



BULGARIAN PILOT TESTING REPORT

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Introduction

During the month of June and July, the pilot testing of the GREENER training course was organised by CTBG and BCO. Twenty participants gave their feedback and suggestions on the training developed under the project. The feedback was gathered through an online survey, easy and with the aim to facilitate the process of collecting feedback on the developed virtual materials. This report summarizes the main findings and conclusions.

Participants

Table 1 presents the list of participants, name of their organisations and the type of organisations involved (SME or Public authority)

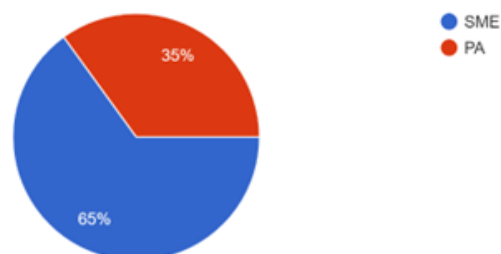
Table 1 Participants list

| Name | Company/organisation | Type of company/organisation |
|------------------------|------------------------------------|------------------------------|
| Dimitrina Goranova | Happy Tour Group | SME/ Tourism |
| Nusha Ognyanova | Botanic Lab OOD | SME/ Design and landscaping |
| Anastasiya Dicheva | Noble Graphics | SME/ Advertising |
| Elitsa Petkova | CTBG | SME/ Business network |
| Mariyana Hamanova | CTBG | SME/ Business network |
| Øyvind Laderud | Kristiansand Municipality | Public authority |
| Karsten Aust | Kristiansand Municipality | Public authority |
| Stig Marthinsen | Kristiansand Municipality | Public authority |
| Eftima Petkova | Smolyan Municipality | Public authority |
| Antonia Shalamova | Sofia Municipality | Public authority |
| Lyuboslava Nedyalkova | BCO | SME/ Business consultancy |
| Nikolina Haralambieva | BCO | SME/ Business consultancy |
| Gunn Spikkeland Hansen | Avfall Sør | SME/ Waste management |
| Neda Kirova | Postbank | SME/ Banking |
| Preslava Ivanova | Softserve Inc. | SME/ Digital consulting |
| Ivona Yovcheva | VEDA Accounting | SME/ Accounting |
| Petar Georgiev | HPE | SME/ IT |
| Aleksiya Kokolios | BICA Services | SME/ HR consultancy |
| Kremena Nedkova | Ministry of Economics and Industry | Public authority |
| Jeliaz Enev | Ministry of Economics and Industry | Public authority |

According to the requirements of GREENER project, the majority of the participants in the pilot testing are representatives of the private sector (SMEs), but it is visible that we had the possibility to invite a number of public authorities' representatives. For us it was very important to keep good ratio between the participants, in order to receive significant and representative feedback.

Are you part of a...?

20 responses



Analysing the results, 65 % of the participants that filled in the survey declare that they are representatives of SMEs (covering many different working sectors - described in Table 1) and 35 % are representing public authorities (municipalities and a higher level of public institution - Ministry of economics).

Figure 1: Type of organisation

The visual representation of the results (Figure 2) shows the variety of positions that the participants in the pilot testing occupy in the organisations. Most of them hold an Administrative position – 55%, there are also representatives of the Middle management - 25%, 10% of the participants consider themselves as Entrepreneurs, we have also one representative of the Higher management – owner and a Public officer.

Your position within your organization:

20 responses

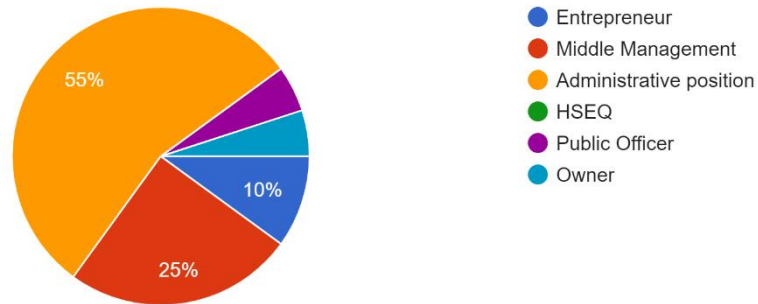


Figure 2: Position in the organisation

Project work

A project work was made in a team by two of the participants. The project work consists on 3 steps:

1. Look for a green public tender in the existing databases
2. Identify the green, circular and social criteria inside the tender
3. Improve the tender sustainability, adding sustainability criteria if you think it is worthwhile

Following slides summarize their findings:

An action plan against paper

- 1) Delivery of recycled and non-recycled copy paper to ensure the activities of issuing Bulgarian personal documents

<https://app.eop.bg/today/224160>

Green, circular and social criteria inside the tender

- Green - we recognise the green criteria in this GPP because of the use recycled paper in order to preserve more trees.
- Circular - The product is created using recycled materials and it is a part of the circular economy.
- Social criteria - Cardboard and paper recycling is both economically and environmentally beneficial since this way paper can be manufactured in big amounts with less energy and raw materials.

