



ITALY PILOT REPORT

Co-funded by the
Erasmus+ Programme
of the European Union



Introduction

The GREENER pilot training experience on Green Public Procurement in Italy has been announced on SFC's website, promoted on social media, and presented more in details through an email to a list of around 80 contacts, among:

- VET Providers consortium members of SFC, representing the business schools of the Confindustria system, and further VET network. Through them, the Trainers and Professionals from the VET Education target was reached
- Local Authorities, public administrations having or without previous GPP experience
- Manufacturing Employers Association, with a special attention to involve the Environment department and experts
- Professionals from industry
- Experts in Green Public Procurement, coming from both company and public administration sides

The enrolment form recorded 20 registrations, representing 5 target groups. Subsequently to the enrollment, the participants were asked via email to test independently some modules of the GREENER course, starting by "The GREENER Modular Training Course Introduction".

This step could start people to become familiar with the basic concept, share a common minimum orientation on the topic of the GPP in order to facilitated interaction during the online training session.

On 7th of July SFC started the pilot testing of the GREENER training course, inviting the participant to the online training session.

The Italian GREENER pilot training has been recognised as valuable for promoting VET innovation and green skills, and the [European Vocational Skill Week 2022¹](#) is Official Partner of the event. The GREENER pilot training programme is therefore also enrolled [on the European Vocational Skills Week EVSW dedicated platform](#).

Participants

The participants list to the GREENER training session is reported below:

Table 1. Participants in the pilot

Vincenzo	Salvati	SKILLS CONSULTING	VET PRovider
Roberta	Pompili	Palinsesto	SME - publishing
Luca	Granata	Alterego	SME – services (event organisation)
Luca	Natale	Regione Liguria	Public Amdinistration
GRAZIA	NISTA	COMUNE DI COLLESALVETTI	Public Amdinistration
Leonardo	Mariggio	Phorma Mentis	VET PRovider
Chiara	Pancaldi	Centoform srl	VET PRovider
SILVIA	ANTONELLI	CO.ME. R. SRL UNIPERSONALE	SME – industrial machinery
MANUELA	CAPRICORNO	ECOACQUA SRL	SME – engineering for water management

¹ European Vocational Skills Week celebrates the best practices in Vocational Education and Training (VET), with events by local, regional, national organisations, and other VET partners. This year, the Week was held 16-20 May across Europe and online, focused on the theme of VET and the Green Transition in line with the European Commission's commitment to taking all the necessary steps to become carbon neutral by 2050, known as the European Green Deal, including equipping people with the appropriate skills for the transition.

VINCENZO	FERRANDES	FERRANDES	SME - agriculture
GIOVANNI	SCOLLO	BT AGROSERVIZI SRL	SME – technical assistance for agriculture
ROBERTO	PINNA	CEPI DI LATINA	SME – Education
Giorgia	Amante	Unindustria	Business Association
ANDREA	DE FILIPPIS	DE.MAR. SRL	SME – Building sector
Luigi	Pino	Itinera servizi alle imprese srl	Business service - company
ENRICO	FRANCHI	Comune di Casciana Terme Lari	Public Administration
Azzurra	Gravante	Costruzioni Generali e Servizi di Ingegneria srl	SME – Building sector

In terms of sector of origin, most of the participants come from the industrial sector (44% SMEs and 17% Business Associations). Significant is the presence of VET Providers (22.2%) with whom shared paths for the development of GREENER could be activated. Residual is the presence of referents from the public administration (Figure 1).

As far as the role of the participants is concerned, the profiles of manager and administrative referent come to 62%, while 23% have a position of project manager, followed by other positions such as civil servants and ESH expert (Figure 2).

