

SHORT SUMMARY

Organisation: Dutch Ministry of the Interior and Kingdom Relations

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Product & sector: IT hardware | **Country:** The Netherlands



Central Government circular IT tender



Central Government would like to start a continuous dialogue, independent from the tenders.

How do we challenge the market to offer circular IT solutions for 150,000 to 200,000 workstations? The Category IT Central Government Work Environment discussed this with internal organisations and the market.

Project description

The procurement of IT workstation equipment for Central Government runs via Category IT Central Government Work Environment (IWR), part of the Dutch Ministry of the Interior and Kingdom Relations (BZK) and subsumed within The Hague Purchasing Collective (UBR|HIS). The Category IWR works with long-term framework contracts. Various new framework contracts are currently being tendered. Part of this includes the delivery of IT hardware for 150,000 to 200,000 workspaces: printers, multifunctionals, fixed workplace equipment, laptops, mobile workstation equipment (including smartphones and tablets), screens, TVs and accessories.

Approach

BZK's ambition is to have all components within the Category IWR organised according to circular principles within five to ten years. In preparing for this tender, BZK investigated the extent to which the market could be challenged to devise circular economy solutions. Central Government determined the focus points for all categories. This hampers the process, as six other themes are as important as circular procurement, including social return. In the framework of sustainable procurement, IT project leaders established a corporate social responsibility (CSR) expert group. This expert groups sees many circular economy opportunities within Central Government and the ongoing tender programme.



FACTS & FIGURES

- > **Number of FTEs:** 120,000
- > **Tender volume:** € 700 million to € 1 billion over the entire term of the contracts
- > **Tender scope:** fixed workstations, mobile workstations, accessories, printing equipment, mobile communication services, fixed telephony, inbound telephony and SMS gateway
- > **Contract forms:** framework agreements

Results

The tender programme is in full flow. There has been intensive work on the tender documents since early 2016, of which a large part has now been published. It appeared that, to really anchor circularity within the organisation, various process need to change within Central Government. Circular processes will be designed in further detail separately. The key issue is that the market cannot yet entirely match BZK's circular ambitions.

“Central Government would like to tackle the circular economy challenges together with the market.”

Maurice Boiloie, deputy IT Category manager
Central Government Work Environment

BZK would like to start a continuous dialogue with the market, independent from the tenders. This will enable parties to explore the options and build mutual understanding. BZK also started discussions with departments including the Ministry of Finance's State Property

Service in order to achieve an integrated approach ([see Reuse of Central Government IT equipment factsheet](#)).

Lessons learned

- Circular procurement is all about willpower, effort and capacity and not about new technologies.
- It is useful to structure one or two market consultations per year and not to wait until there is a tender, so that the market possibilities become clear sooner.
- Ask yourself: do I want a delivery contract or a service agreement? You can probably achieve circular economy successes more easily with the latter.
- Central Government is still a small player at the global level. This makes it difficult to impose new policy on IT suppliers.
- Refurbishing IT hardware is a sensitive subject for administrators. They think this will endanger continuity. Users, on the other hand, are less concerned if they are given used equipment.

About REBus and the Green Deal on Circular Procurement

The Green Deal on Circular Procurement (GDCP) is an initiative of MVO Nederland (CSR Netherlands), NEVI, Central government, Duurzame Leverancier, PIANOo, Kirkman Company and Circle Economy. Various pilots originating from GDCP are partly financed by the European REBus project, implemented in the Netherlands by Rijkswaterstaat (Directorate-General for Public Works and Water Management). They are working together to support businesses and government organisations in their circular procurement ambitions.

Contact information

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Relevant links & documents: [Factsheet reuse of Central Government IT equipment](#)

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