



Rijkswaterstaat
Ministry of Infrastructure
and Water Management



Pathways to circular procurement



RWS SPP TEAM

Vision & Mission



Rijkswaterstaat
Ministry of Infrastructure
and Water Management

- Our aim is a 100% sustainable, fair and circular world.
- A strong international circular economy is beneficial for all, including our Dutch goals.
- We share our experience in international networks and partnerships.



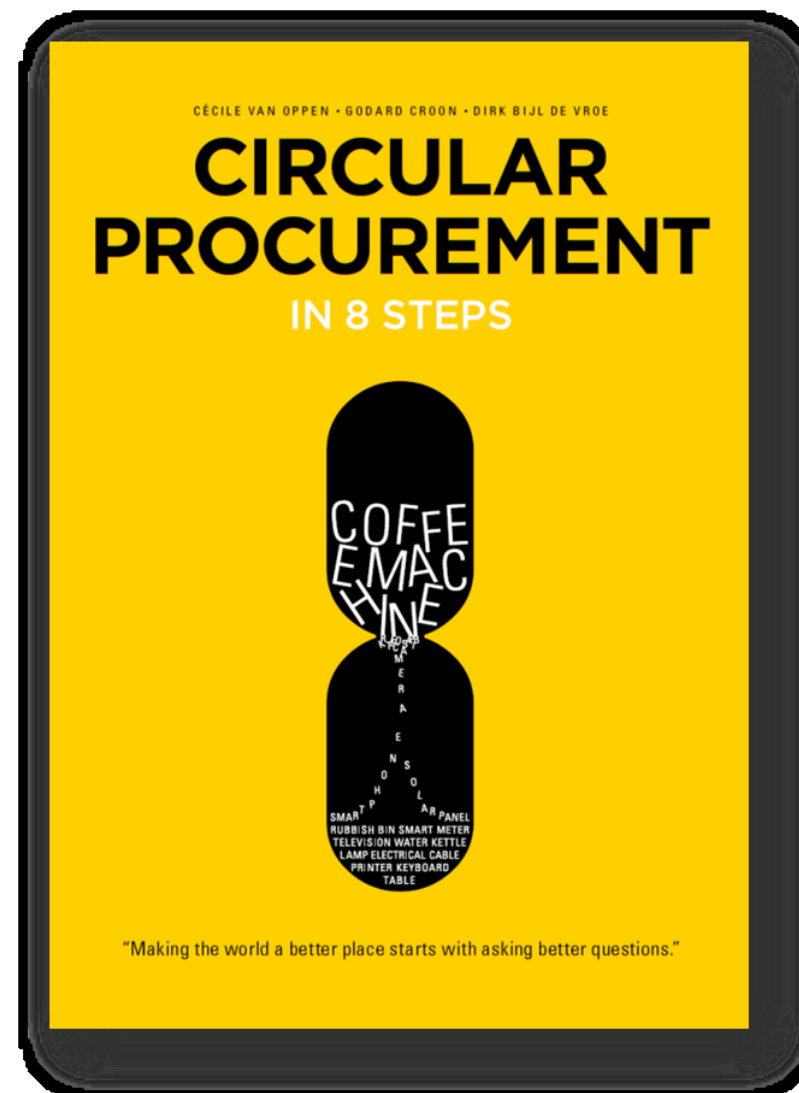
Agenda

- 8 steps towards CP
- Lessons learned
- Examples
- Q&A

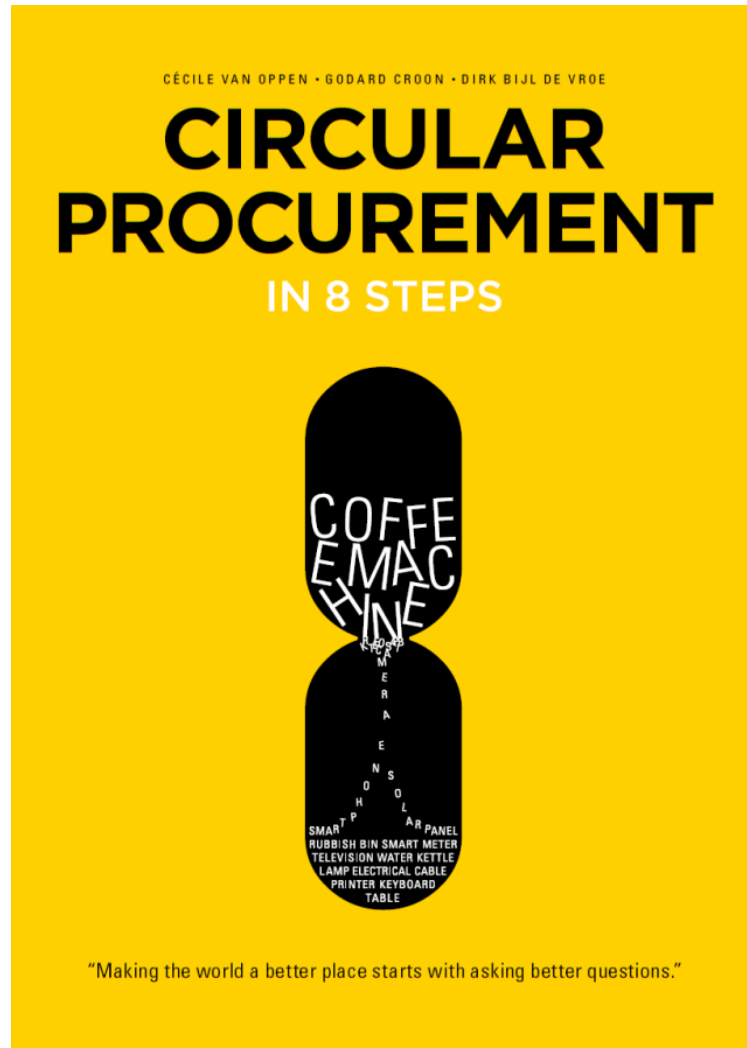


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8 steps towards circular procurement



