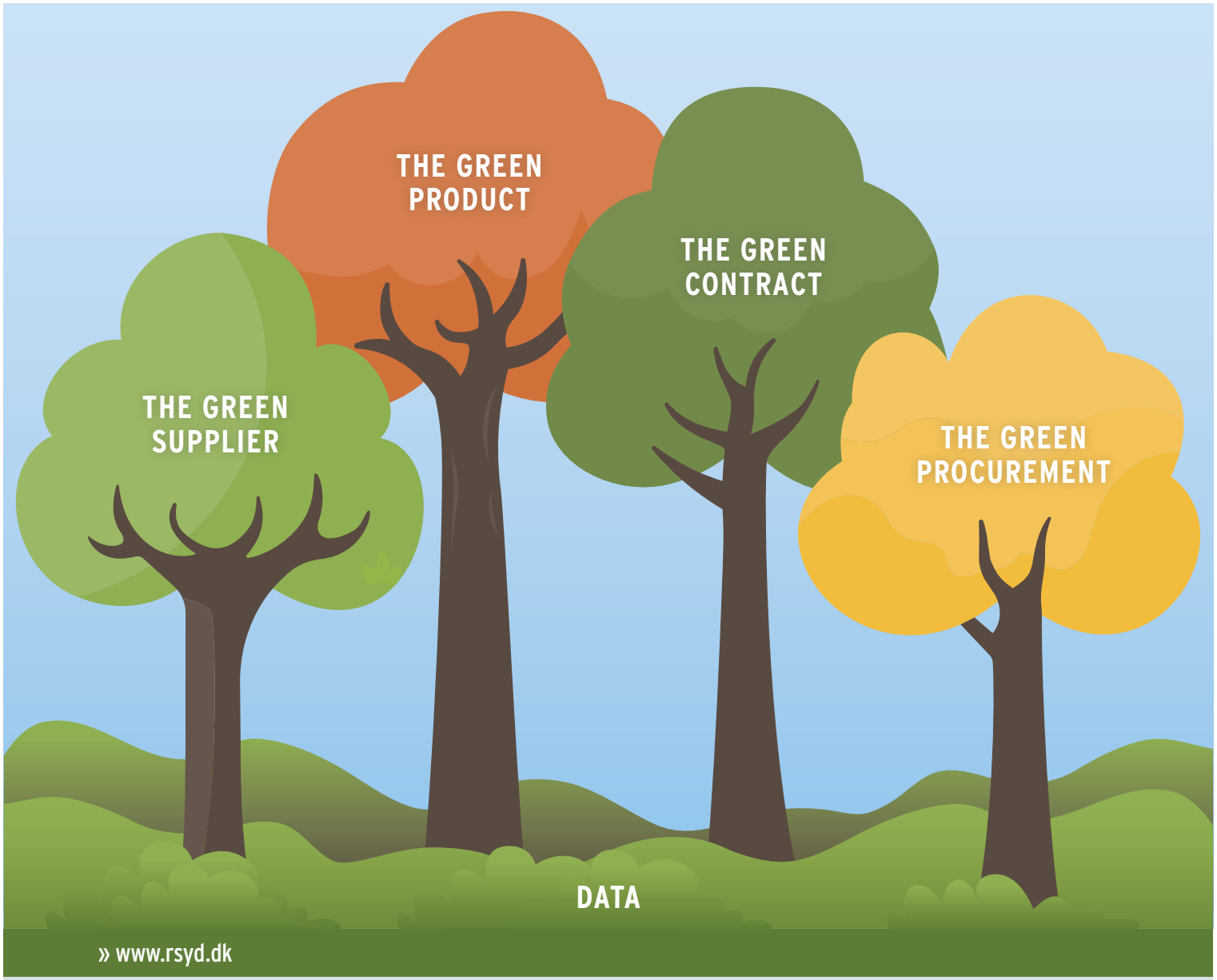

Supplement to Procurement Policy
in Region of Southern Denmark

Green procurement of goods and services

Region of Southern Denmark

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Title
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Foreword

In 2020, the Regional Council of Southern Denmark unanimously adopted a new and ambitious procurement policy aimed, among other things, at promoting the green transition and contributing to the region's goal of reducing climate impact by at least 35% by 2030.

This supplement specifies and enhances the region's procurement policy in relation to green procurement, outlining how it will be implemented in practice. It serves as an internal guide for planning and executing procurement and tenders, while also providing suppliers with insight into the region's approach to green procurement.

Introduction

The Region of Southern Denmark's consumption of goods and services accounts for approximately 70% of the region's total CO2e emissions, making procurement a key driver in efforts to reduce the climate footprint.