What can we add to this tender?

Some proposals:

- manufacturing more recycling waste bins
- deliveries made with electrical vehicles
- the paper deliveries come with Fountain Pens that you are able to refill



Experience

The percentage of people that declare their first time to be trained in PP (45%) is very close to the one that have been trained (55%). The results of the survey can be commented following 2 directions: 1st they represent the low level of awareness and trainings in Public procurement, and also a low level of participation in tenders from small companies and 2nd the people involved in Public procurement in the companies are working in specialised department, thus making the knowledge not available to the rest of the employees.

Is it the first time you are trained on public procurement
20 responses

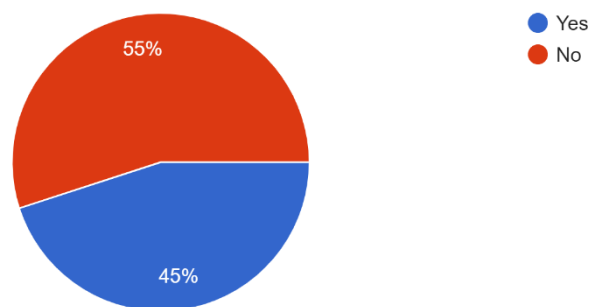


Figure 3: Is this the first training on Public procurement

Based on the results in Figure 3, the answers to the next question in the survey are predictable. 80% took their first training in Green public procurement thanks to their participation in GREENER pilot testing. We can suppose that the 20% of the participants that have been trained in Green public procurement are the representatives of the Public authorities, being the controlling and promoting authority.

Is it the first time you are trained on green public procurement?
20 responses

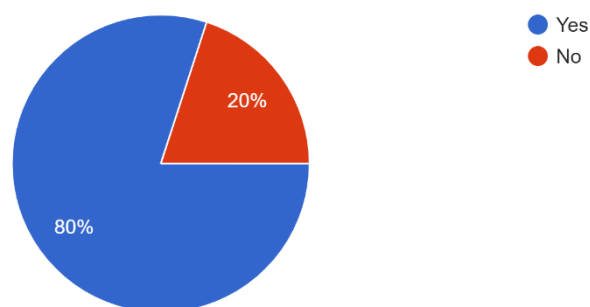


Figure 4: Is this the first training on Green public procurement

Feedback

We should highlight that not all participants in the pilot testing followed the whole training course. As GREENER is a flexible training course, that target employees of the private and public sector, participants were encouraged to follow those training modules that they considered most interesting/useful for them. Most of the participants pass the introduction module in order to get informed about the course, but there are also 15 % that directly started the teaching modules. According to the results, modules 1 (discover the basis for working with GPP) and 3 (Know the specific sustainability requirements and requests from public authorities) are the ones that generate the greatest interest among the participants, while the less followed were modules 2 (understand the key vocabulary to read a tender) and 5 (Find the necessary support to improve the chances for a successful application) (Figure 5).

