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The power of public food procurement - in the City of Copenhagen.

Together we can make the world's most sustainable public procurement



Why procurement?

- **Procurement** is the act of acquiring, buying goods, services or works from an external source, often via a tendering or bid process. It is favourable that the goods, services or works are appropriate and that they are procured at the best possible cost to meet the needs of the acquirer in terms of quality and quantity, time, and location. Corporations and public bodies often define processes intended to promote fair and open competition for their business while minimizing exposure to fraud and collusion.
- Public procurement generally is an important sector of the economy. In Europe, public procurement accounts for 16.3% of the Community GDP

The role of the procurement lawyer

- The procurement officers are one of the keys to making sustainable tenders. They have a unique opportunity to create these much needed changes. Being a procurement lawyer is not just an ordinary office job, as a procurement lawyer and public purchaser, you are a **very important key in bringing the political goal to life.**
- The small changes that you can write into the tender documents may be the decisive factor that contributes to the **food chain starting to move in a more sustainable direction** which then can create noticeable changes in primary production also in distant countries. In Food Trails one of our tasks is to describe why it is very important that the procurement policy of the city allows the procurement officer to include GPP criteria and not just price in the evaluation on the tenders.



The road to 90% organic

- **Copenhagen Eco-Metropolis 2001** vision stated in 90% organic target, and was implementet with 3 subtargets: 60% by 2006, 75% by 2011 & 90% by 2015
- **Cost of conversion:** approx. 1 mill. EURO per year for training and other cost to the conversion agents.
- **Training for kitchenstaff:** cook from scratch, less waste, less meat – more greens, use seasonal products = organic food with no added cost
- **Rotation programmes for unemployed.** Receive training and replace kitchen staff during courses = employment rate of 83 %
- **Organic principles** integrated in public kitchens.
- Organic consumption is increasingly being measured by **government certification**
- **Change in procurement,** market development, products in season, diversity, sensory evaluation,

Food procurement in the municipality of Copenhagen

- 90% organic in 2015
- Approx. 80,000 daily meals
- Approx. 40,000 diners daily
- 900,000,000 kg annually.
- 700-800 tons per month.
- 1100 kitchens in 925 locations
- Approx. 1700 employees in the kitchens
- Approx. 38,000,000 EUR in annual food consumption
- 10 % of all municipal procurement in Denmark



State controlled seal of quality



Innovation in the meat market in Denmark

- The Municipality of Copenhagen has a this a target of 90% organic food to be served in public meals. We need organic Halal meat to meet the political goal.
- To force the hand of the market, Copenhagen committed to awarding extra points to providers who could offer Organic Halal meat. The market was notified of this development.



Dialogue with the kitchen and the market – prior to tender



- Prior to writing the tender, it is important to ask the kitchen about their needs.
- That is followed by having a market dialogue – what can the market deliver, and how?
- Keeping in close contact with the kitchens during the process of writing the tender.
- Inviting the market to another market dialogue. After this meeting the market can ask written questions, which are published (anonymous) with an answer to all participants.

Dialogue with the market - **after** the tender is published

- 10 days after the tender is published, another market dialogue takes place. Here the procurement officer talks about the tender, why did it turn out this way, what are the thoughts behind it, and why some of the comments from the last market dialogue has been implemented, and some have not. This is an informational meeting only, questions can be asked, but everything is recorded and published (for now in writing) afterwards.
- The meeting is in Copenhagen called **Market monologue**.