Circular Procurement in 8 steps

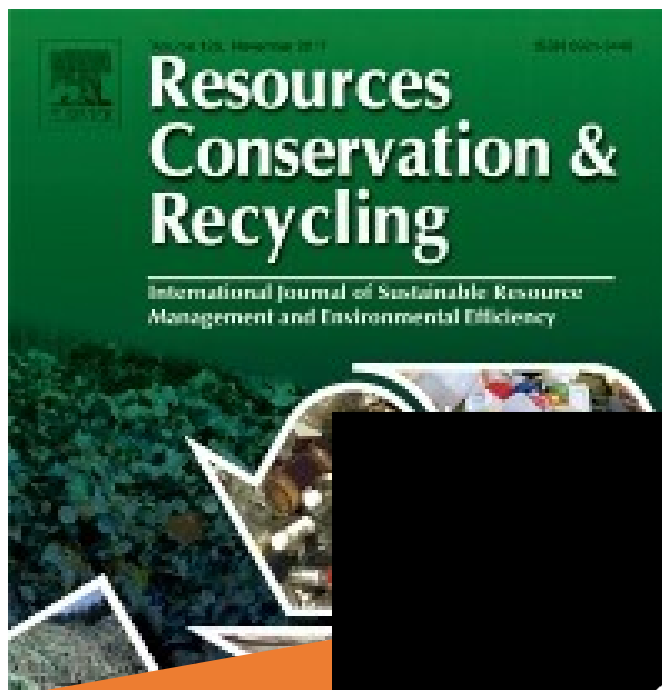


1. From definition to ambition
2. Internal organisation
3. Defining your need
4. Business models
5. Market collaboration
6. Tender procedure
7. Measuring and awarding
8. Contract management



From definition to ambition

STEP 1



Resources, Conservation and Recycling

Volume 127, December 2017, Pages 221-232



Review

Conceptualizing the circular economy: An analysis of 114 definitions

Your ambition

OPPORTUNITIES!

114 Opportunities...

- Variety of understandings can result in CE concept eventually collapsing or ending up in conceptual deadlock.

