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# GREENER

boostinG industRy EngagemEnt iN grEen pRocurement



Centro Tecnológico  
del Muñido y la Madera  
de la Región de Murcia



# Project partners



Cleantech Bulgaria



Bulgarian consultancy organization



Sistemi Formativi Confindustria



Scuola Superiore Sant'Anna

Centro Tecnológico del Mueble y la Madera de la Región de Murcia



Centro Tecnológico del Mueble Y la Madera



Association of Cities and Regions for sustainable Resource management

# The GREENER Project

Project duration: 01/12/2020 -> 30/11/2022

Main objective:

'Support and capacity building activities to improve the skills of SMEs and public administrations involved in circular and green public procurement.'

# The GREENER Project

## Sub-objectives:



Improve the skills of procurers and administrative profiles  
-> focus on SMEs



Enhance traditional profile curricula to be responsive to the future demand of skills



Improve the response of regional actors and create awareness



Increase the employability of VET students



Foster VET attractiveness through cooperation among actors

# Expected outcomes

- Development and implementation of an innovative practice, a new training curriculum of circular procurement, adapted to the future trends and needs of the whole society;
- Raising awareness of society regarding the advantages of a life with principles of sustainability and circularity;
- Support for collaboration and exchange of experience among entities from different fields (industries, public authorities, etc.) and among people from different sectors (VET, entrepreneurs, etc.) and nationalities with common goals related to green principles and the alignment of innovation and new trends with local and regional development strategies;
- Development of a modular training course, which will be freely accessed through an online platform to support target groups in acquiring or improving the use of ICT for learning and related digital competences and its promotion as a driver to increase quality and relevance of VET.

# Skills gap to the GPP

To identify Companies' skill gap to the GPP, was developed an instrument that includes online survey and interviews with public authorities and SMEs. The gaps detected are as follows:

## Lack of knowledge of the tendering process

The focus of the training oriented to SMEs nonparticipating in GPP should be put on acquaintance with the basics of the procurement, terminology, procedures documents etc. Acquaintance with the PAs – responsible authorities, main requirements when participating in procurement procedures – administrative, financial etc.

## Environmental sustainability

The summary of the survey gives a clear view that this “obstacle” is the basis of non participating in GPP. Here comes the main aim of GREENER project to enrich the existing trainings with new knowledge according to the “green” requirements and to personalise it according to the companies’ needs.

## Investment in human resources

A must for each SME or PA is the continuous training of the staff. Upskilling and reskilling provides higher quality and effectiveness of the working process, cost effectiveness etc.

# GPP Skills framework

Skills gap

Knowledge  
and skills

Knowledge of  
the tendering  
process

Procurement  
specific  
competences

A category of competencies specific to the management of the public procurement procedures

Environmental  
sustainability  
for SMEs

Green  
Competences

A category of competencies related to sustainability and resource-efficiency

Human  
resources

Soft  
competences

A category of competencies related to behavioral skills that are by nature transversal

