



ITALY NATIONAL REPORT

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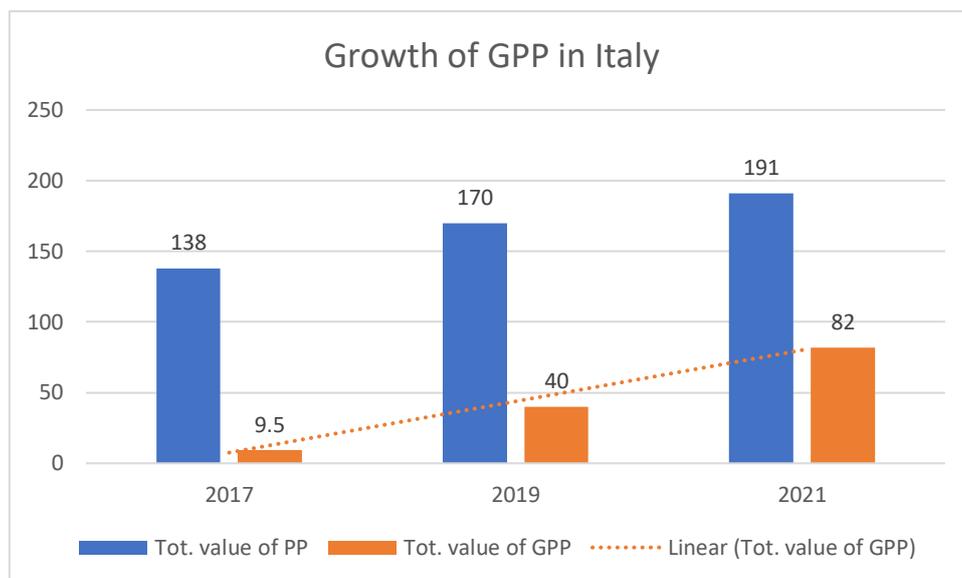
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1. Situation of Green Public Procurement in Italy

Considering the regulation of Green Public Procurement (GPP), Italy is the first country in Europe in its application. Indeed, the Criteri Ambientali Minimi (CAM) are a best practice in Europe for the details foreseen in the decrees, that make easiest for Public Authorities (PAs) in the application of GPP. For further information: <https://gpp.mite.gov.it/Home/Cam>.

Nevertheless, in 2019, out of EUR 170 billion spent in public procurement, only EUR 40 were spent in GPP. Of course, the situation is improving because in 2017 the GPP overall value was EUR 9,5 billion.



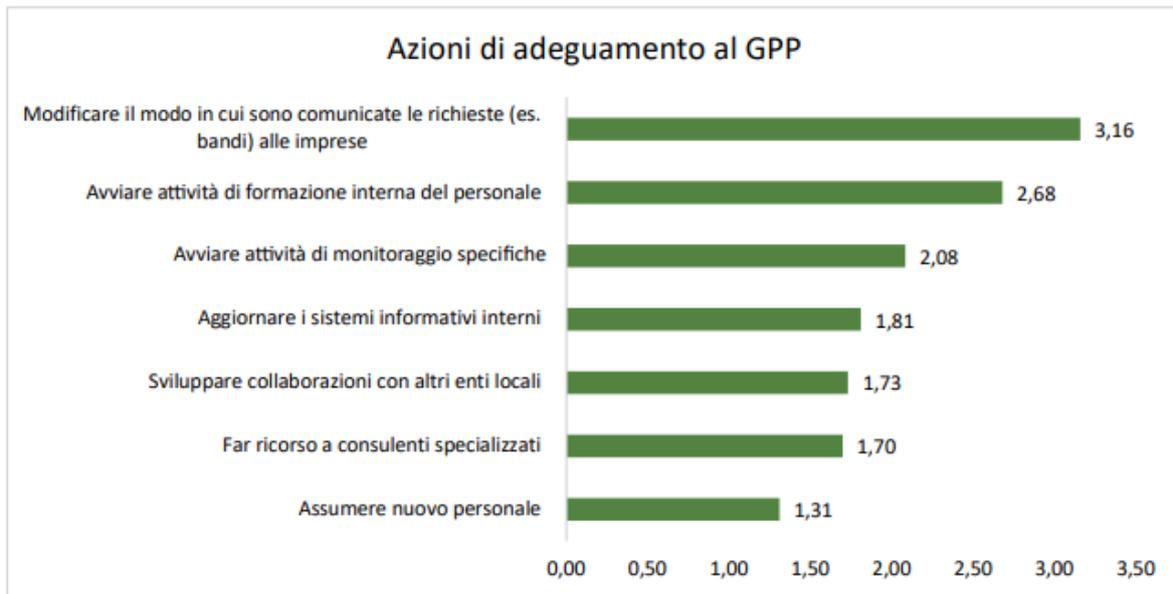
Elaboration on ANAC data¹ – Values expressed in billions of €