THE REGION IS WORKING ON REDUCTION MEASURES IN THREE MAIN AREAS:

Reduced consumption
Avoid unnecessary consumption and waste.

Extended use
Transition from single-use to reusable products and extend product life through repairs, exchanges, and purchasing second-hand products.

Greener products and services
Focus on sustainable materials, production, transport, and recyclability.

Procurement primarily relates to "Greener products and services," but indirectly affects the first two categories.

This supplement includes procurement of goods and services, including clinical and general consumables, medical equipment, and IT, exclusively focusing on climate and environmental impacts.

It does not apply to construction and civil engineering services, governed by national legislation, regional construction regulations, and the sustainable construction sub-strategy.

All initiatives balance product quality, supply security, and patient safety.

Procurement

To support the Region of Southern Denmark's sustainability goals and responsible resource use, procurement must minimize climate impacts through initiatives reducing consumption, extending product life, promoting greener alternatives, and ensuring sustainable disposal.

Greener Procurement

Below are the specific initiatives the region is working on in relation to procurement:

Increased Reuse

Before making new purchases, the need is assessed to determine whether it can be met using existing resources. This includes exploring whether unused items can be repurposed or shared across departments Internal exchange programs support this approach.

Purchase second-hand products

Where relevant and feasible, second-hand products are purchased to optimize resource use and reduce climate impact. The region will continuously establish agreements in relevant areas.

From Single-use to Reusable Products

Single-use items are replaced with reusable alternatives where possible. This is carried out in collaboration with users, hygiene services, logistics, and procurement.

Products with Longer Lifespans

Where possible, products are selected for their longevity, durability, and repairability.

Eco-labels

Eco-labeled products are prioritized, as they meet documented sustainability standards verified by external bodies.

Reduced Material Consumption

Products with reduced material usage are chosen where possible, without compromising quality—e.g., thinner copy paper and waste bags, or products that otherwise optimize resource utilization.

Recycled Materials

Products made from recycled materials are prioritized to support a circular material flow.

Greener Materials

Renewable materials such as wood and plant fibers are preferred over non-renewable resources like plastic and metals, when feasible.

Products Free of Harmful Chemicals

It is a high priority to use products free from harmful chemicals to protect both people and the environment.

Total Cost of Ownership (TCO)

For energy-consuming products such as IT equipment, both climate impact and lifecycle costs are assessed to ensure the most sustainable and cost-effective choice.

Green Procurement Process

Green procurement also involves optimizing and streamlining the purchasing process by focusing on the following initiatives:

Purchasing via existing framework agreements

By using existing procurement agreements that include environmental requirements, the use of the greenest products is ensured. Consolidating purchases under such agreements also optimizes logistics and reduces CO2e emissions related to transportation.

Standardized product range

A narrower assortment focused on the most environmentally friendly variants that meet the region's needs. A limited product range also allows a greater share of consumption to be covered by stocked items, thereby reducing the number of special orders and small deliveries, along with the associated transport emissions and packaging waste.

Optimized product flow

A data-driven approach to inventory management ensures that the most frequently used and critical products are kept in stock, minimizing waste and ensuring reliable supply across warehouses, depots, and departments.

Fewer small orders

Through systematic, data-driven monitoring and optimized ordering patterns, small and frequent orders are reduced, thereby lowering the logistics-related environmental impact.

Highlighting green product choices in the procurement system

Eco-labeled products and other items with a greener profile are made more visible in the procurement system through clear labeling and preference settings that guide users toward the most sustainable choices.

Sustainable Disposal

When a product can no longer be used internally within the region, it is disposed in the most sustainable way:

Resale

Products are resold where possible.

Donation

Suitable items are donated to charitable organizations. See the region's procurement policy for a detailed description of the approved process.

Return schemes

Agreements are established in relevant areas for products to be returned or sold back to suppliers for reuse or recycling.

Waste management

If the product cannot be resold, donated, or returned, it is handled through the region's existing waste sorting systems. Recycling is prioritized over incineration and landfill.

Prohibition on switching from reusable to single-use products

To maintain progress in reducing single-use products, switching from reusable to single-use alternatives is generally not permitted.

Management responsibility

If a switch from a reusable product to a single-use product is desired, a written professional justification must be provided. The procedure for granting exemptions is determined by each individual hospital.

Tenders

Green requirements cover all aspects of a tender that promote the green transition – either directly through requirements for the product itself or indirectly through the supplier or the region's use of the product. For each tender, a specific assessment is made of which climate, and environmental requirements can be applied.