# GPP Skills framework

GPP Skills Framework for Middle management and administrative profiles

Competence groups	Competency name	Description	lack of knowledge	basic A1-A2	pre-intermediate B1	intermediate B2	upper intermediate C1	advanced C2
			0	1	2	3	4	5
<b>PROCUREMENT SPECIFIC COMPETENCIES</b>								
Horizontal	Planning	knows organisation's procurement planning, policy priorities and budget is able to develop a procurement plan according to available budget resources						
	Lifecycle	knows the different phases of the procurement lifecycle, from pre-publication through post-award is able to follow the various phases of the procurement lifecycle						
	Legislation	knows the legislation on public procurement and other relevant areas of law is able to apply specific aspects of procurement legislation and other legal frameworks impacting procurement						
	e-Procurement and other IT tools	knows e-procurement and other IT systems and tools is able to use e-procurement and other IT systems and tools						
	Sustainable procurement	knows relevant sustainability policies and how to promote them is able to incorporate environmental and sustainable objectives set by the organisation and national policies into the procurement process						
	Innovation procurement	knows relevant innovation policies and how to promote them is able to incorporate innovation objectives set by the organisation and national policies into the procurement process						
	Category specific	knows the features and specificities of one or more specific category of supplies, services or works is able to get the most out of one or more category of supplies, services or works						
	Supplier management	knows supplier management strategies and processes is able to develop, manage and maintain relationship with suppliers while respecting public procurement principles						
	Negotiations	knows negotiation processes relevant in public procurement is able to apply negotiation processes and strategies in accordance with public procurement principles and ethical standards						
	<b>SOFT COMPETENCIES</b>							
			Self	Adaptability and modernisation		knows change management techniques and tools is able to anticipate and accommodate to changing tasks and circumstances and aim to		
				Analytical and critical thinking		knows analytical and critical thinking is able to use analytical and critical thinking to analyse an information and/ or a situation		
				Communication		knows communication tools and techniques apply the public procurement principles in communication situations is able to ensure compliance with public procurement rules, principles, and codes and guidance document thereto		
				Ethics and compliance		knows the procedural rules and codes and guidance document thereto is able to communicate effectively through various communication medium and media audience while ensuring public procurement principles		
				Collaboration		knows collaboration tools and techniques is able to promote inclusive and participatory processes		
				Stakeholder relationship management		knows the key concepts and methods of stakeholder management is able to create mutual trust and respect to solid internal and external stakeholder relationships		
			People	Team management and leadership		knows the key concepts and methods of team management and leadership is able to tailor management and leadership techniques to the team and circumstances a conducive environment for action		
				Organisational awareness		knows organisation's administrative and processes, internal culture and values is able to navigate both the procurement function and organisation's structure, and understand their culture		
				Project management		knows project management tools and techniques relevant for the public administration is able to apply project management tools and techniques to effectively carry out a procurement procedure and		
<b>GREEN COMPETENCIES</b>								
			General	Cognitive		knows the principles of sustainable development and has environmental awareness is able to identify opportunities and create new strategies to respond to green challenges		
				Interpersonal		knows how to promote greener products and services is able to facilitate holistic and interdisciplinary approaches that encompass ecological objectives		
				Intrapersonal		is able to apply new technologies and processes required to green their jobs, entrepreneurial skills to is able to capture opportunities presented by green technologies		
				Tools and regulations		knows EU GPP criteria is able to include environmental requirements into tender procedures knows Life-cycle costing (LCC) and can assign costs to environmental externalities		
						is able to apply effective measurement approaches to improve environmental performance knows the standards for environmental protection, environmental labels and certificates		
						is able to make sustainable purchasing decisions knows circular economy principles is able to apply circular economy approach into procurement practices		



# Modular training course

- Target group „Middle Management and Administrative profiles in SMEs“
- It will offer **support** to the staff of SMEs in acquiring appropriate practical skills, knowledge and access to information in order to successfully implement Green Public Procurement.
- The aim of the course is to build a new professional inside the companies that will deal with the future green public procurement. This new professional will serve as an **internal advisor** to allow the company to comply with the needs of the PAs looking for green and circular purchases.

# Modular training course

The following Modular Training Course has been developed under the GREENER Project – „Boosting industry engagement in green procurement“ and it is based on a framework, defining the skills, need by the SME's middle management in order to participate to GPP.



The Course consist of 5 separate modules, each providing to the participant different level of GPP skills:

- Module 1 – To know what is GPP and why could be and opportunity for SMEs;
- Module 2 – To understand and to find public tender;
- Module 3 – To comply with sustainability requests from PAs;
- Module 4 – To create awareness inside SME on the opportunity for GPP;
- Module 5 – To improve the chances for a successful application.

# Modular training course



## Module 2

Understand the key vocabulary to read a tender and prepare a proposal.

[read module 2](#)



## Questionnaire Module 2

[start](#)

# Toolbox

- The **aim** of the toolbox is to support the development of I/C-VET programs to help companies successfully apply for tenders that incorporate GPP requirements.
- **Target group:** “Companies”, “Training providers”
- The toolbox will be designed to facilitate the development of VET programmes to help companies successfully apply for circular/green tenders that incorporate GPP requirements. And will include the following sections:
  - Methodological guidelines to engage companies in circular tenders
  - Orientation to VET providers on designing I/C-VET programs
  - 10 factsheets of good practices of I/C-VET programs/modules on GPP

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