As pointed out by the Ministry of Ecological Transition, the gradual shift from a voluntary form of adherence to GPP criteria to a mandatory one has made it possible to achieve this performance. But the real acceleration comes today from the National Recovery and Resilience Plan rules, including the respect of the DNSH principle (Do No Significant Harm) as a preparatory element of any funding for public or private entities.

“In Italy, according to the Operational Guide that the Ministry of Economy and Finance has published in October 2022, DNSH requires the mandatory adoption of Minimum Environmental Criteria (CAM). Thus, more than 200 billion euros allocated by Europe to Italy for the DNSH will not be spent, unless by adopting, in the tendering procedures, the Minimum Environmental Criteria; the opportunities related to the process of ecological, energy, social as well as the digital one are closely linked to compliance with these tender criteria.”²

¹ ANAC <https://www.anticorruzione.it/>

² Osservatorio Appalti Verdi, (2022), I NUMERI DEL GREEN PUBLIC PROCUREMENT IN ITALIA RAPPORTO 2022 <https://www.forumcompraverde.it/wp-content/uploads/2022/10/I-numeri-del-Green-Public-Procurement-Rapporto-OAV-2022.pdf>



Public Administration adaptation actions for GPP -Range of values from 1 (low priority) to 5 (high priority)³

One of the main drivers to improve GPP application is the relationship between PAs and private markets. Considering the table exposed – part of a report focusing on further actions to be implemented by government contracting authorities to improve the use of GPP – some actions are evaluated prior to other. For example, these include efforts to change the writing of tenders, to make them easier for potential supplier companies to understand or training activities.

Therefore, Erasmus+ GREENER project, combining together evidence coming from interviews with PAs and the survey addressed to SMEs, addresses the driver overmentioned, facilitating and strengthening the participation of SMEs to GPP.

2. Methodology

The aim of the National report is to highlight the key takeaway messages gathered through the Advisory Group consultations which took place on 26th of May and 19th September 2022. First meeting was focused on the process of skills identification, barriers and drivers and similar practices; while second meeting has for objective to present the pilot test results and gather external feedback on the pilot methodology and how to replicate GREENER training.

The Advisory Group Consultation is made up of representants of the industry (from business associations or companies) and experts on public procurement, and Green Public Procurement expert from university and Public Administration.

³Osservatorio Appalti Verdi, (2022), I NUMERI DEL GREEN PUBLIC PROCUREMENT IN ITALIA RAPPORTO 2022 https://www.forumcompraverde.it/wp-content/uploads/2022/10/I-numeri-del-Green-Public-Procurement_Rapporto-OAV-2022.pdf

3. First advisory group meeting

On 26th of May 2022 at 11 a.m. CET, SSSA and SFC organized the first workshop addressed to the Italian Advisory Group of the project ERASMUS+ GREENER.

Agenda

- Welcome speech from SFC and SSSA (Ivana Russiello and Fabio Iannone);
- Randomly presentation from the participants;
- Presentation of the GREENER project;
- Process of identification of skills
- Website presentation and overview of the training path and modules;
- Open discussion between participants on the 4 focus areas.

