehåll av återvunna råvaror

C
2

Avtal om underhåll och reparationer

D
2

Modulär design

E
2

Kunskap om innehåll och material

A
3

Återanvändning, renovering och uppgradering

B
3

Ökat innehåll av biobaserade råvaror

C
3

Uppgraderingsbara produkter

D
3

Standardiserad design

E
3

Avtal om återtagning och återvinning

A
4

Design för minimerad materialåtgång

C
4

Design för ökad livslängd

D
4

Kunskap om innehåll och konstruktion

E
4

Begränsning eller förbud av farliga ämnen

A
5

Mindre avfall

C
5

Möjligheter till underhåll och reparationer

D
5

Avtal om återtagning och återanvändning

E
5

Material som är nedbrytbara/komposterbara

C
6

Modulär/förändringsanpassad design

D
6

Stimulering av cirkulära affärsmodeller

E
6

Stimulering av cirkulära affärsmodeller

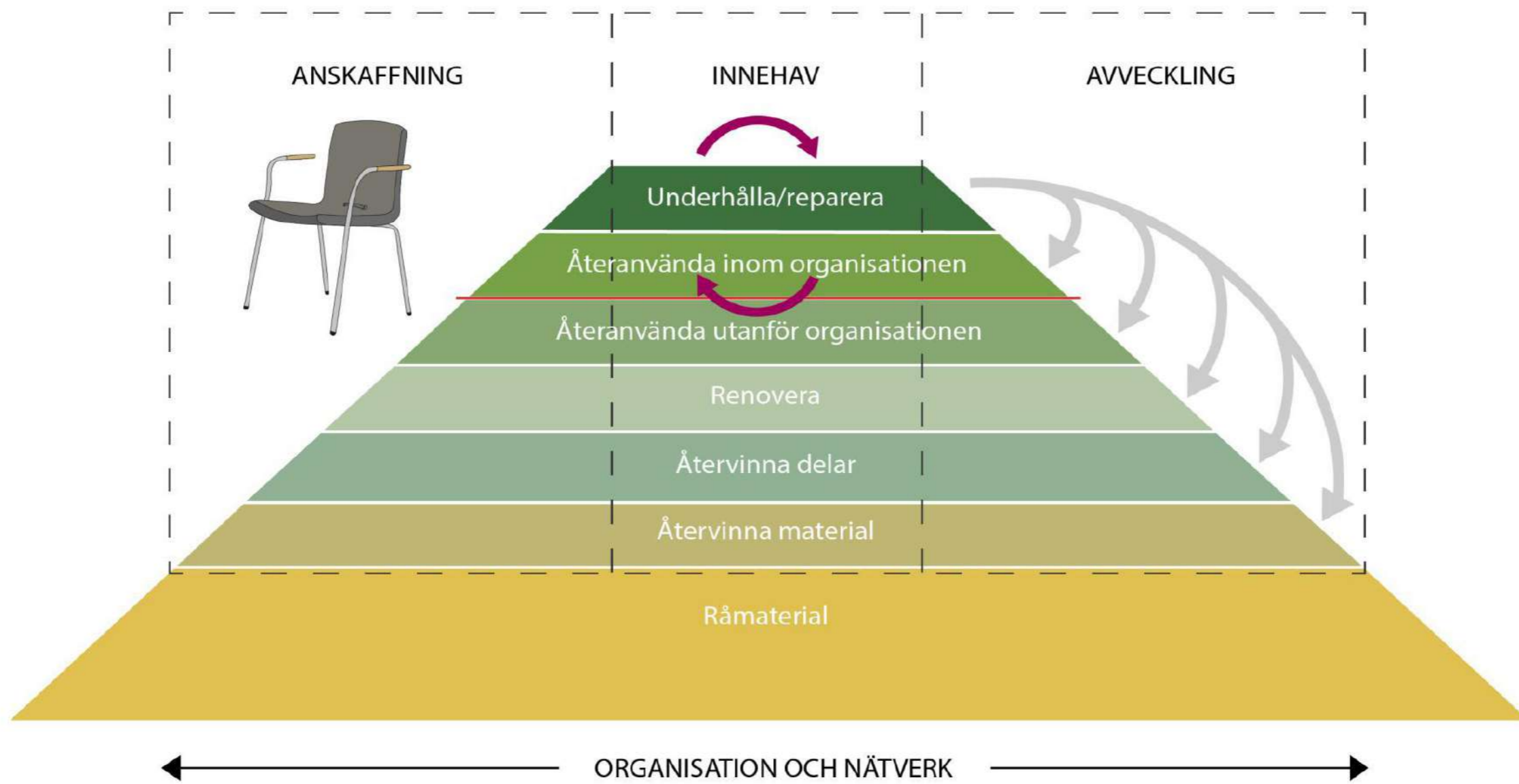
C
7

Avtalade incitament för ökad livslängd

C
8

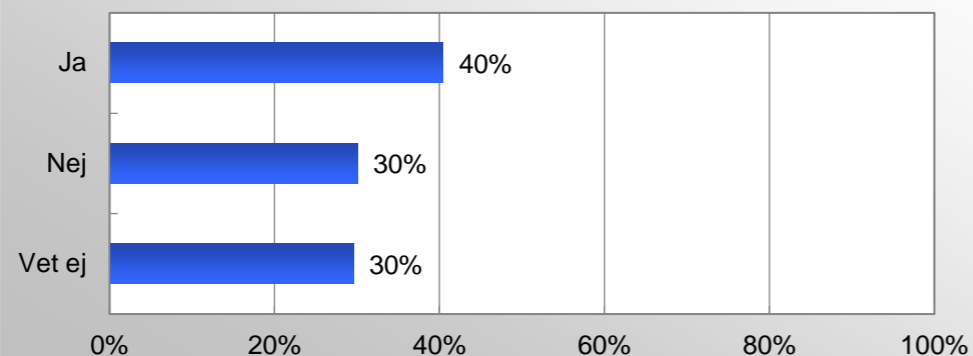
Vägledning från tillverkare för optimal användning

MÅL OCH STRATEGIER FÖR CIRKULÄR UPPHANDLING

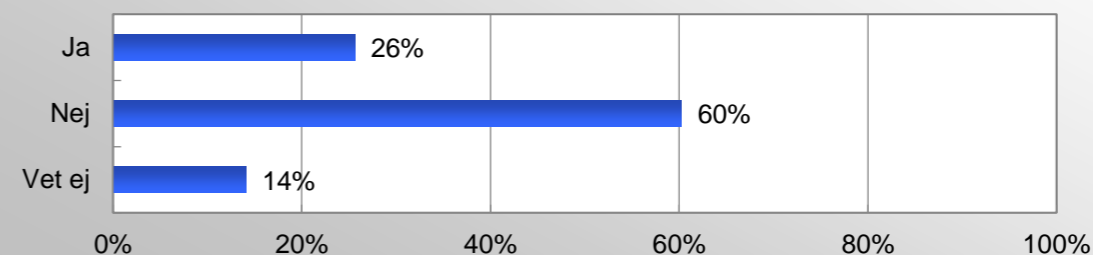


Resultat CE – stöd behövs!