Brining the policy into life

The procurement specialist

Rules and regulations

Municipality knowledge - politics of food

+

Conversion agents

Organic and sustainable conversion

High quality in public meals

+

Market dialogue

Market knowledge - sustainable goals in production

+

Kitchen dialogue

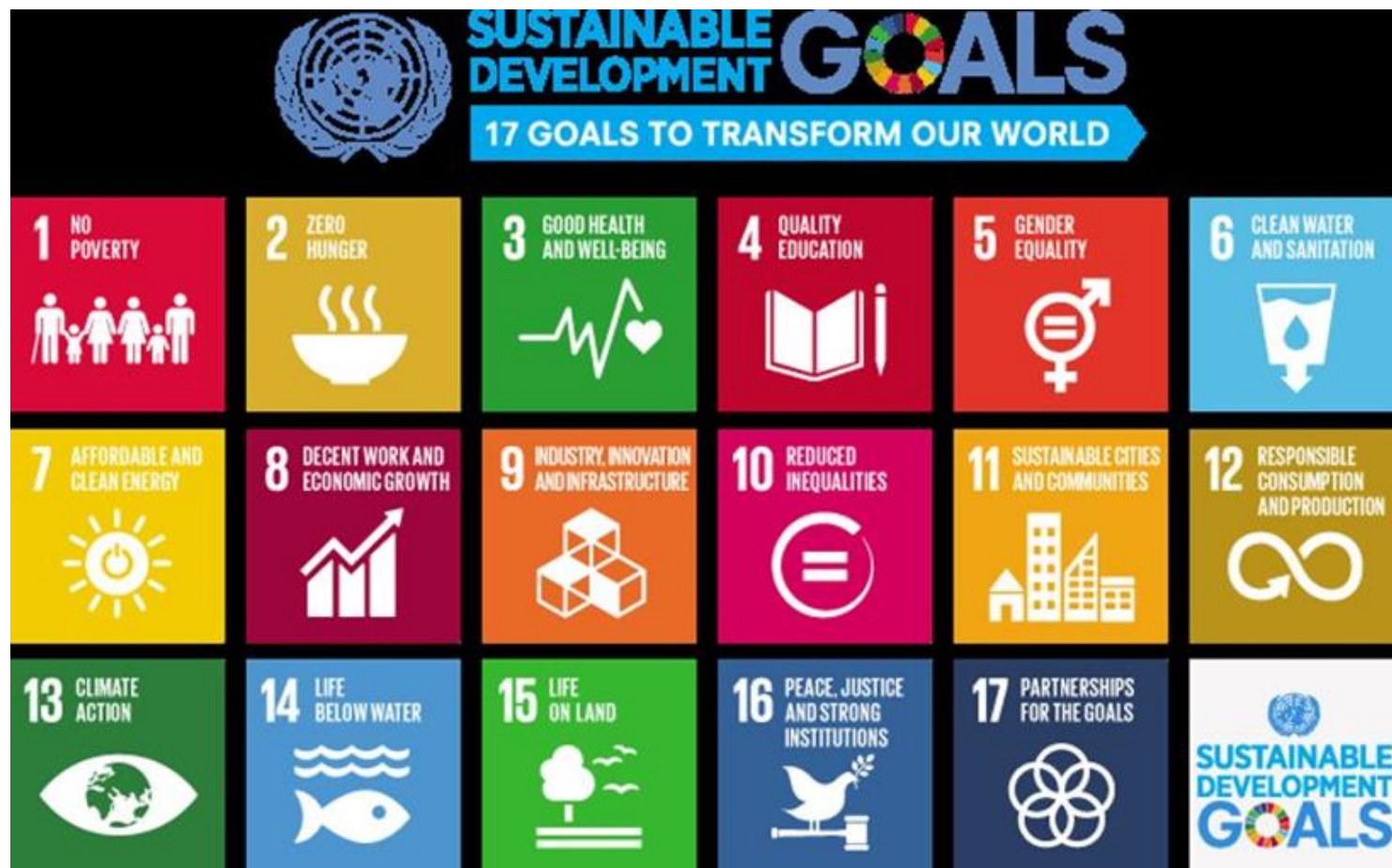
Kitchen needs - what works and what need to be changed

Opportunity to do it differently - seeing new potentials.



High political ambition with CPH Food strategy and the SDG's

- 90%organic
- Prevent food waste
- Seasonality and diversity
- Climate-friendly food / climate weight
- Packaging
- Green vehicles
- No flight policy
- Sustainable soy and - palmoil
- Fairly traded - certified goods
- Procurement as a tool for teaching and reaching goals beyond buying food
- SDG, why is it important as a contract tool?



