

**GPP  
2020**

procurement  
for a low-carbon  
economy



## Consip's Approach

GPP 2020 Project: Consip tender models

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Lidia Capparelli

## Let's get started...

- About Consip S.p.A
- Print & Copy Management
- Joint Procurement of Notebooks
- Joint Leasing of Green Vehicles
- Energy Efficiency approach in the Integrated Energy Service FC



## Consip Corporate profile

- Consip S.p.A. is a public stock company set up in 1997 and owned by the Italian Ministry of Economy and Finance (MEF), its sole shareholder.
- Consip's mission is to make the use of public resources more efficient and transparent, by providing tools and skills to public administrations, in order to allow them to perform public purchases and at the same time stimulate a competitive participation of enterprises to public tenders.
- Consip obtained the ISO 9001:2008 quality certification for the “design, implementation and launching of framework contracts and e-marketplaces for the procurement of public Goods and Services, in its role as central purchasing body”.



## Consip's Main Activities

### Consip's activities involve three main areas:

- Implementation of the Program for the rationalization of public spending on goods and services through the use of ICT (Information and Communication Technology) and innovative procurement tools: framework contracts, e-marketplace for public administration, framework agreements, dynamic purchasing system, ASP tenders (Central Procurement Area).
- Support to individual administrations along the entire procurement value chain, as well as in its role as the central purchasing body, according to specific bilateral agreements (Vertical Procurement Area).
- Implementation of specific tasks assigned by law or by *ad hoc* administrative acts (Other Initiatives Area).



# Print & Copy Management



## Print and Copy Management

- Compliance with the last version of Energy Star label
- Green Printing Policy available and low emission limits for ozone, dust, noise
- Toner, paper and energy savings
- Training courses and instruction manual for end users
- Compliance with hazardous substances limits for the supply of toner and ink cartridges.
- Respect of the obligations about collection and treatment of used consumables



## Print and Copy Management – «Click and Save»

- Estimated value for Framework Agreement: 54.322.400 Euro
- The service of the Framework Agreement:
  - 1) main services: «Click and Save»
  - 2) an optional service: «Office Fleet Management»

The “C&S” provides:

- 1) installation of office equipment
- 2) support and maintenance,
- 3) supply of consumption materials (except paper),
- 4) management
- 5) monitoring, optimization and costs rationalization.



## Procurement approach – «Click & Save»

### Minimum criteria

- Office equipment installed must be in possession of the Energy Star 2.0 label
- The toner and ink cartridges must not contain azo dyes that can release aromatic amines listed in the All. XVII of Regulation (EC) No. 1907/2006. The powder toners and inks must not contain mercury, cadmium, lead, nickel and hexavalent chromium
- The office equipments must be designed for disassembly
- It is mandatory to provide an instruction manual with reference to environmental impacts. The instruction manual must be provided in electronic format
- Noise has to be:
  - For monochrome printing mode, within the limits of  $LWAd = (59 + 0.35 \times S_{bw})$  dB(A)
  - For color printing mode, within the limits of  $LWAd = (61 + 0.3 \times S_{co})$  dB(A)
- Digitization and archiving of documents allows paper documents storage and management with a consequent reduction of paper





## Procurement approach – «Click & Save»

### Award criteria

- “Click Smartcard” is a service used to manage and control the prints through the use of a user authentication system (badge).
- Online fax
- The supplier can deliver a service that provides an analysis of the organization, and in particular all the actions requested to apply a change management process, with the aim to obtain a resource and energy dematerialization
- Advanced training (management and use of installed office equipment)
- The supplier must provide charge of the old office equipment, but not exceeding n. 5 years from date of purchase
- The supplier can provide a service for the collection of the historical WEE equipment. (traceability of waste)



## Procurement approach – «Click & Save»

### Contract clauses

- Green Printing Policy
- Double-sided printing functionality
- Threshold of 3300 clicks per year instead of 10.000 prints or copies per year;
- Printing functionality of two or more pages per sheet
- Support the use of recycled paper from all installed office equipment



## Print and Copy Management «Office Fleet Management»

The “OFM” provides:

- 1) support and maintenance,
- 2) supply of consumption materials (except paper),
- 3) monitoring and reporting



## Procurement approach – «Office Fleet Management»

### Minimum criteria

- The toner and ink cartridges must not contain azo dyes that can release aromatic amines listed in the All. XVII of Regulation (EC) No. 1907/2006. The powder toners and inks must not contain mercury, cadmium, lead, nickel and hexavalent chromium

### Contract clauses

- provide a Total Cost of Ownership (TCO) report: the Supplier shall monitor all associated costs of the service including office equipment, installation, supply of consumable materials, maintenance, waste treatment and disposal.
- implementation of all activities related to the withdrawal collection and processing of consumable materials, including toner and any parts of the office equipment installed



## Assumed scenarios

To analyze the benefits of the Framework Agreement adoption, three scenarios were assumed :

### Best scenario

1

All users will be served by workgroup printers. 4/5 of workgroup printers are in B/W, the remaining 1/5 are color workgroup printers