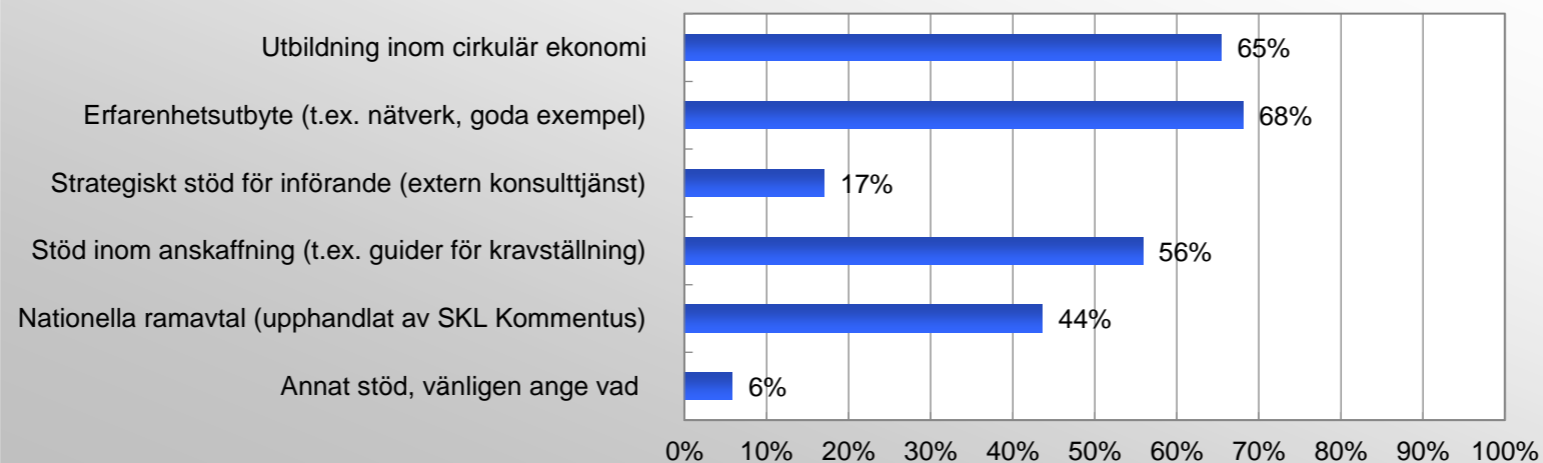
Arbetar hela eller delar av er organisation idag med cirkulär ekonomi?



Har er organisation något strategiskt mål att återbruk/återvinning ska väljas i första hand innan nyanskaffning?



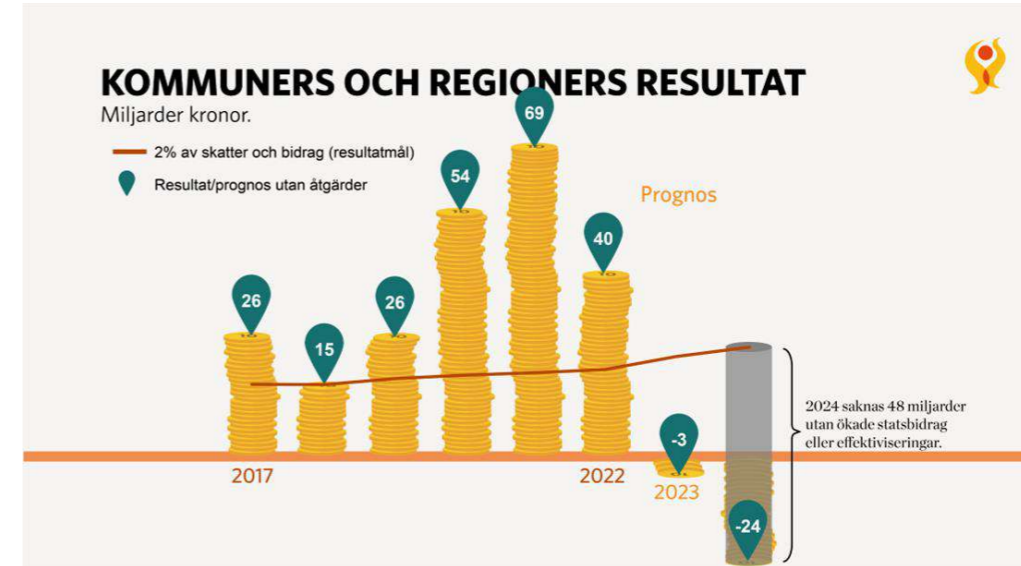
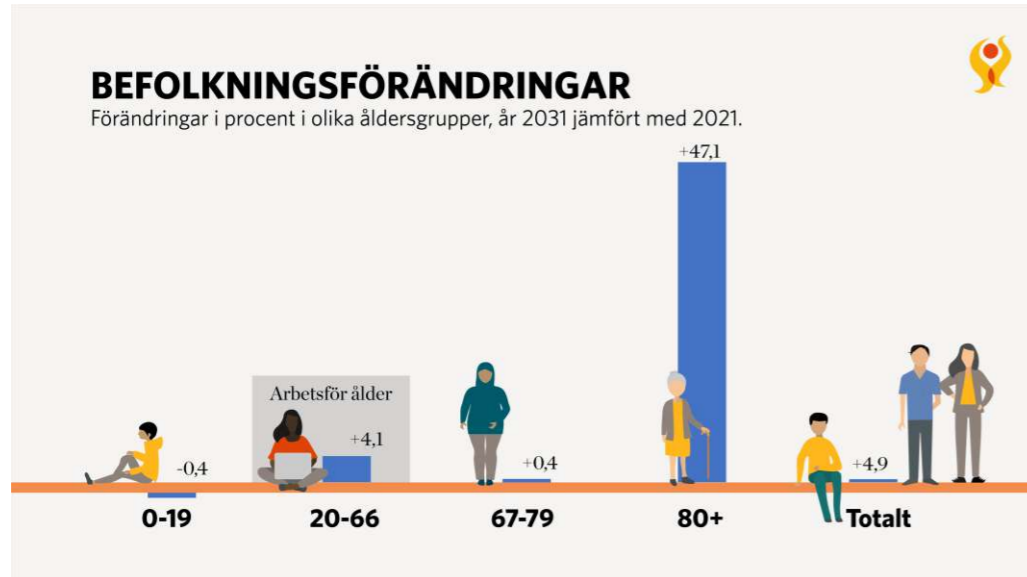
Vilket stöd behöver er organisation från SKR och/eller SKI?