At the end of the event, an e-mail was sent to the participants to recap the highlights and collect additional feedback.

List of participants

Name and surname	Organization
Luca Natale	Regione Liguria
Francesca Galanti	Dynamo Energies S.r.l.;
Francesca Cupelli	Terre Etruria;
Elisabetta Santini	CCIAA Prato e Pistoia
Giuseppe Contu	Confindustria Centro Nord Sardegna, Energy and Environment Department, Manager in Business Services
Luca Marrucci	Scuola Superiore Sant'Anna
Giancarlo Zilaghe	Geoconsult s.r.l.;
Felice Paolo Arcuri	Palinsesto s.r.l.

Photo



Preliminary discussion

The presentation of the GPP scenario in Italy, both current and upcoming, raised various considerations that we believe it is useful to report to enhance the cross-cutting contributions made by the GREENER Advisory Group in Italy. They have given us some indications regarding some challenges related to both public and private sides.

Public Administration	<ul style="list-style-type: none"> ▪ as PA, what we miss, often, is to confront with companies. We “front the same sea”, we have the same difficulties than companies. Bureaucracy is a common problem. ▪ In our tender, Ligurian SMEs have a lot of difficulties to participate and win the call (5-6%); ▪ Therefore, in the new three years plan, we are trying to put together sstakeholder, i.e. ANCE (National Association for Building Companies), Chambers of Commerce, representatives of categories. ▪ In little Municipalities we don’t have the person in charge full time for tenders, therefore we don’t even have a person dealing with GPP. ▪ We must raise awareness both public and private sides and go in the same direction.
Company A	<ul style="list-style-type: none"> ▪ Our company is going through a process of ESG certification that is quite new for the companies’ market but is requested from bank. ▪ we use for coffee break inside the company washable cups, no plastic. Regarding water, we promote tap water. ▪ we are certifying us as B-Corp, that is a certification that goes over what is requested. ▪ for us, tender must be sustainable, this is linked with our job. ▪ regarding our supply chain, our suppliers, there are not specific remarks. ▪ what we must fight often is bureaucracy (administrative compliances). We are being asked for a lot of information, also regarding private aspects of the employees.
Company B	<ul style="list-style-type: none"> ▪ It would be useful to train both public and private individuals on the DNSH-Do not significant harm principle as required by the PNRR(https://italiadomani.gov.it/it/Interventi/dnsh.html), which will regulate public funding for the next years; ▪ Specific attention should be dedicated to the technical sheets for sustainable finance, which are difficult to understand contents, both in the implementation phase and in the monitoring phase; ▪ It is coming up that all project interventions under the PNRR must have 37% of funding destined for sustainability.
Business Association	<ul style="list-style-type: none"> ▪ The competitiveness of companies is based on the possibility of converting to sustainability issues, including competitiveness in procurement, which will be a necessity and not a possibility; ▪ The companies have appreciated the intervention of the Consolidated Law on the Environment (Legislative Decree 152/2006), for the systematization and simplification work carried out;

	<ul style="list-style-type: none">▪ The one-step for production activities (Sportelli unici per le Attività produttive-SUAP) were an effective solution, which we hope can also be done with regard to environmental aspects.
Chamber of Commerce	<ul style="list-style-type: none">▪ I believe there is an importance of basic literacy, especially for small businesses. Basic training is needed for entrepreneurs to understand the possibilities of GPP, also considering language difficulties that companies may have in understanding English.
Company C	<ul style="list-style-type: none">▪ I see difficulties on the part of companies in entering a circular economy path, which requires supply chain work, especially for small businesses, to build an organic relationship with both the private and the public. We need a systematic effort.

3.1 Feedback on the methodology to identify skills and the organization of the training materials

The Advisory Group confirms the **relevance of the skills identification process for GPP** at the Enterprise level. The skills identified are suitable for the project objective. The **completeness of information and insights provided is evident**.