Number of b/w «Workgroup» printers: 2840  
Number of color«Workgroup» printers: 710

Total annual electricity consumption: 395.555  
(kWh)



## Assumed scenarios

Scenario taken as a reference to calculate the benefits of the Framework Agreement adoption

2

For each 100 users, 10 users will continue to have color personal printer. The remaining users will be served by workgroup printers (1 every 10 users). 4/5 of workgroup printers are in B/W, the remaining 1/5 are color workgroup printers

Number of b/w «Workgroup» printers : 2556  
Number of color«Workgroup» printers: 639  
Number of color personal printers: 3550

Total annual electricity consumption : 608.556  
(kWh)

3

For each 100 users, 10 users will continue to have color personal printer. The remaining users will be served by workgroup (1 every 10 users) and departmental printer (multifunction) (1 every 60 users). 4/5 of workgroup printers and departmental printers are in B/W, the remaining 1/5 are color workgroup printers

Number of b/w «Workgroup» printers : 2556  
Number of color«Workgroup» printers : 639  
Number of color personal printers : 3550  
Number of color departmental printers: 106  
Number of b/w departmental printers: 426

Total annual electricity consumption : 739.753,21  
(kWh)



## Calculation method

- To calculate the energy and CO<sub>2</sub> reduction and cost savings following the adoption of the Framework contract, we compared the starting scenario with a possible scenario deriving from the adoption of the Framework Agreement. In the starting scenario every user has a personal printer (B/W) and a departmental printer (multifunction) serving 60 users
- Equipment Lifetime is 5 years
- The conversion factor 0,64127 kg/kWh (source of information: Ecoinvent database for Italy) is used to obtain CO<sub>2</sub> savings from energy savings (kWh);
- The conversion factor 7,02 €/tons (source of information: Sendeco2) is used to obtain cost savings from non CO<sub>2</sub> emission;



## Calculation method

- The conversion factor of 10 gr of CO<sub>2</sub> per paper (source of information: DG Environment EU Commission) is used to obtain emission of CO<sub>2</sub> from a production of one sheet of paper
- The conversion factor 0,20 €/kWh (source of information: European Commission DG Environment) is able to transform the use of energy in economic cost.





## Benefits in the adoption of the Print&Copy service

Energy saving, CO2 and paper emissions			Economic saving		
	CO <sub>2</sub> Emissions	Energy Consumption		Energy and CO2 emission cost (€/year)	Energy and CO2 emission cost (€/life cycle)
The existing printer fleet	4.807,3 t CO <sub>2</sub> e/year	7.496.535 kWh/year	The existing printer fleet	1.533.054,27 (€)	7.665.271 (€)
The Print & Copy (2°) scenario of printer fleet	390,249 t CO <sub>2</sub> e/year	608.556 kWh/year	The Print & Copy (2°) scenario of printer fleet	124.451 (€)	622.255 (€)
Annual savings	4.417 t CO <sub>2</sub> e/year	6.887.979 kWh/year	Savings	1.408.603 (€)	7.043.016 (€)
Total saving (life cycle)	22.085 t CO <sub>2</sub> e/life cycle	34.439.895 kWh/ life cycle	Savings for non consuming paper Stack	705.456 (€/year)	3.527.280 (€/life cycle)
	Savings from paper consumption. Each user is limited to use its maximum quantity of clicks		Cost saving for not emission CO2	4.127(€/year)	20.635 (€/life cycle)
Savings	293.940.000 (Number of paper)	3.527.280 (€)	<b>Total economic saving</b>	<b>2.118.186 (€/year)</b>	<b>10.590.931 (€/life cycle)</b>
CO2 Saved	2.939 (tons)	20.635 (€/tons)			



## Benefits in the adoption of the Print&Copy service

Strategic	Organizational
<ul style="list-style-type: none"> <li>• efficiency/flexibility in printing processes</li> <li>• renewal of the technology park</li> <li>• outsourcing and centralized management of the office equipment;</li> </ul>	<ul style="list-style-type: none"> <li>• security of print output</li> <li>• advance stamp function</li> <li>• monitoring, reporting, custom profiling, training and constant review of the SLA</li> <li>• constant assistance and support to the users and for the entire duration of the contract</li> <li>• Provision of training courses to implement policy of change management</li> </ul>
Economic	Enviromental
<ul style="list-style-type: none"> <li>• control and cost rationalization</li> <li>• optimization of the installed office devices and optimization of the use of available office functions</li> <li>• elimination of the waste management and storage management of consumed materials (Inkjet and cartridges)</li> </ul>	<ul style="list-style-type: none"> <li>• reduction of energy consumption</li> <li>• creation of printing areas that are environmentally sustainable</li> <li>• implementation of “Green Printing Policies”</li> <li>• reduction of paper and consumption materials thanks to the controls on the printed output</li> </ul>



**THANK YOU**

**Lidia Capparelli**

Consip S.p.A.

Tel: +39-329 4106360

Via Isonzo 19/E – 00198 ROMA

Email: [lidia.capparelli@consip.it](mailto:lidia.capparelli@consip.it)