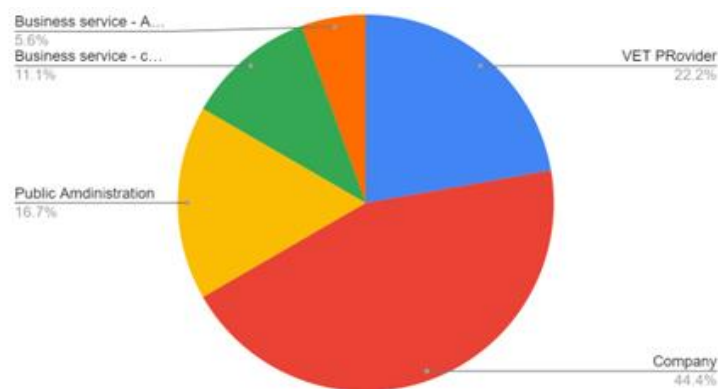


Figure 1. Sending organisation of tester

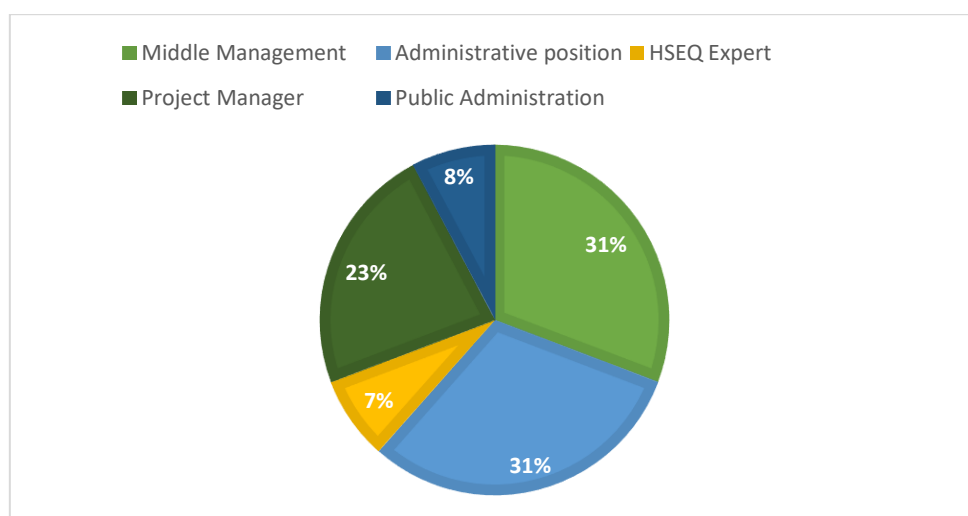


Figure 2. Professional Profile of testers

The agenda was organized as following:

Welcome speech and GREENER framework presentation

The first session introduced the reasons why an SME should have the capacity to respond to GPP, and why an administrative profile should update the skills on this topic. The global and European sustainability goals scenario was introduced.

Randomly presentation from the participants

The target group represented the different interests in participating in GPP training, highlighting how sustainability is both a stimulus for social innovation and for the economic growth.

Presentation of the GREENER training platform

The presentation of the GREENER training path directly showed the GREENER platform contents. This enabled participants to familiarise with the project's e-learning platform.

All modules structure were presented in summary form, emphasising the different elements of the training offer (slides, readings, bibliography). The learning assessment tools completed the GREENER training presentation.

[Project work](#)

Led by the lecturer, the participants had the opportunity to read and analysed a real call for tenders with environmental criteria. This experience gave attendees a better understanding of what GPP is, what skills it requires to find, apply a green tender, and how the GREENER training path can support SMEs administrative profiles in develop and support to participate in increasing the potential success of GPP tenders.

Finally, the open discussion registered the participants' interest in the GPP, the readiness of many among them to attend the online training fully, and the request to spin off further training paths for specific production and business sectors.

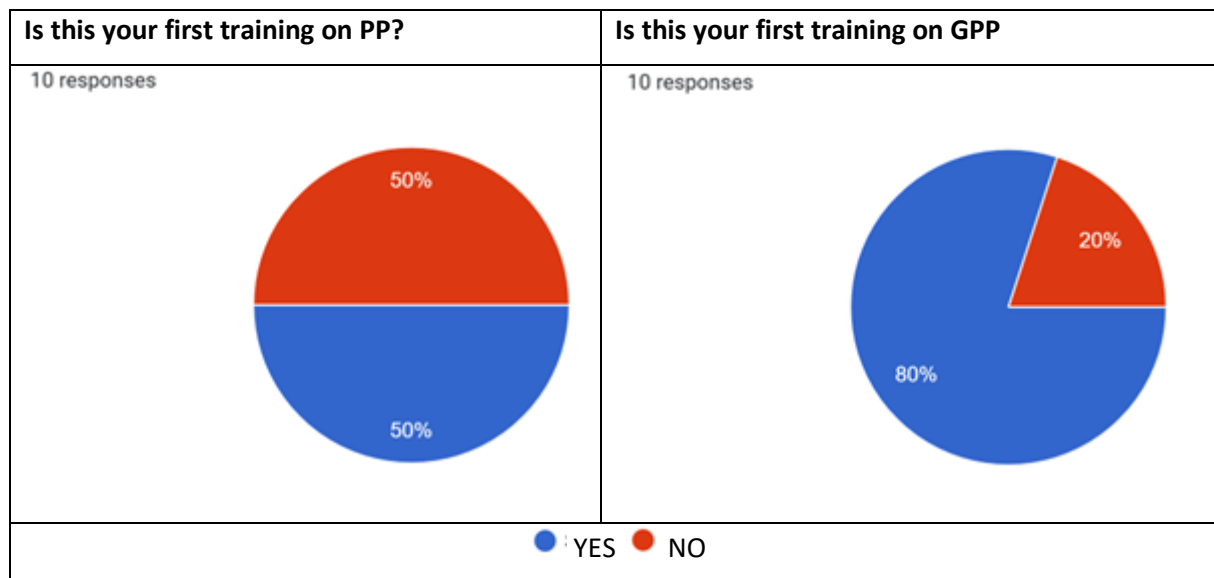
Feedback from participants: survey results