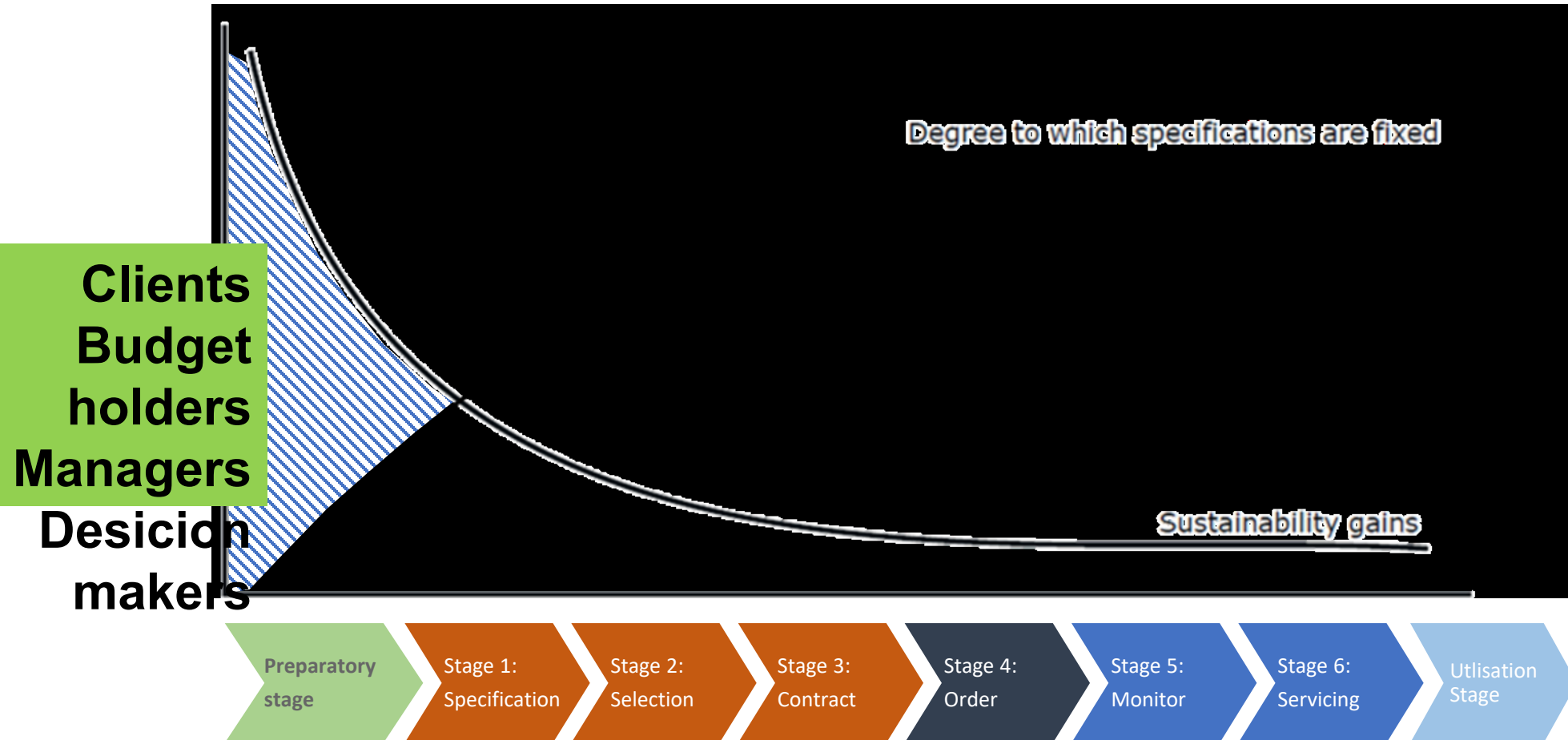
<http://www.sciencedirect.com/science/article/pii/S0921344917302835>



Internal organisation

STEP 2

Where is the biggest impact?





