



# Circular Procurement

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**Output is the result of input**



**Waste is the result of procurement**



Circular  
procurement

Waste  
contracts

Waste

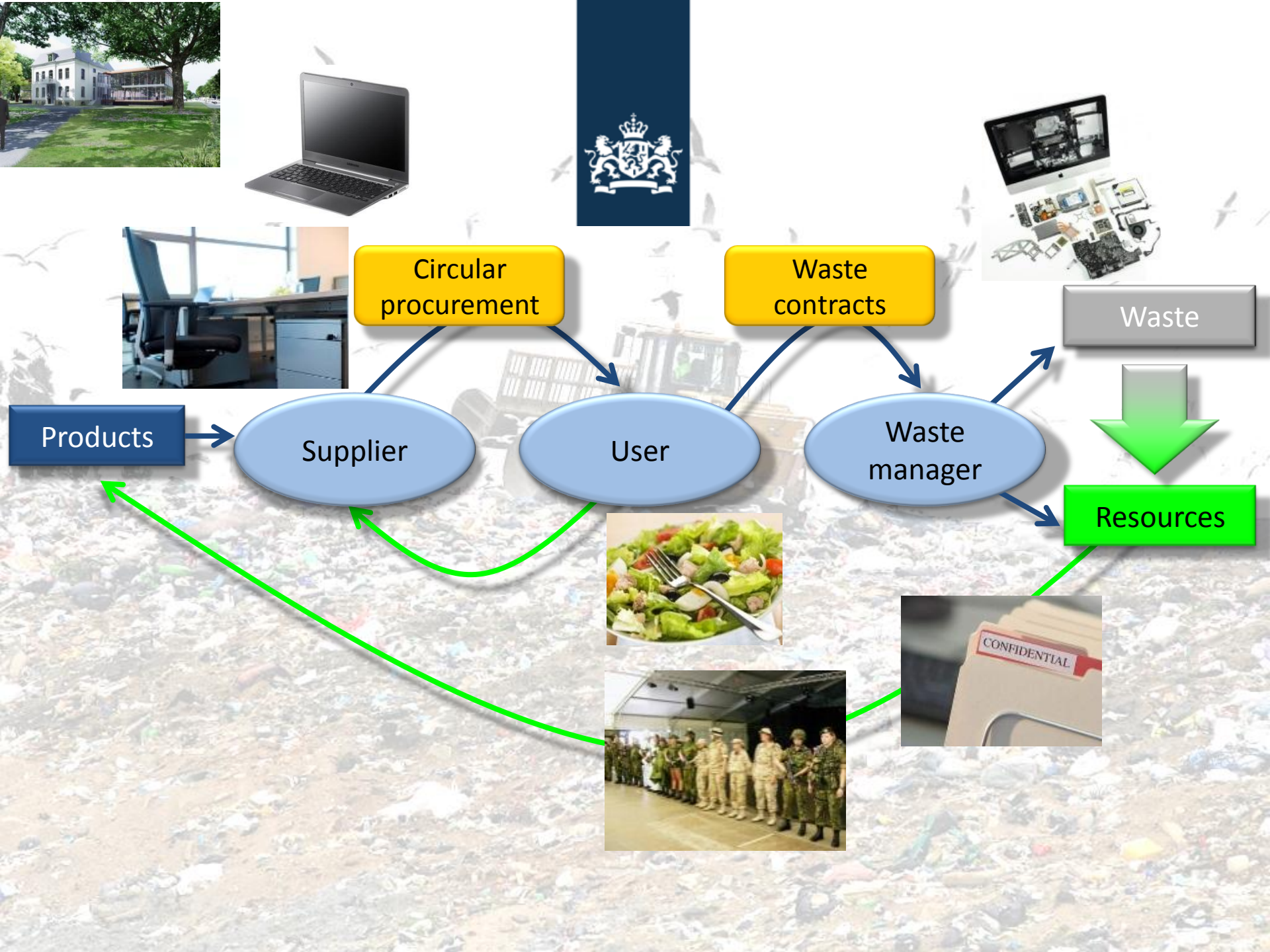
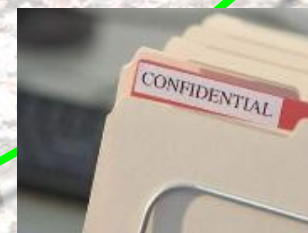
Products

Supplier

User

Waste  
manager

Resources







Rijkswaterstaat  
Ministry of Infrastructure and the  
Environment



I.C.L.E.I  
Local  
Governments  
for Sustainability



**Green Deal**



Global Action for Sustainable  
Consumption and Production

# Why circular procurement?

Procurement is essential part loop

Demand can change production (15-20% of GDP)