The follow-up results referred to 10 validated questionnaires.

1. how widespread is the Public Procurement / Green Public Procurement training?

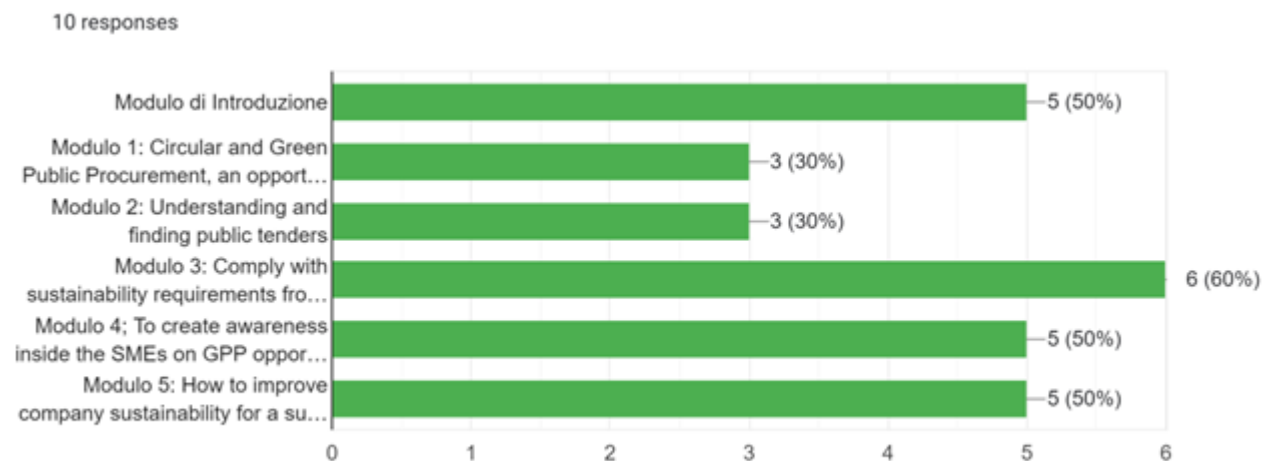
The composition of the target group is well distributed between those who are new to the Public Procurement and those who are more familiar with it.

However, when we get into the specifics of GPP, the pattern changes significantly, as only 20% of the participants have already attended specific training courses on the subject.



2. The GREENER training material trial

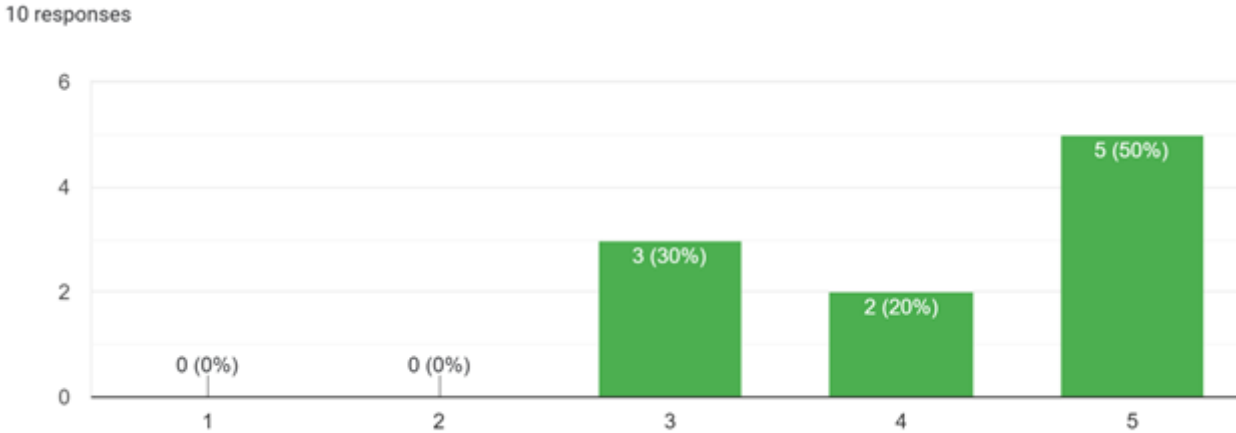
All GREENER modules made available on the project website were tested. Most of the participants (6 out of 10) attended 2 or more modules of the training course. In 3 cases, participants studied all the training modules.