Defining your need

STEP 3



**A connection
between A en B**



**A nice working
environment
for 1500 employees**



Business models

STEP 4

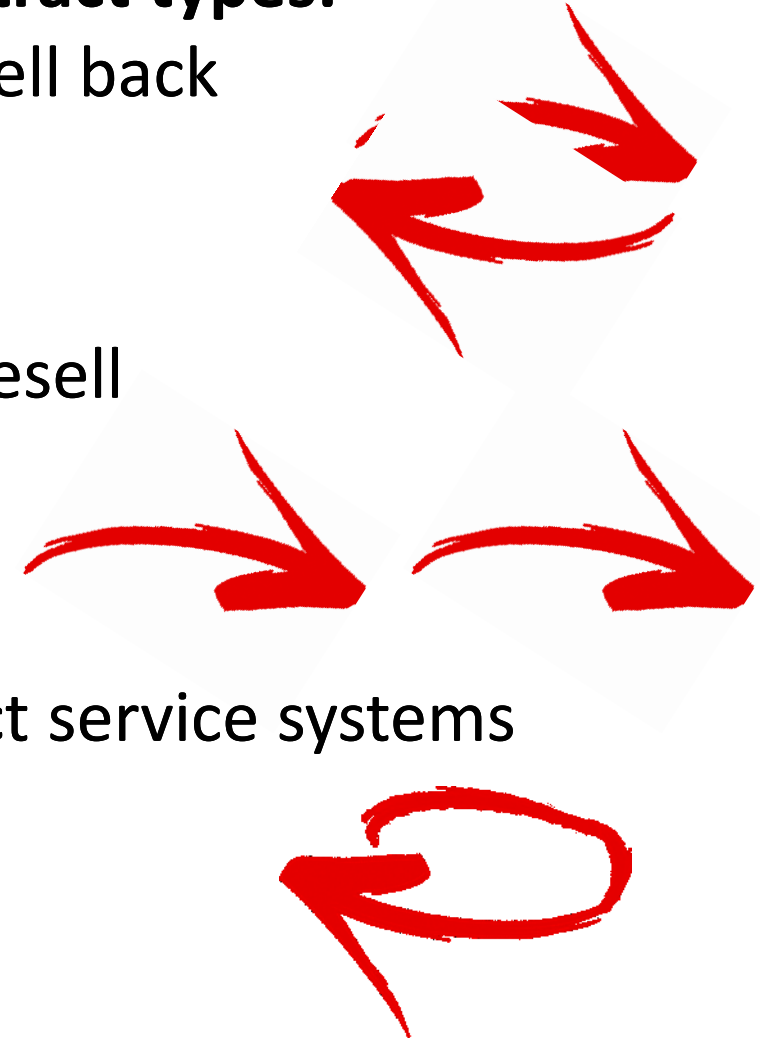
Business models

1. Product Service Systems
2. Product life extension
3. Resource recovery
4. Sharing platforms
5. Circular supply chain

Procurement concepts

3 main contract types:

- buy - sell back
- buy - resell
- product service systems

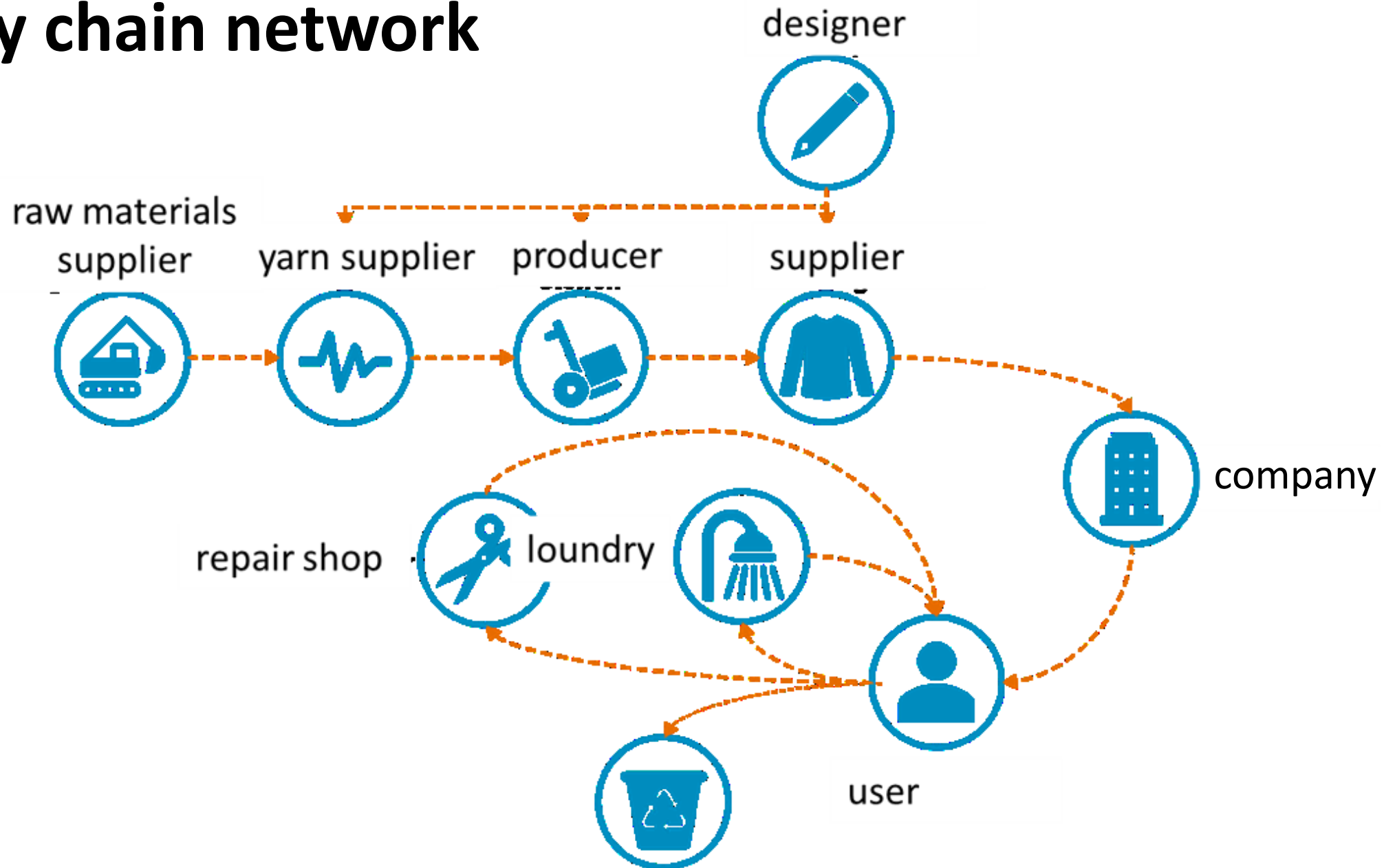




Market Collaboration

STEP 5

Supply chain network



Share ambitions and opportunities





Tender procedure

STEP 6

Tender procedure

- Establish a clear picture of what you wish to achieve via this tendering procedure and select the procedure most suited to this ambition.
- Enable engagement with the market
- Is a call for tenders mandatory or not?

If you are conducting a pilot most of the time you don't need to tender





Measuring and awarding

STEP 7

Measuring & awarding

- Award criteria need to relate to your ambition and your requirements
- Determine how you will measure and assess the circularity of the tender.
 - measure technical specifications
 - assess qualitative specifications
- **Determine how you will incorporate the price aspect into the assessment and what weighting will be assigned to it**
- **Price:Quality -> 80:20 or 30:70**





Contract management

STEP 8

Circular procurement is NOT just about purchasing...

- A huge part of the expected impact is delivered during the contract phase
- The procurement officer and the contract manager are rarely the same people
- **Contract managers are responsible for delivering, involve them!**





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Lessons Learned



Benefits of circular procurement

There's something in it for everybody



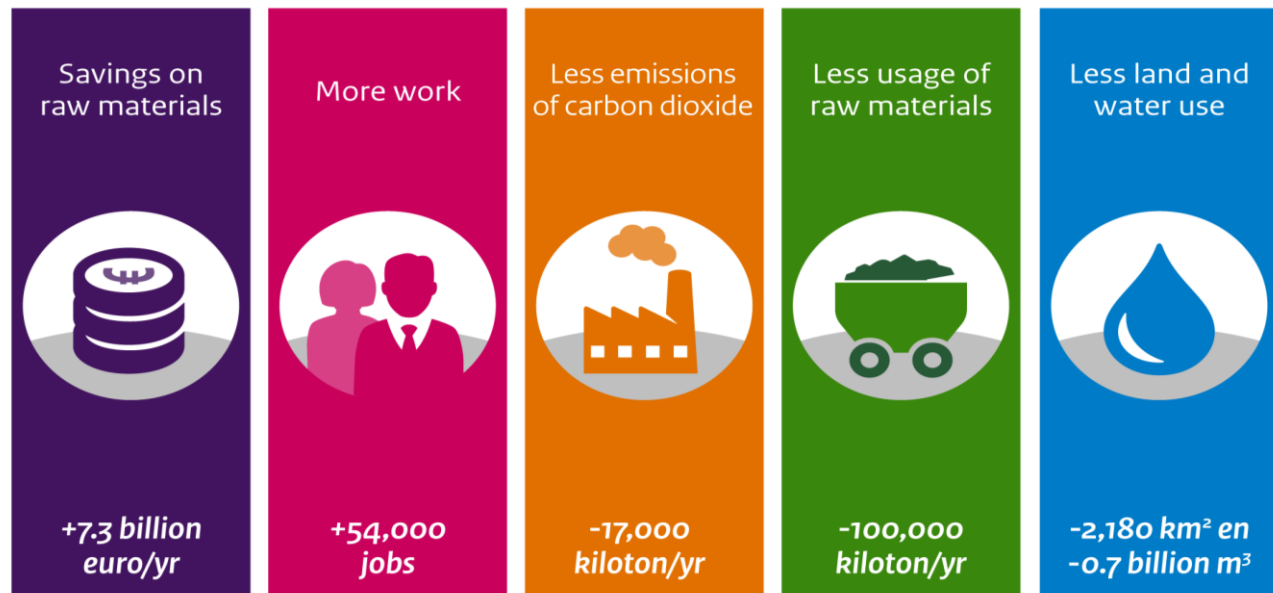
- Reducing your **carbon** footprint
- Reducing your materials footprint
- Reducing waste, landuse, wateruse
- Substantial cost savings
- Job creations
- Stimulate innovation
- Become less dependant on foreign imports of 'critical' raw materials
- Practice what you preach
- ...