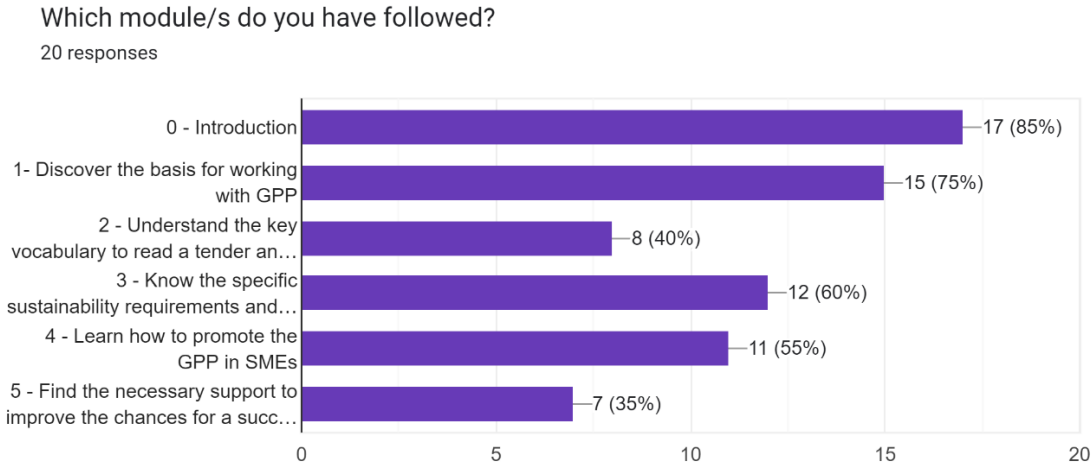


Figure 5: Modules followed by participants

Satisfaction and usefulness

Analysing the results from the following 2 questions, we should take into consideration the situation of the local ecosystem in Bulgaria in relation to the GPP. The feedback received from the participants in the pilot training regarding GREENER materials is highly positive. Having in mind the lack of training materials in Bulgaria the high rates received are predictable and absolutely understandable.

It is visible from the representation of the results in Figure 6, that the content of the five modules absolutely covers the expectations of 70% of the participants.

Does the information present in the modules met your expectations

20 responses

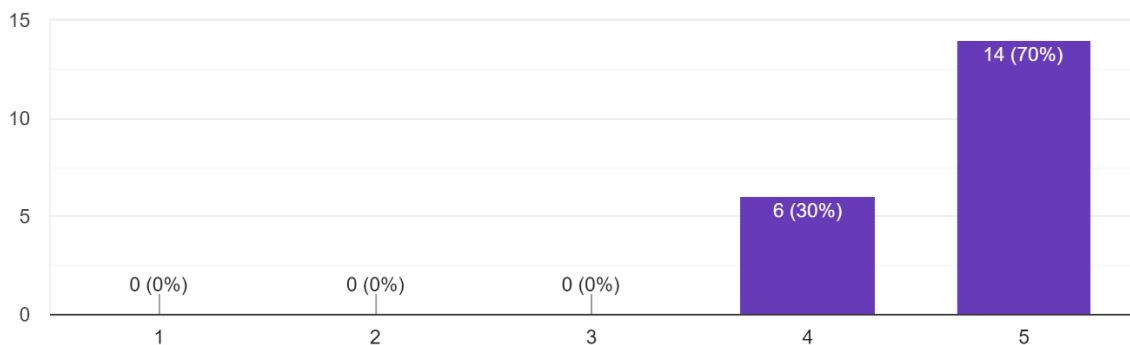


Figure 6: Participants' expectations rate from 1 (the lowest) to 5 (the highest)

The usefulness of the training course is also highly evaluated from 75 % of the participants

Do you consider the knowledge acquired useful for your future work

20 responses

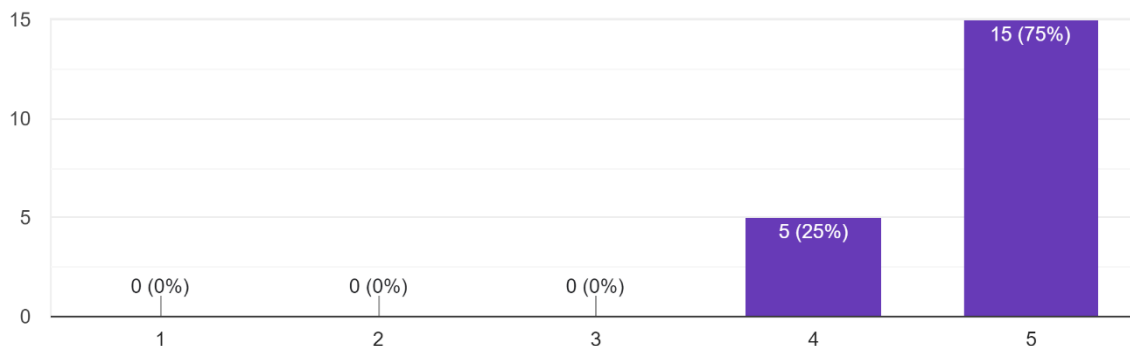


Figure 7: Usefulness of the training for participants' work from 1 (the lowest) to 5 (the highest)

Improved abilities

All participants that took Module 2 declare that they have improved their abilities in... [Discover the basis for working with GPP]. We can conclude that each module has added value to the skills and knowledges of the participants. Of course, the evaluation has a correlation with the number of the participants that took the concrete Module. We have one SME participant that declares low level of new abilities acquired, probably he/she is more aware of GPP, because at the same time the feedback is quite positive and he/she would recommend GREENER training course.

I have improved my ability in...