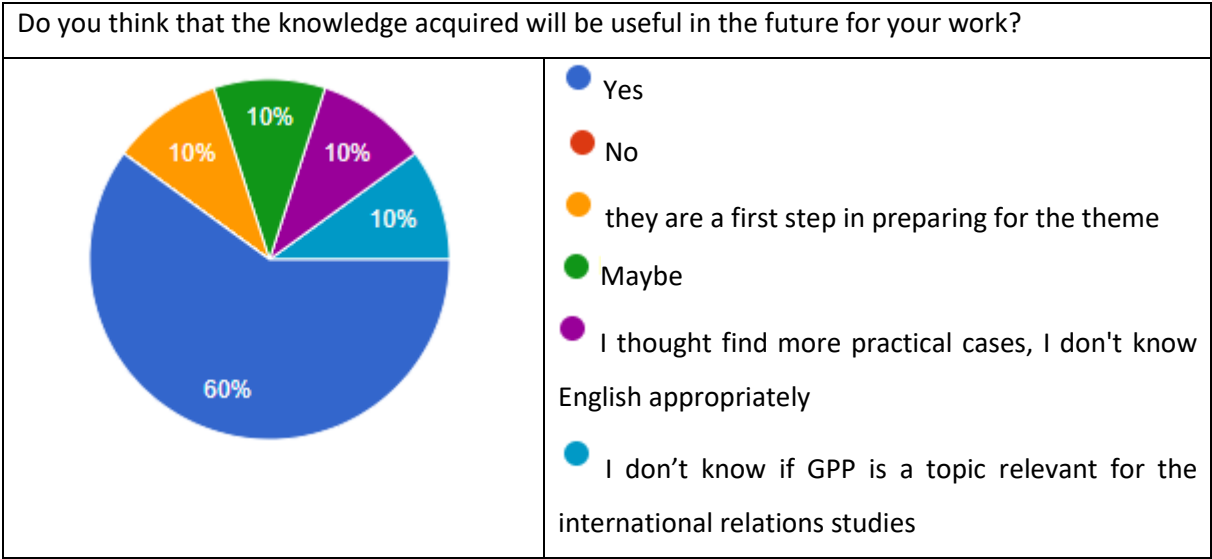
Being the very first pilot training session and given the full autonomy to manage the training course online, the result could be considered very positive.

3. The GREENER training content compared to participants' expectations

The participants' satisfaction is high. The contents developed meet the expectations of the participants with very high values (50% voted with the highest score of 5, rising to 70% among those above a medium threshold).

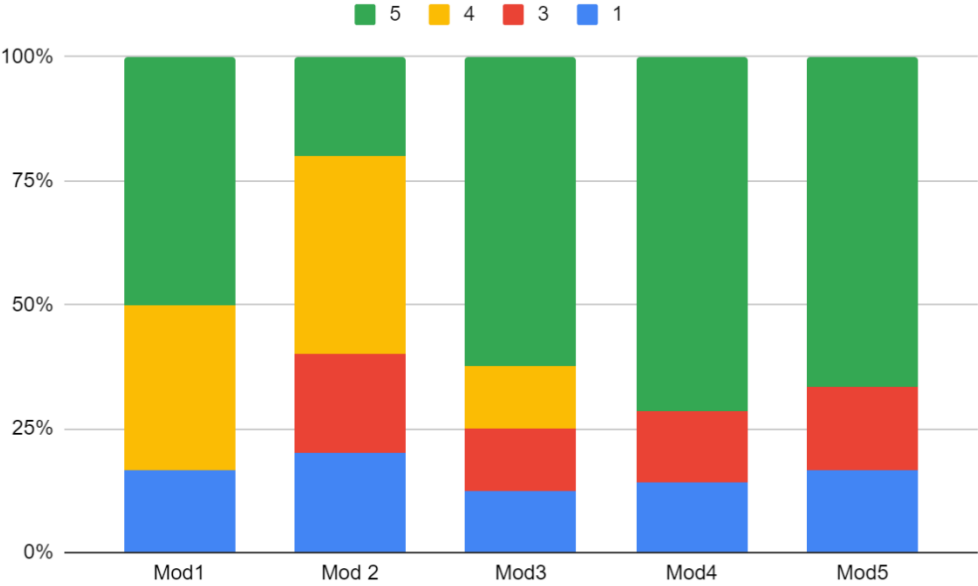


More to the point, 60% of participants believe what they studied will be useful for their work in the future. To be noted, 1 person expected to find more practical cases, preferring the practical based learning.