IT-stöd för cirkulär ekonomi i offentlig sektor

– men hur står sig digitaliseringen?

Behov av omställning



En av flera
förändringskrafter och
lösningar på våra stora
utmaningar

Vad är digitalisering?

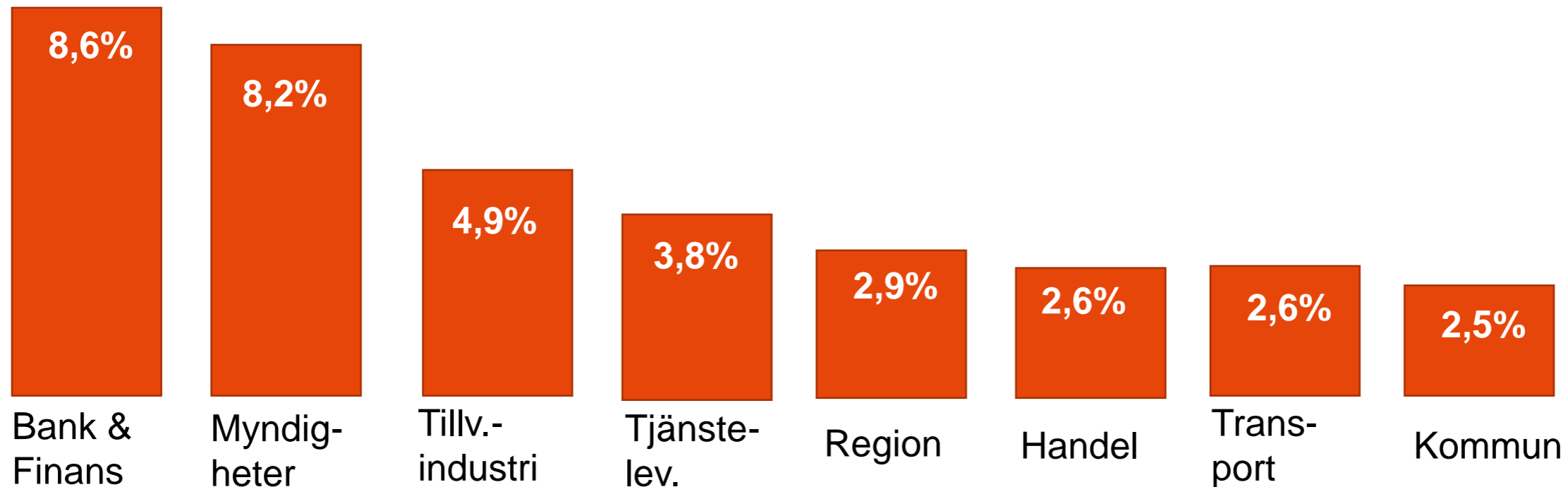
Verksamhetsutveckling med stöd av
teknik => Nya sätt att lösa saker,
förändrade beteenden

Status: Gammal teknik, för låg hastighet, fel fokus..

