



# Purchase of light vehicles, duty vehicles and minibuses

Roannais agglomération

CO<sub>2</sub> savings through the purchase of clean fleets



Standard product / old tender = benchmark

- standard vehicles
- no emissions, no consumption criteria have been used

New tender

- Euro VI criteria
- Low emissions
- Low consumption

Results

- 1.4 toe energy savings (/year)
- 3.5 t CO<sub>2</sub> savings (/year)

## Introduction to case

### 1.1 PITCH-TALK

The department of procurement in Roannais Agglomeration (urban community of 40 municipalities) decided to purchase (previously leased) a part of its car fleet by purchasing 10 cleaner vehicles, in this way polluting less.

### 1.2 CASE CONTENT AND CASE ISSUE

As part of its environmental policy, Roannais Agglomeration decided to renew a part of its car fleet by purchasing vehicles with low consumption and low pollution levels. To this aim, a procurement has been launched for 10 vehicles which were selected not only for their price but also for their environmental and energy performance.

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### 1.3 SOLUTIONS APPLIED

This is a supply contract to renew Roannais Agglomeration's car fleet.

## Contract tendered

- a) Tender for 10 vehicles purchased by Roannais Agglomeration
- b) Value of the contract : 135 540 €(excluding VAT)
- c) Type of procedure : open
- d) Type of contract : supply, 48 month contract
- e) Nature of contract : direct
  - o Divisions in 2 lots : Lot 1 10 diesel and gasoline cars
  - o Lot 2 one diesel minibus
- f) Total cost:
  - o Lot 1 - 10 diesel and gasoline cars : 114 840 €(excluding VAT)
  - o Lot 2 - 1 diesel minibus: 20 720 €(excluding VAT)

## Procurement objectives

This GPP are directly and strongly linked to the SEAP of Roannais Agglomeration

## Procurement approach

The tender followed the open procedure, and was in this case divided into two lots as follows :

Lot 1: 10 diesel or gasoline light and duty vehicles	
<p><b>Technical specifications</b></p> <ul style="list-style-type: none"> <li>- Emissions standard: EURO 6 (EURO 5 allowed for used vehicles)</li> <li>- CO<sub>2</sub> emissions (g/km) class for cars : A (lowest) Light vehicles &lt; 99 gCO<sub>2</sub>/km</li> <li>- CO<sub>2</sub> emissions (g/km) class for vans : C Duty vehicles &lt; 120 gCO<sub>2</sub>/km</li> <li>- Fuel consumption (l/100km) : low</li> <li>- Customer service : 24 h max except Sundays</li> <li>- Deconstruction process</li> <li>- Quality of tyres</li> </ul>	<p><b>Award criteria</b> (Environmental included in technical: 40/100) <sup>1</sup></p> <ul style="list-style-type: none"> <li>- Price : 60 %</li> <li>- Technical : 40 %, of which</li> <li>- Delivery time</li> <li>- Guarantee time</li> <li>- Customer service</li> <li>- CO<sub>2</sub> emissions</li> <li>- Fuel consumption</li> <li>- Share of recycled material</li> <li>- Dismantling process</li> </ul>

Lot 2: 1 diesel minibus	
<p><b>Technical specifications</b></p> <ul style="list-style-type: none"> <li>- Emissions standard: EURO 6 (EURO 5 allowed for used vehicles)</li> <li>- CO<sub>2</sub> emissions (g/km) class : E</li> <li>- Customer service : 24 h max except Sundays</li> <li>- Recycled material in the vehicle</li> <li>- Deconstruction process</li> <li>- Quality of tyres</li> </ul>	<p><b>Award criteria</b> (Environmental included in technical: 40/100) <sup>2</sup></p> <ul style="list-style-type: none"> <li>- Price : 60 %</li> <li>- Technical : 40 %, of which</li> <li>- Delivery time</li> <li>- Guarantee time</li> <li>- Customer service</li> <li>- CO<sub>2</sub> emissions</li> <li>- Fuel consumption</li> <li>- Share of recycled material</li> <li>- Dismantling process</li> </ul>

### Contract clauses

- Air pollutants (Euro 6)
- CO<sub>2</sub> limits
- Fuel consumption
- Share of recycled or renewable material in the vehicle

<sup>1</sup> The weight of environmental award criteria in relation to other criterias.

<sup>2</sup> The weight of environmental award criteria in relation to other criterias.

- Tyres specifications
- Stop and start system
- Gear shift indicator
- Process of dismantling

**Award criteria :**

- Price (60 %)
- Technical performance (40 %)

## Criteria development

The environmental criteria were developed by using the EU GPP toolkit; the technical specifications coming from the European Directive (Clean vehicle directive), several publications coming from ICLEI and Clean fleets, previous experiences from our regional and national networks on GPP. A first draft was submitted and then discussed step by step with Roannais Agglomeration.



## Results

This procurement is achieved.

	t CO2e/year	Energy consumption toe/year
<b>Low Carbon Solution</b>	<b>10.00</b>	<b>4</b>
<b>Last Tender/or „worst case“</b>	<b>13.45</b>	<b>5.38</b>
<b>Total savings</b>	<b>3.45</b>	<b>1.38</b>

- *Calculation basis*
  - CO<sub>2</sub> emissions from 90 to 160 g/km (depending of the type of vehicle).
  - Last tender + 24.5 %
  - From 5 000 to 10 000 km/year
  - National ratio of CO<sub>2</sub> emissions (benzine and gasoline)
- *It was also interesting to notice that there wasn't any difference in costs between this last offer and the previous one.*

## Lessons learned

- g) *Lessons learned:* the operators and procurement departments were missing information about GPP but were very interested in the proposal
- h) *Do's and don'ts :* It is easier to work with both people in charge of procurement and sustainable development

- i) *Assess the replicability of the approach – success factors for replication; is this case relevant for others? Who is it relevant for?* The technical specifications and the methodology used to build them are also highly replicable for all people in charge of vehicle procurement.

## Contacts

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## About PRIMES



Across six countries in Europe; Denmark, Sweden, Latvia, Croatia, France and Italy, PRIMES project seeks to help municipalities overcome barriers in GPP processes, many of which lack capacity and knowledge.

PRIMES aims to develop basic skills and provide hands-on support for public purchasing organisations in order to overcome barriers and implement Green Public Purchasing. This will consequently result in energy savings and CO<sub>2</sub> reductions. – [www.primes-eu.net](http://www.primes-eu.net)

## About GPP 2020



GPP 2020 aims to mainstream low-carbon procurement across Europe in support of the EU's goals to achieve a 20% reduction in greenhouse gas emissions, a 20% increase in the share of renewable energy and a 20% increase in energy efficiency by 2020.

To this end, GPP 2020 will implement more than 100 low-carbon tenders, which will directly result in substantial CO<sub>2</sub> savings. Moreover, GPP 2020 is running a capacity building programme that includes trainings and exchange. – [www.gpp2020.eu](http://www.gpp2020.eu)



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