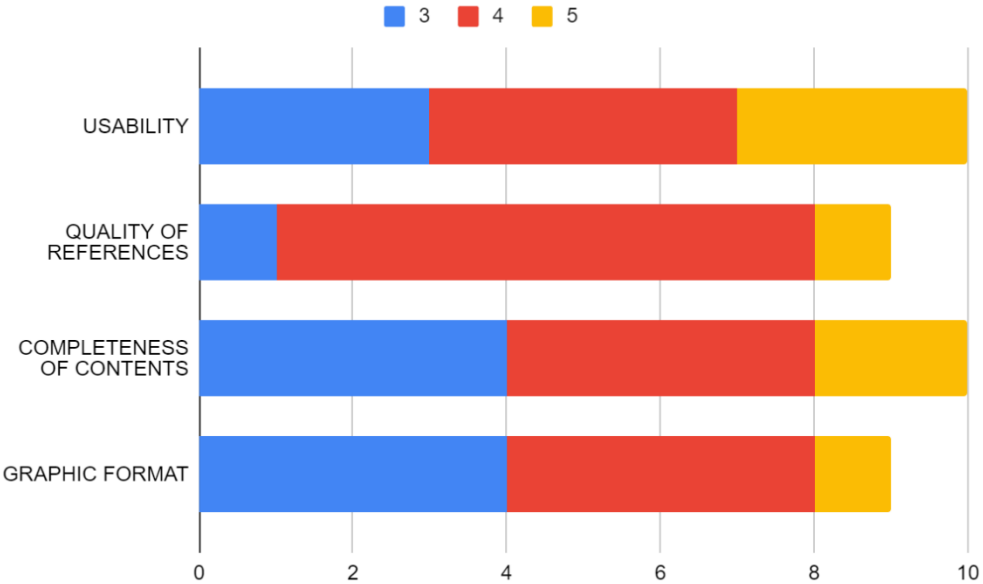


Participants are confident in the knowledge and skills they have acquired, with a peak on module 4 and 5.

At the end of the GREENER training, in your opinion you have improved your knowledge and skills on the following topics (from 1 low to 5 high level):



Subsequent the use of the GREENER training materials, we asked to rate them on a scale of 1 (not satisfactory) to 5 (very satisfactory) according to the following criteria:



The quality of references garners the greatest consensus, followed by the usability of the materials.

Suggestions to improve the GREENER training material

The final session of the questionnaire includes an open section to collect participants' input on what they would improve on from the GREENER training course.

The (7) answers collected give interesting input to start an internal discussion within the working group, in view of the definition of the toolbox, aimed at fostering the replicability and sustainability over time of GREENER.

- I think (GREENER Training course) is useful to provide an Italian version of the materials to national SMEs, and it is useful to schedule new meetings to develop concrete GPP analysis and proposals involving companies' staff
- Lecture in presence and have support to follow the GPP procedure closely
- It is necessary to translate them into Italian because the administrative contact persons of SMEs in Italy hardly know English, that is why I rated 3 the usability of the materials (in the previous question)
- The course offers many definitions and references, sometimes you get a little confused. The tests are easy to take.
- (make available) translations and practical examples
- We could develop more structured courses, with classroom training.
- When I saw the slides alone, I thought there was little material, but then I saw the page with the references, and they are fine. More material might arouse more interest

Finally, concerning the question "Would you suggest GREENER training to your colleagues? If the answer is no, why?", 8 out of 10 participants would suggest GREENER to their colleagues. Among them, 4 person leave suggestions on how to make the materials more widely available and usable:

- I would suggest and promote GREENER training to many colleagues and companies
- I would suggest module training to colleagues and acquaintances of client companies
- yes but in Italian
- Yes, we are also active on the topic of GPP for companies, opportunities for collaboration are just around the corner

Conclusion

GREENER training was appreciated for its ease of use and, at the same time, for the richness of its content. The GPP training initiative for companies represents an element of innovation, which participants are willing to promote.

Some improvements, including the translation of the training materials into Italian, would allow GREENER's impacts and spin-offs to be broadened by widening the target audience and making the course easy to disseminate.