Governments (& business) can focus demand

Money: **Costs** become **revenues**

Confidential paper

- € 750.000 → + € 750.000

Discarded IT (cost per PC)

- € 35 → € 12,50 → €0 → + € 30



# Circular procurement

*A product is not circular  
until you make it circular*

- Arrange control on reuse after our usage

*Thomas Rau, architect*





Green Deal



# Circular Procurement





A photograph of a modern office interior. In the foreground, a blue ergonomic office chair is positioned next to a wooden desk. On the desk, there is a laptop, a water bottle, and some papers. In the background, another desk with a computer monitor is visible. A large window in the background lets in bright light. A semi-transparent green banner is overlaid across the middle of the image, containing the word "Furniture" in white text.

# Furniture



# Company clothing



# BUILDING CIRCULAR



ROOF  
STRUCTURE

SAFE  
LIGHT  
TRANSPORT



# Lessons

Critria are about product/technology; CP about process  
business models, collaboration&people

Starting at the end: waste management

Pilot is easy, scaling is another story

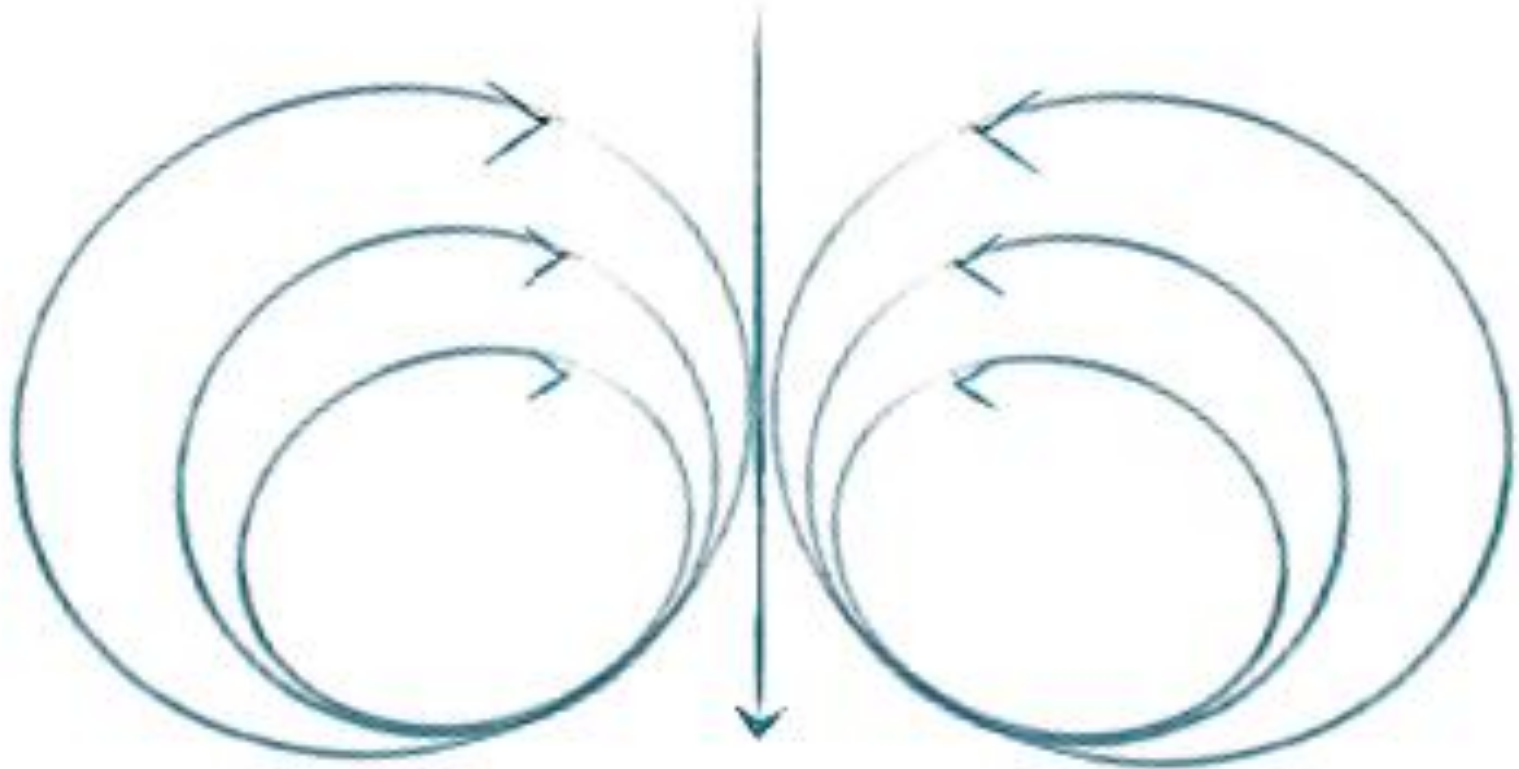
Each sector is different, respect this in policy!