• Benefits of circular procurement

- *There's something in it for everybody*

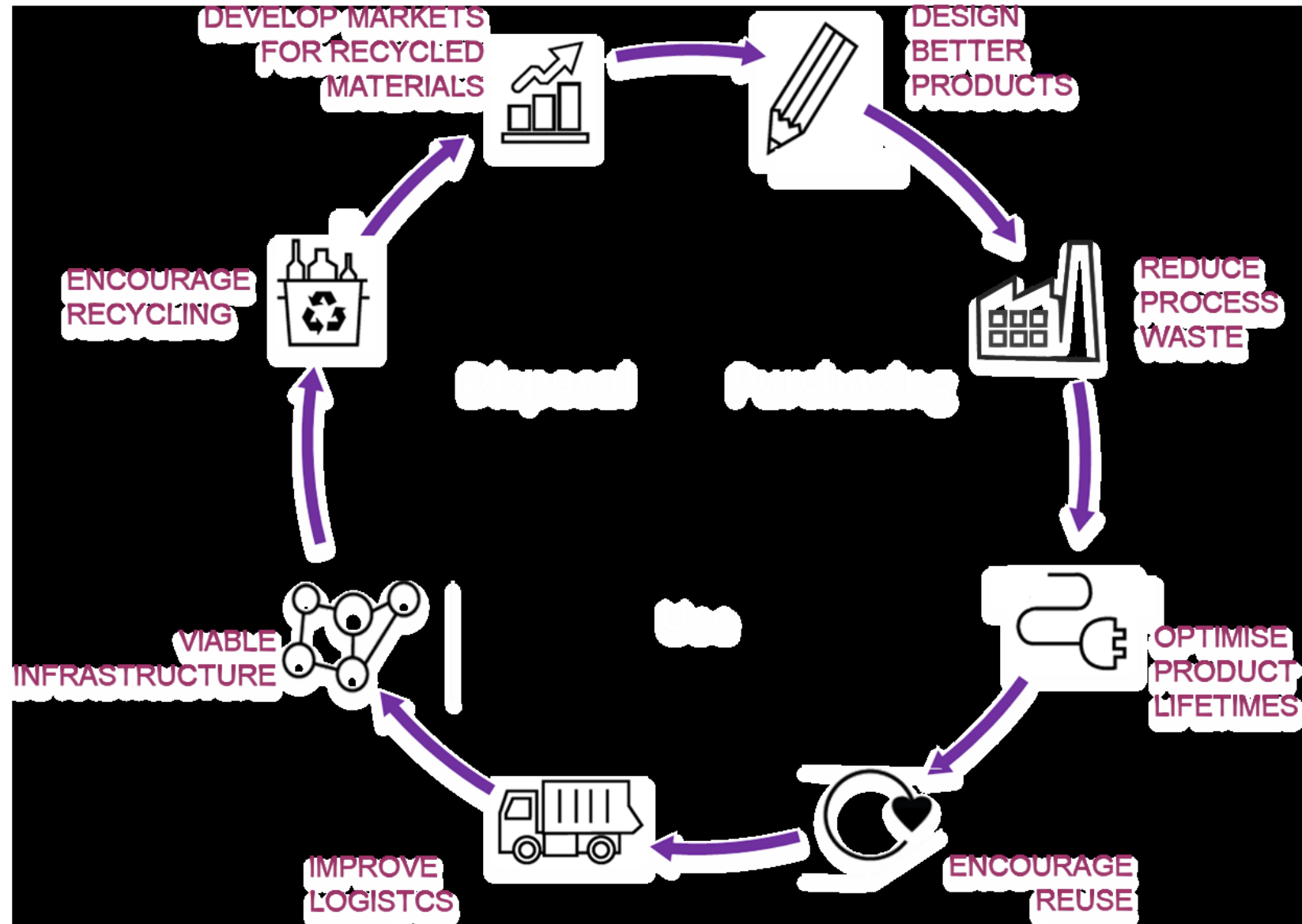


Circular Procurement
=
Circular Economy



Appreciate the chain

2