Diversity and seasonality in fruit and vegetables – the applecase

- Using seasonal diversity as a criteria in the tender, by giving more points to the bidder who offered the greatest variety.
- Supplying with an "all round" version for all year were it is necessary (i.e. apples, potatoes...)
- This makes sure that we can bring the seasons into the public meals, elderly not going out any more can still feel season.
- We were offered 86 different apples in the tenders, and the winner offer had 38 different apples in season.
- This is used by the kitchen staff to teach the children about taste, the different use and why diversity is im



New official dietary guidelines

The Official Dietary Guidelines - good for health and climate are:

- Eat plant-rich, varied and not too much
- Eat more vegetables and fruit
- Eat less meat – choose legumes and fish
- Eat wholegrain foods
- Choose vegetable oils and low-fat dairy products
- Eat less sweet, salty and fatty food
- Thirsty? Drink water

- [Official Dietary Guidelines \(altomkost.dk\)](http://altomkost.dk)

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Spis planterigt, varieret og ikke for meget

Spis flere grøntsager og frugter



Spis mad med fuldkorn



Spis mindre kød – vælg bælgfrugter og fisk



Sluk tørsten i vand



Vælg planteolier og magre mejeriprodukter



Spis mindre af det søde, salte og fede



Protein transition supported by Climate weight

- Climate weighting reflects recommendations from DTU that have emerged in the collaboration on the implementation of the principles in the Copenhagen strategy for food and meals on nutritious and climate-friendly meals. It is a way to put a focus on the food that we want to put a focus on in the future when cooking more climate friendly food.
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- Evaluation calculation:
(Climate weight x Tonnage x Price per kilogram)
- Then the next key question comes along – what does a public meal cost right now, and what will it cost after the protein transition – we are working on the calculation method within the **Food Trail project**.



Best value

You often get what you pay for.

- 40% on price
- 60% on:
 - Testing the quality
 - an expert team
 - measurable
 - Sustainability criteria



Sensory evaluation

- Technical specifications can lead to standardization – suitable for buying food?
- Developing technical specifications and quality demands is a specialized task, and a timeconsuming one – most municipalities have neither
- How do we specify diversity and seasonality?
- Food quality is hard to specify – sensory evaluation is necessary. Lowest price – for the product of the right quality!
- A representative selection of products – not known by the bidders
- Blind tasting
- Skilled professionals/kitchen staff
- Judged according to criteria
- 25 – 30 % award criteria, minimum



Contract management

- Customer meeting the supplier.
- Handbook to the kitchen staff written together with the supplier
- Are you getting what you want?
- Statistic from the big supplier to ensure the contract clauses are followed



Fish in season from SME

- Asking for a box of unspecified fresh fish in season delivered every week to the kindergartens.
- Two Cook books (elderly and children)
- Calender with seasons and what to use instead of fish that are not in season



Potato tender - CÒACH

- SME and farmer
- Movie from a farmer
- Visit to the farm
- Potato home to grow
- Teaching material
 - How to become a farmer
 - How does a potato become into 10



The National Procurement Officer Network and The Inspiration Catalogue



- **The National Procurement Officer Network** is hosted by the Danish Ministry of Environment and chaired by the Municipality of Copenhagen. We share knowledge, encourage and inspire each other.
- The "Inspiration catalogue of the future - How together we can make the world's most sustainable public food procurement" published by the WHO. The intention is that **the catalog will go in depth with different topics**, and provide inspiration for how they can be incorporated into tenders in different ways. The facilitator continues to gather inspiration and add new topics so that the material is continuously updated with **"State of the art - for the moment"**.

The teaching material



- A description of the stages it may be useful to go through in the **preparation of the tender**.
 - The analysis of the **policy objectives** to which one is subject – both locally, nationally, and internationally.
 - **Statistic** of what usually is bought and what demands is important at the end user.
 - What can the market deliver and how far are they in their transition to becoming more sustainable?
 - Preparation of **draft tender documents**
 - How to conduct a legal **market dialogue** meeting
 - A description of the **documents which are most often included** in a call for tenders and the characteristics of the various documents.
 - Knowledge about **Sustainability criteria** are describes
 - Most importantly **methodes that have been used in procurement** on how to incorporate the sustainable criteria are described.
- <https://apps.who.int/iris/handle/10665/363337>

Best ReMaP

**EU food procurement
officer group**





**New food strategy –
new contract**

- Health promotion
- Co2 reduction
- Waste management
- Climate weight

**Find articles about
food procurement
in Copenhagen, The
Apple case and the
Food strategy at my
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