Green requirements are integrated into tenders in various ways, including through:

- Minimum conditions for participation in the tender
- Minimum requirements and competitive criteria
- The selection of products included in the tender
- The type of tender procedure used
- The purchasing method, such as leasing
- Contract terms, e.g., take-back schemes and change clauses

Green Requirements in Tenders

The region conducts tenders based on the principles of the circular economy. The goal is to preserve the value of resources for as long as possible by closing resource loops and thereby reducing negative environmental impacts and waste generation throughout the entire life cycle.

This is achieved through various circular strategies (see figure below).

This is combined with the inclusion of requirements across all phases of the product's value chain, including materials, production, distribution, use and disposal.

Narrowing the resource loop

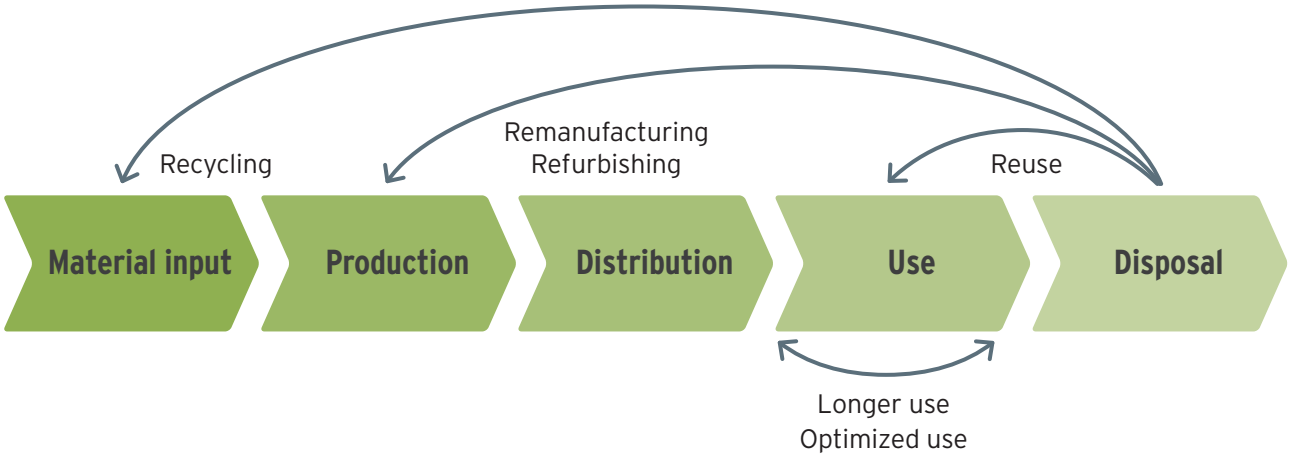
Use of fewer resources per product or service

Delaying the resource loop

Extending product lifespan, for example through repair and maintenance

Closing the resource loop

Increase reuse and recycling



Within each phase of the circular economy, work is carried out on, among other things:

Materials

Where possible, requirements are set regarding material consumption (quantity) and material type. These requirements are balanced to maintain product quality.

- Recycled or renewable materials and the potential for recycling are prioritized.
- Corresponding requirements apply to packaging in accordance with the common Nordic Criteria for more sustainable packaging.
- For a detailed description, see the common Nordic Criteria for more sustainable packaging.

Production

Focus on energy efficiency and a sustainable energy mix in production, including requirements for certifications of the production site, such as ISO standards or Science Based Targets initiative.

Transport

Includes the entire transport chain from raw material extraction to delivery. The region is particularly focused on minimizing air freight and promoting zero-emission last-mile delivery solutions.

Use Phase – Extended and Optimized Use

Requirements focus on product lifespan, including options for repair, maintenance, and extended warranty periods. Products must be of a sufficient quality to prevent unnecessary waste. This phase also addresses energy, water, and chemical consumption during product use or delivery of a service.

Disposal – Return to the Loop
Implementation of processes such as take-back schemes that ensure actual reuse, refurbishment, or a higher recycling rate than the region itself can secure. Products can be disassembled after use to support recycling.

Requirements across the product life cycle

Where possible, eco-labels and other product standards are required. As a rule, third-party certified labels (type 1) and standards are used.

Additionally, requirements are set for the chemical content in products to minimize the presence of unwanted chemicals in the purchased items.

Green requirements are adapted to the specific product area and is included in the category strategy for that area. All requirements are developed based on thorough market analysis.

For tenders of services, circular economy principles are also applied. The majority of emissions occur in the use phase, and the most important factors are usually transport, energy, water, and chemical consumption.