**Change it one
step at the time**

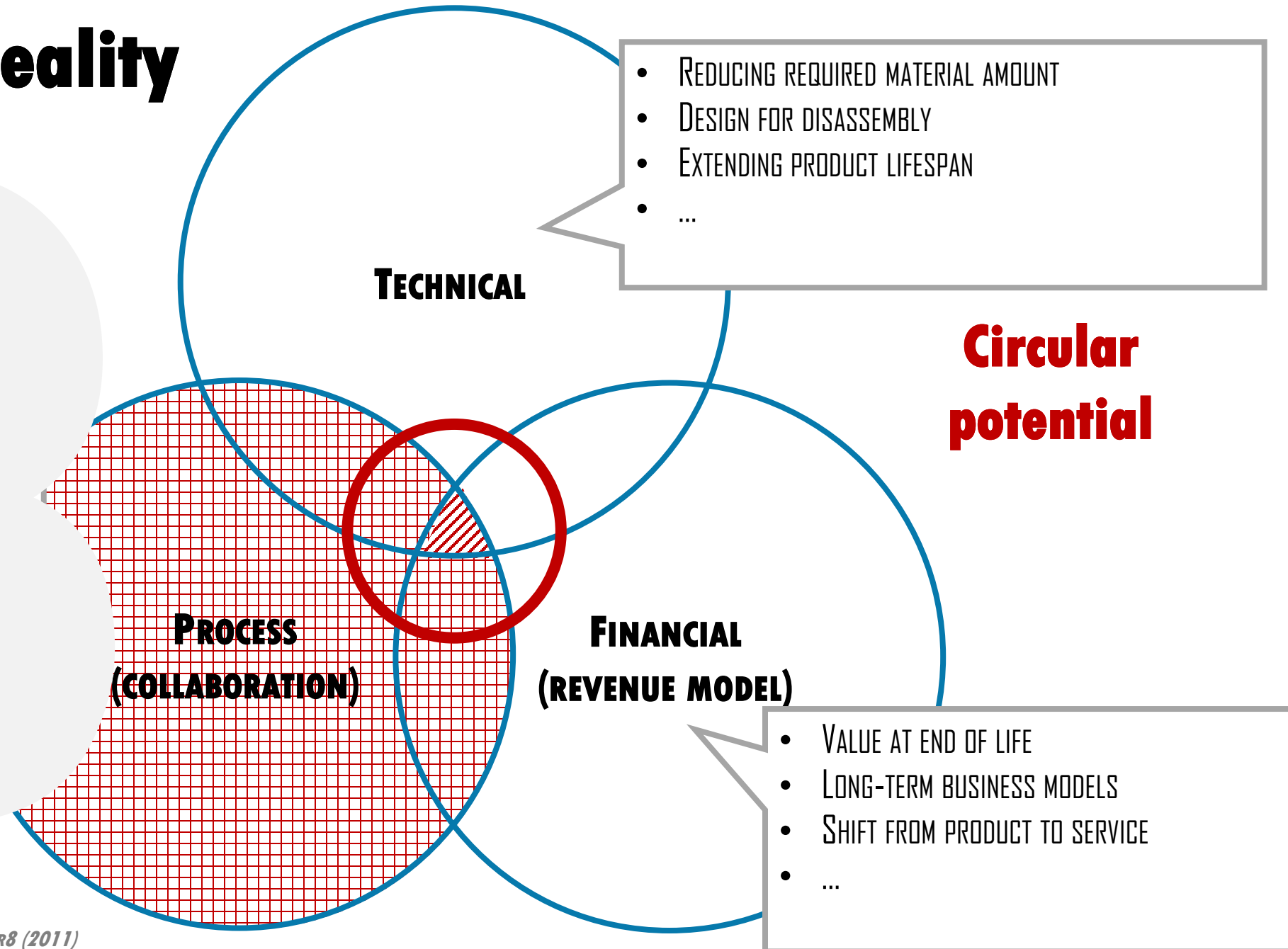
**...but where to
start?**



Potential vs reality

- INTERNAL CO
- EXTERNAL C
- LONG-TERM PARTNERSHIPS
- ...