- **Teknikparadox**
- Mycket positivt pågår, men **inte på bredden** eller tillräckligt snabbt
- Sveriges tidiga digitaliseringsresa – en **teknisk skuld** som bromsar ambitioner, sitter fast i gamla system
- Det finns ingen **nationell digital infrastruktur**, bristande interoperabilitet
- **Underinvesteringar** på alla nivåer – under lång tid
- Digitalisering ses fortfarande mycket som IT, men handlar i grunden om **förändrade beteenden**

Andel kostnader för digital utveckling, drift och förvaltning

- I relation till total budget



Av detta lägger kommunsektorn endast drygt 10% på utveckling och innovation

10%

Myndigheter och privat sektor lägger det dubbla

23%

Staten upplevs otydlig,
splittrad, kortsiktig och
långt ifrån kommunerna.

SKR, Inera, Adda upplevs
inte tillräckligt relevanta.
Oavsett kommunstorlek.

Vi hittar inte rätt kompetenser, de finns bara
inte...

Kommunerna ropar på hjälp

”Vi klarar inte det här var och en”

De som arbetar med frågorna upplever den inte
alls prioriterad av politiken.

Vi kommer inte ens åt vår egen data!

Kommunerna önskar ett gemensamt arbete med

Gemensamma digitala lösningar (stärkt beställarkraft, marknadsrörelser osv.)

Informationssäkerhet: stöd och gemensam tolkning

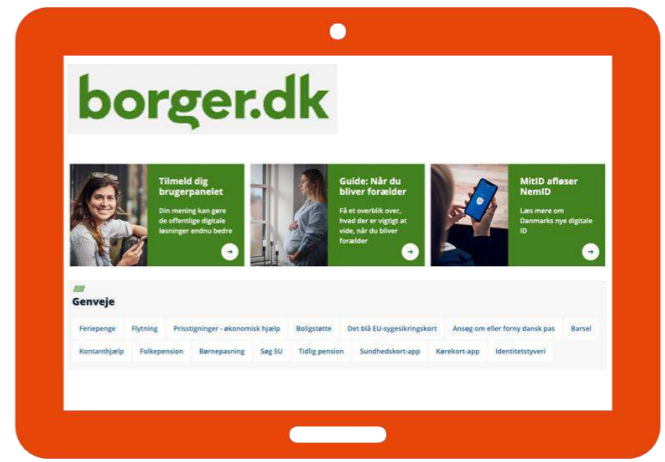
Tydlighet – var är Sverige på väg och vad gäller för alla?

Styrning avseende standardisering och gemensamma kravspecifikationer

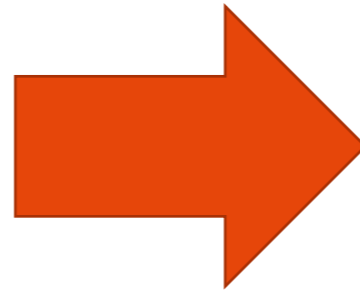
Juridik: stöd och gemensam tolkning/tillämpning

Inspiration till nästa steg

– Hur lyckades Danmark kommuner gå samman?



3 utvecklings- områden



Skapa en **kommungemensam agenda**

1. Målbild & Ledarskap
2. Lojalitet och involvering
3. Prioritering och finansiering

Kommuner (och regioner)

Etablera gemensam **omställningsstrategi** och **handlingsplan**

Förstärk **styrning** för ökad hastighet

1. Statligt e-id ska erbjudas alla
2. All kommunikation mellan stat/kommun/region och invånare/företag ska vid ett givet datum ske digitalt
3. **En digital ingång** ska etableras

Staten,
kommuner
och regioner

SKR

Förmåga att **leverera**

- Utvecklad kapacitet i SKR-koncernen

Avslutningsord

IT-stöd för kunskapsspridning om cirkulär ekonomi - som ett drömprojekt, mitt i prick för att utveckla så många av de delar vi idag ser som hinder och har halkat efter inom