The broadness of the target (administrative profiles of SMEs as priority target) allows for the implementation of **awareness program on the topic of GPP for an intersectoral SMEs target**.

It is important to **create mixed target training path** including Public and Private stakeholders

The AG highlights as, despite the obligation to implement environmental criteria in green purchases, the **spread of this public procurement system** is still not very well known, especially in small businesses

Given the recent **DNSH legislation** included in the NRP, and the impacts this will bring on GPP management, the AG advice is to integrate or dedicate a specific GREENER training module to this topic

The training material is appreciated. Given the technicality of some of the topics covered, the advice is **to use as many practical cases as possible** to reinforce the knowledge application. In line with this consideration, the AG really appreciated the Project Work methodology foreseen in the GREENER training path.

AG members also suggest “the skills that this project aims for consultants, entrepreneurs and administrative profiles of SMEs **are absolutely to be disseminated**, through multiple information channels”.

SKILLS GAP
relevance of the skills
identification process
for GPP

**TRAINING
PROGRAM**
awareness program on
the topic of GPP for
intersectoral SMEs
target

TARGET GROUP
create mixed target
training path

CONTENTS
enhance the GPP
impact on the NRR
investment strategies

IMPROVE
increasing the number
of practical examples

DISSEMINATE
GREENER skills
through multiple
information channels

3.2 Feedback on the barriers and drivers for SMEs to apply for GPP

BARRIERS

The main barrier reported by SME and Public administration representatives of the AG is **knowledge-based**.

Implementing the tools to comply with **the GPP criteria are rather complex both on design phase and participation to the tender**. Bureaucracy and administrative compliances require SMEs efforts.

GPP evaluation criteria of products and processes of SMEs are **not always exploitable also in the private market** logic. This leads to an intensification of the communication process SME should be able to handle, separately for the public and private market.

SMEs show limited interest in participating in GPP, as it is very **difficult for them to win the tender**.

It is difficult for companies to apply the logic of the circular economy, involving all actors of the supply chain. A **systematic effort is needed between private and public, and in chain logic in the private sector**.

KNOWLEDGE-BASED
how to implement GPP
criteria on tender design
and participation

GPP CRITERIA
are not always
commercially exploitable

SME's limited interests
because of the low rate of
success in GPP

**SYSTEMATIC
EFFORTS**
involving all supply chain
stakeholders

GREEN MARKET
support the growth by
raising awareness on
environmental
sustainability

ECO LABELS
to facilitate the sharing of
qualitative and
quantitative information

SIMPLIFY
Communication on how to
apply in GPP procedures

DRIVERS

Promoting the growth of a green market also by raising awareness on environmental sustainability. This involves communicating the diverse and multiple opportunities of sustainability in the economic, social, and ecological development.

Provide product and process **reliable qualitative and quantitative information** with different tools, such as eco-design, eco-labels, recyclability, etc.

Implement a **verification and control checklist for each tender**, summarising very briefly the main verification elements required in the corresponding data sheet

3.3 How to best engage SMEs (that are not participating in GPP yet) to apply for GPP?

The discussion on this topic considers more in general the Italian framework for GPP. In Italy, public administration green procurement is regulated by technical specifications and clauses contained in the Minimum Environmental Criteria (CAM) mandatory since 2016. Today, **CAM adoption is an essential prerequisite for competing in NPRR calls for tenders.**

The **compulsory of CAM in public tenders** drastically reduces the number of companies that still do not participate in GPP.

Considering that the investments financed by the NRP must contribute to achieving the objectives of the Green Deal, the DNSH criteria for evaluating market offers **reinforce the criteria of sustainable development.**

On the other hand, there is a risk for companies coming from a rigid application of CAM and DNSH criteria, which could have a disincentive effect to participate in the GPP.