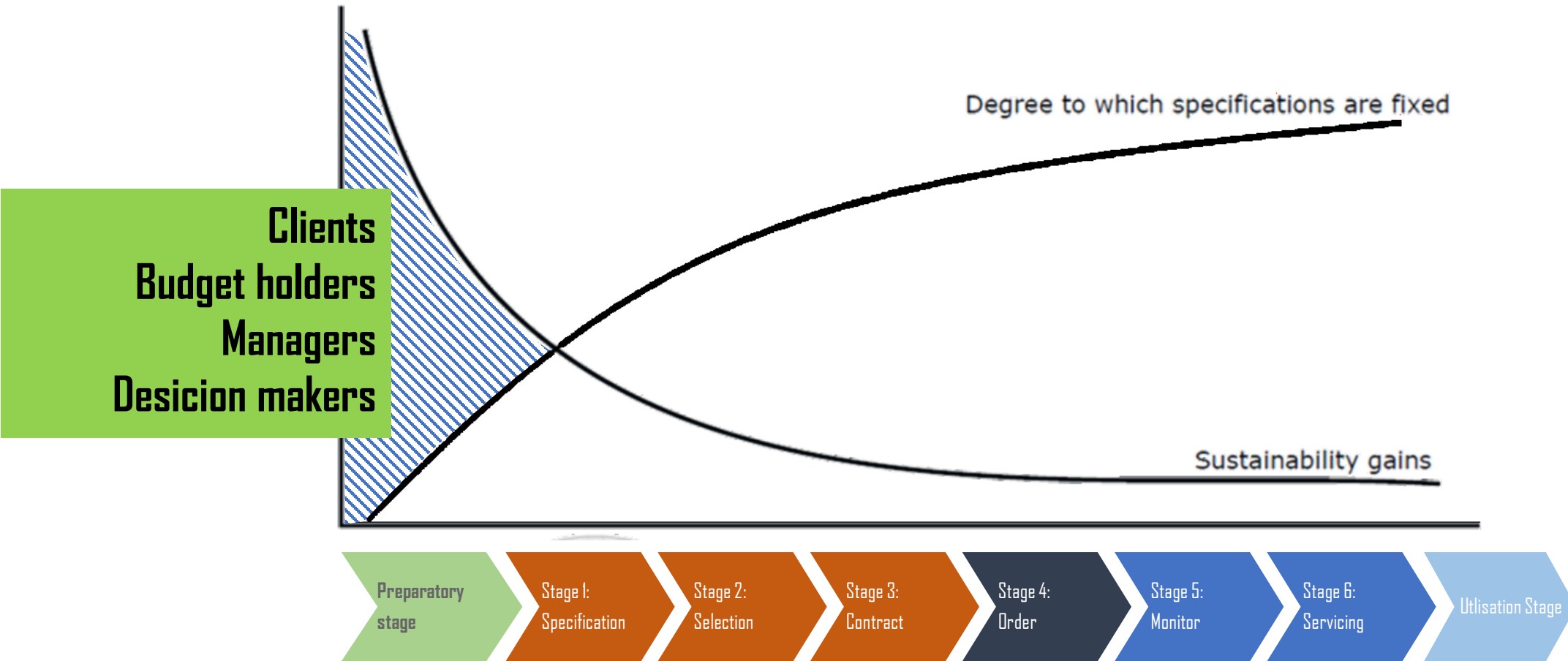
**Requirement
enable**



**Circular procurement
is NOT about
purchasing
alone...**



The biggest impact is before procurement



**Circular procurement is more
than just a set of criteria...**

5



**1876 invention of the telephone
products to last a lifetime**



**2007 first iPhone
2017 iPhone 8 -> 'X'**



**A product is not circular
until YOU arrange it to be circular!**

Which one of the products is most circular?

JKS+

JKS+