



TRANSFORM

Policy Workshop: Cities as customers for Innovation: The Role of City Procurers and Innovation Agencies

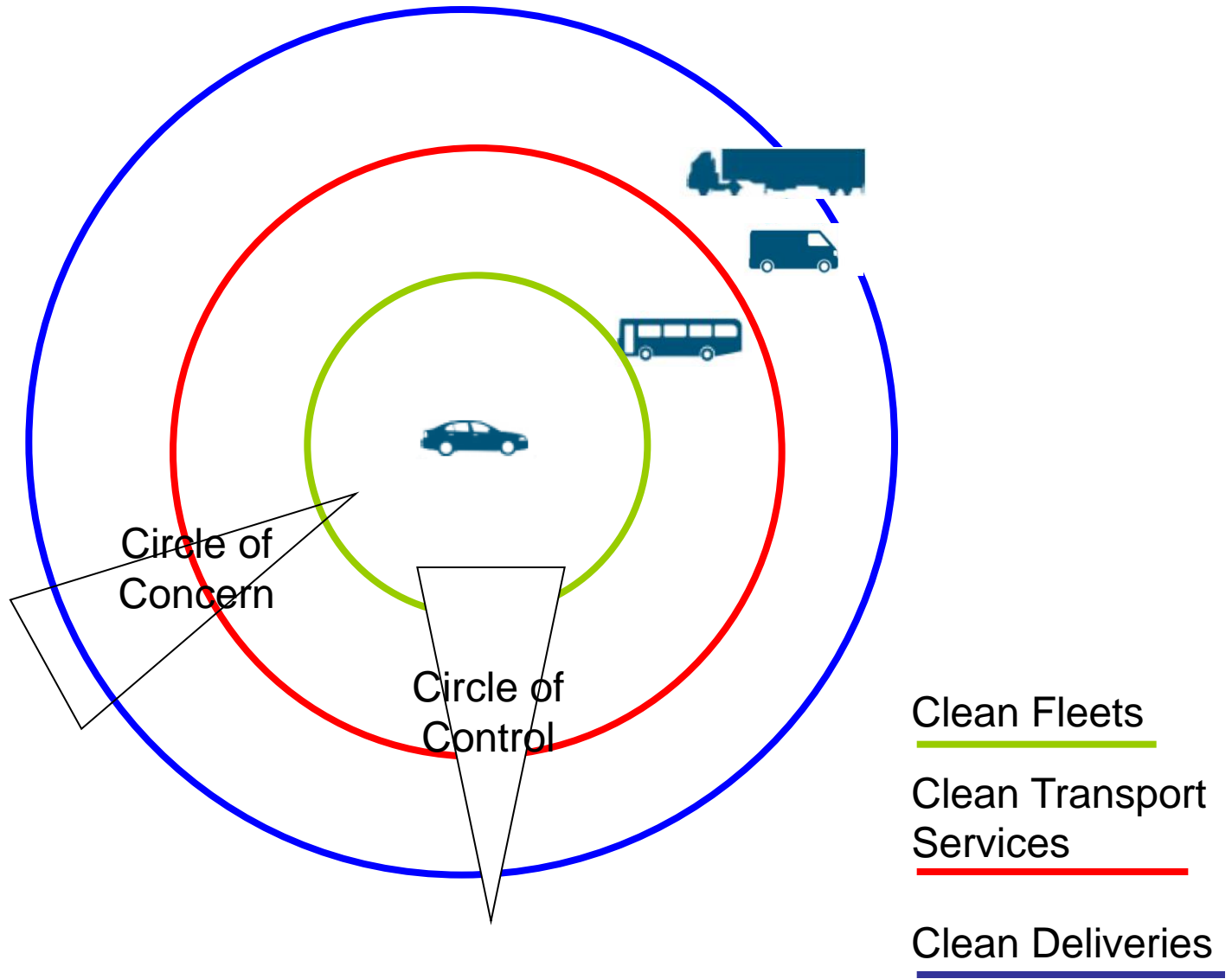
Innovation Procurement of Social Transport Services and Zero
Emission Urban Deliveries to Rotterdam City Council

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Future Cities Catapult, London - 29 September 2015

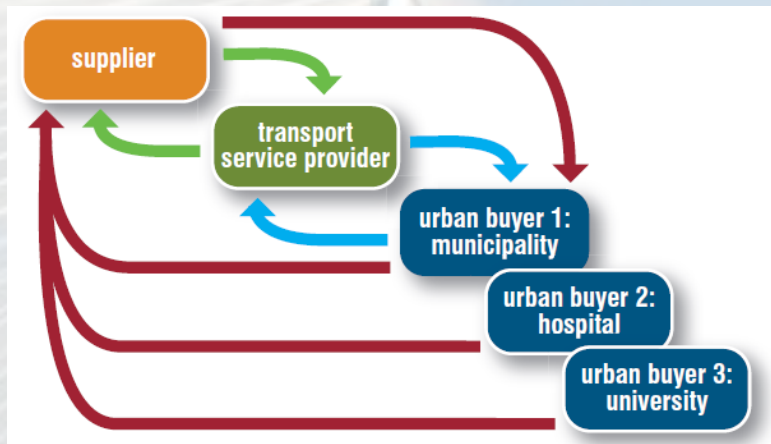
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Our approach to procurement in order to influence zero emission transportation



How did we approach zero emission deliveries to city authorities?

- Green Deal 010 Zero Emission city logistics



Key points

- Reluctancy of procurement professionals to include zero emission criteria in tenders. Risks perceived are limited or no submissions, increase in prices and a lack of enforcement leading to tender failures.
- Entering in a dialogue with suppliers and their transport and logistics service providers, about the way forward to zero emission urban delivery. Both adaptation of existing contracts and award criteria for new contracts are the subject of this dialogue.
- Buyers assessing which changes in purchasing behaviour and delivery schemes are required and feasible in our own organisations that facilitate our suppliers to offer zero emission delivery.
- Striving towards (green) deals with the most ambitious buyers, suppliers and transport service providers



Lessons learnt

- Moving the supply chain towards ZE delivery of goods and services requires forward commitment
- This must be a commitment of all shackles in the supply chain, but public procurers can catalyze it
- “If cities clearly state their intention to ban non-ZE delivery from the centre, my company starts replacing vehicles tomorrow”
(moving company director, participating in a workshop on ZE-incentives for the supply chain, 17/9/2015 in Rotterdam)
- Creating volume and economy of scale requires joint action:
 - Locally (within and between public buyers)
 - Regionally (between Cities)
 - European (between countries)
- Rotterdam is prepared to take lead in project follow up (together with POLIS)

Thank you