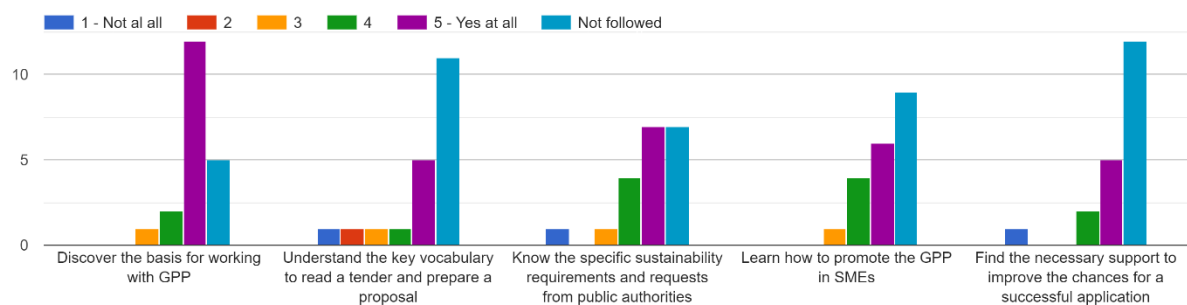


Figure 8: Abilities improved by participants

Quality of the training course

Participants were requested to give their feedback on different aspects of the developed training course (Figure 9). All evaluated aspects were highly ranked, but it should be highlighted that the easiness of the course received 4 out of 5 points, which again can be connected to the lack of awareness within SMEs regarding GPP and the difficult topic addressed, including many legal terms, new vocabulary etc. Comprehensiveness of the content and quality of references received mostly 5 points - the maximum in the scale used in the survey.

Based on your experience, evaluate the following features related to the contents

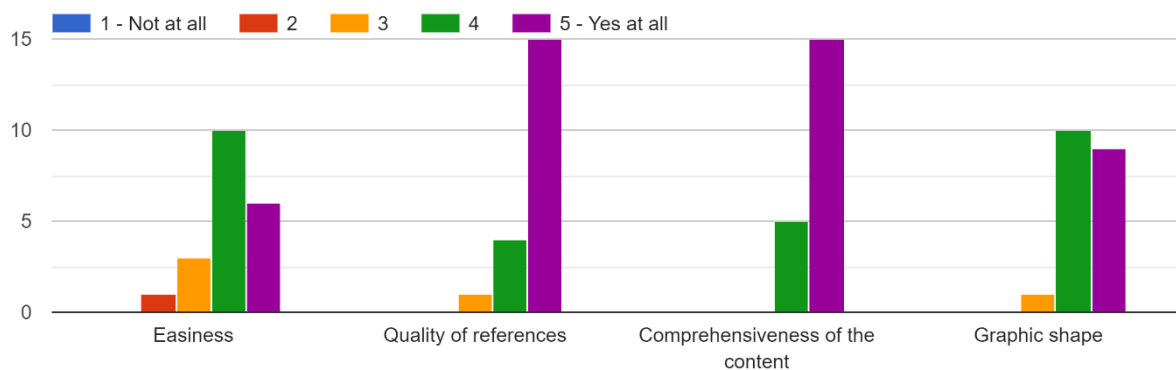


Figure 9: Participants' evaluation on the training course aspects

Suggestions of improvement

In the survey was included an open question where participants were invited to give their suggestions/comments on the training course for future improvements. Not all participants gave their answer to All received comments are listed down:

- No
- It would be easier to learn about the topic if there were some practical examples included
- The presentations were well designed and comprehensive, covering all aspects of the project
- No additional suggestions from my side, the training materials are developed in a very good quality
- A bit more practical orientation will be useful for the better involvement of the trainees
- No, everything is understandable
- To be more practically oriented
- Please try to present the information in an easier to understand way
- No suggestions, very useful for my future work
- Inclusion of more information, presenting the practical implementation of GPP
- No additional suggestions
- The theory is easy to be learned, but the practical experience is something different that very often is barrier to participate in GPP
- The module "Learn how to promote the GPP in SMEs" could be extended. Consider creating a new dedicated training on the topic
- No additional suggestions, the training materials are detailed and present the information in an understandable way!
- Please add a module, which presents best practices in implementing GPP
- No additional suggestions from my side. The last 2 modules of the training will be very useful for me in the near future.
- Try to include more concrete examples in the modules that are presenting the information in practice

We can summarise the suggestions of the participants in the pilot training:

- Participants required more practical cases in this kind of training.
- Develop a separated module with best practices in GPP
- There are few comments regarding the easiness of the content.