Procurement is a lever for **sector based targets**

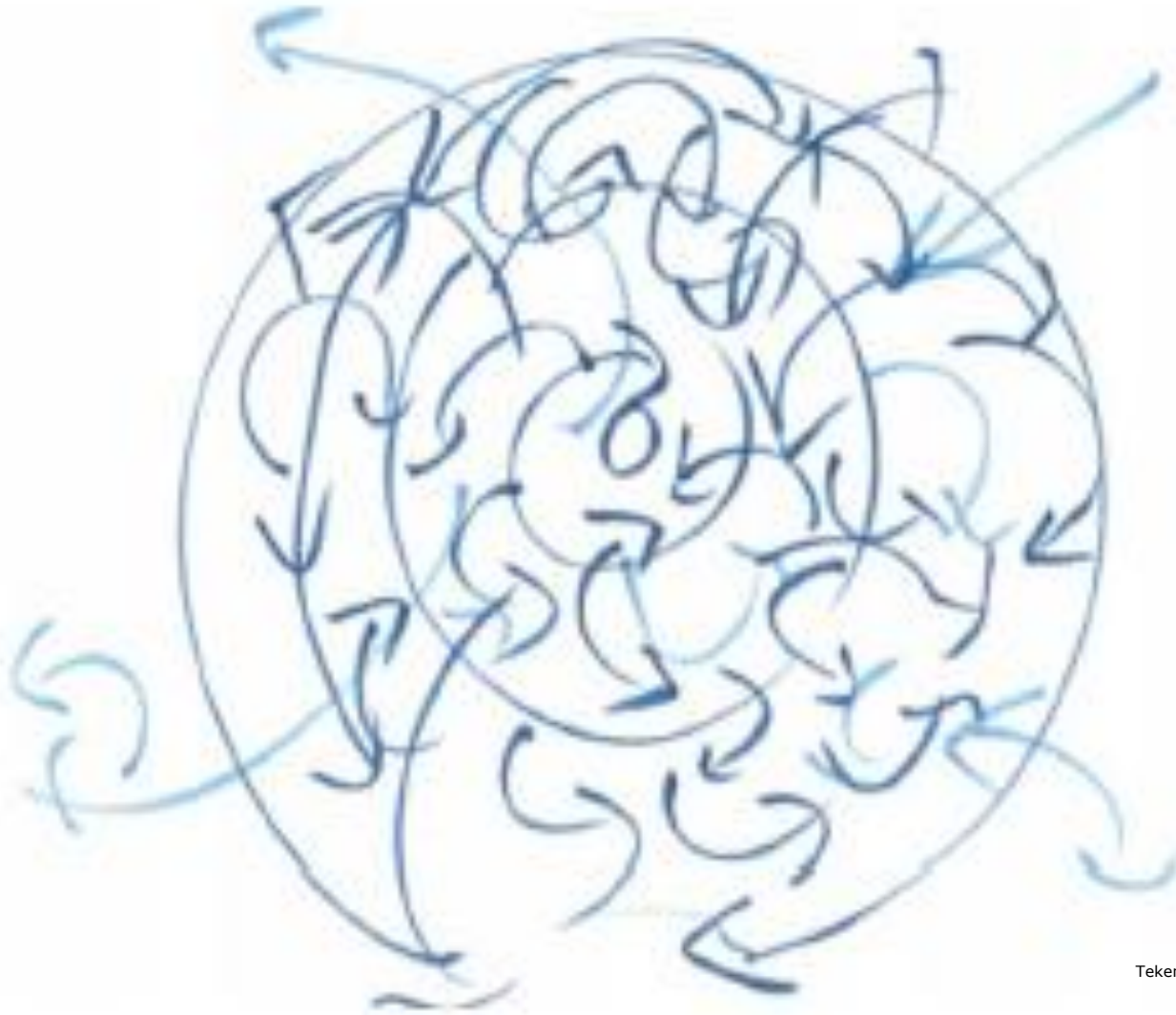
Public – Private collaboration



# Policy



# Practice





# Easy starters



**Medium Life span (3-15 jaar), low risk  
low technical complexity**

# Unexpected lessons

Annual budgeting is horrible for Circular Financing

Academics still don't know anything about procurement

It's not legislation, it's administrative burden

Open source!!!



*You don't have to see the whole staircase,  
just take the first step.*

*Martin Luther King*





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