**COMPULSORY
of MEC Minimum
Environmental Criteria**

**GPP ENABLES
INVESTMENTS
of NPRR participating in
GPP has to be explaining to
SMEs**

3.4 Recommendations for the training course and existing best practices and/or similar training addressed to SMEs on GPP

The main recommendation given by the AG are:

- Organize GREENER training session targeting both Companies and Public Administration. The shared discussion between demand (PA) and supply (Business) of criteria and procedures for GPP enables the development of common feasible strategies;
- Provide for blended methodologies in the delivery of training. The e-learning platform is a useful support for the organization of training interventions. Nevertheless, it is necessary to provide presence sessions to support learning;
- integrate exercises, practical examples, project work in the realization of the GREENER learning path. It is important to arrive at a concrete application of knowledge on GPP;
- promote training activities by collaborating with trade associations, Chambers of Commerce.

4. Second advisory group meeting

Organised in online way on 19th September 2022, with the participation, apart from SFC and SSSA representatives of 8 external stakeholders.

Agenda

- GREENER project recap
- The pilot test activity and project work
- Open discussion on the three questions
-

List of participants

Name and surname	Organization
Luca Natale	Regione Liguria
Chiara Pancaldi	Centiform
Francesca Cupelli	Terre Etruria;
Luca Granata	Alter Ego s.r.l.
Elisabetta Santini	CCIAA Prato e Pistoia
Giuseppe Contu	Confindustria Centro Nord Sardegna, Energy and Environment Department, Manager in Business Services
Giorgia Amante	Unindustria Lazio
Luca Marrucci	Scuola Superiore Sant'Anna
Giancarlo Zilaghe	Geoconsult s.r.l.;
Felice Paolo Arcuri	Palinsesto s.r.l.

Photo



4.1 Feedback on the pilot training methodology:

The AG was briefed on the specifics of the GREENER trial, which considered the suggestions made by the AG at the first meeting. The methodology of the pilot test has been approved.

Some improvements on training methodology might be made, regarding the following topic:

PROJECT WORKSHOP

guides participants in responding to a real GPP tender

SKILL ASSESSMENT

provide different tools for the evaluation of acquired competences

SECTORIAL GPP TRAINING

to explore the sectorial CAMs and specific quality and sustainable criteria

MICRO CREDENTIAL

Cooperation with sectoral business association and university fostering the emerging skill profile

ORIENTATION PATH

for attending the training program online

4.2 Suggestions to boost GREENER replication

AG members consider GREENER training as a track that can be easily **adapted to different sectoral and SME-specific needs**.

The training programme can be adapted and promoted in:

- upskilling courses with national and regional funding, dedicated to improving the employability of SME administrative staff;
- training and technical assistance programmes dedicated to SMEs for changing the business model towards sustainability factors;
- updated curricular programmes for profiles engaged in the Process: Administration, Finance and Management Control and related to the Areas of Activity (ADA):

ADA.24.02.07 - Implementation, care and monitoring of audit activities

ADA.24.05.06 - Design and development of the quality system

ADA.24.05.07 - Implementation of the quality system control procedures.

ADAPT

GREENER training to different sectoral GPP profile

PROMOTE

GREENER in upskilling, reskilling, curricula updating activities

FOCUS

GREENER training program for specific ADA training activities

4.3 GREENER as supportive tool for GPP participation

SIMPLICITY

make GREENER suitable for SMEs approaching GPP

MODULARITY

of GREENER training program allow to select the training path matching the real needs of Individual and Companies

EXTENSIVE BIBLIOGRAPHY

and case history could improve the GPP participation

Following the AG opinion, GREENER represents an information and training action on GPP for SMEs.

GREENER's strength lies in its **simplicity in proposing complex concepts**, which makes it particularly suitable as a pathway for SMEs to approach the topic of GPP

The **modularity of the course** makes it possible to respond to different training objectives, from those of an informative nature, to the more specialised one of technical training

The extensive bibliography provides precise references with respect to regulations, strategies and solutions for implementing GPP.



GREENER



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