In addition to incorporating green requirements in tenders, continuous efforts are made to develop innovation opportunities within the contract as well as business models, including partnerships, that support the green transition.

The Tender Process

The market for green products and services is continuously evolving. Therefore, the region prioritizes close dialogue with business and industry organizations as well as market dialogue with suppliers to ensure that green requirements are ambitious, realistic, and value-creating.

When preparing a tender, the product's environmental impact is analyzed throughout its entire life cycle to ensure that the tender focuses on areas with the greatest potential for sustainable improvements.

The initial dialogue with the market and users is used to clarify what the market can deliver in terms of, for example, improvements to the product's environmental profile both now and in the future. Based on this, it becomes possible to set appropriately ambitious requirements that the market can meet. Depending on the scope, there may be a need to allow the market time to prepare by sending out questionnaires in advance and possibly following up with further dialogue afterward.

The responses received are incorporated into the subsequent work of designing the tender and formulating the requirement specifications.

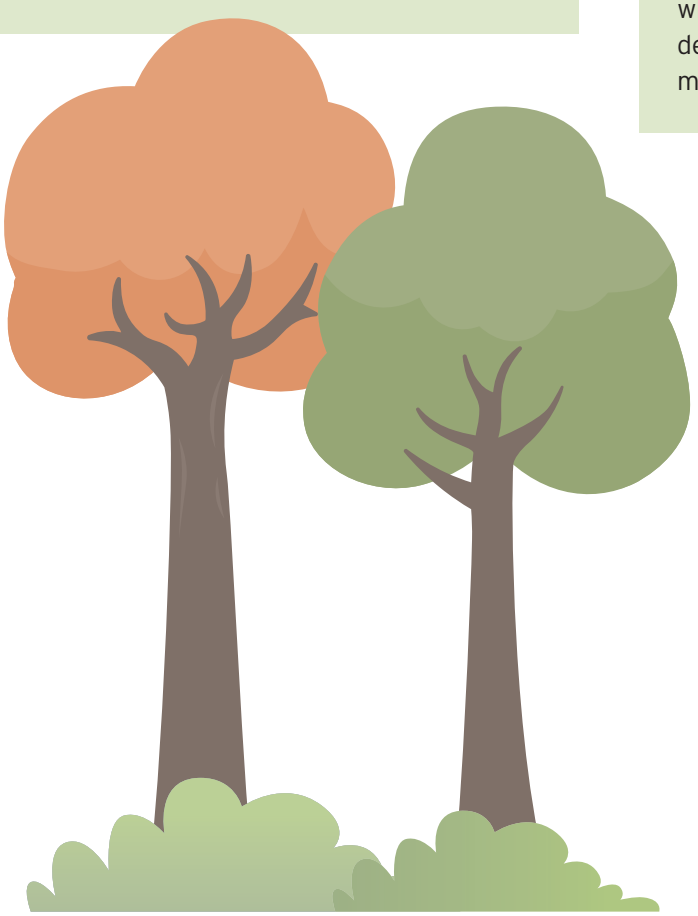
Preparation and prioritization	Market dialogue	User dialogue	Tender strategy	Requirement specification	Follow up
Where are the greatest environmental impacts in the product group's life cycle? Where are the biggest challenges and potentials for reducing the environmental impact for this specific tender? And what will we prioritize? What are the current needs? (volumen of the purchase etc.)	Are there already greener alternatives available on the market? Which environmental consideration/requirements can the market meet, and how will they affect the price and the numbers of tenderers?	What is the current user case and behavior? What changes will users be able to accommodate? And what impact will these changes have on their work flow?	How should the tender be structured to create more space for green and innovative solutions? Should the product be tendered as a service, or supplemented by a maintenance service, take back system, or similar?	Which environmental criteria should be included in the tender materials, and should they be incorporated as a mandatory requirement, award criteria, or contract terms? How should the environmental criteria be assessed?	Does the supplier comply with the contractual terms? Requirements for documentation

The market is given the opportunity to comment on the proposed requirements during the subsequent consultation process.

Potential opportunities identified during the tender process but not suitable to be addressed within the tender are passed on within the organization so that they can be pursued through other channels. This may include, for example, changes in user behavior or inventory management.

Management responsibility

The Head of Strategic Procurement is responsible for preparing standard requirements and supporting documents, as well as providing the necessary professional assistance to incorporate green requirements and evaluate bids.



Green Requirements in All Tenders

All tenders are assessed to determine the relevance and applicability of green requirements. Where green requirements are not included, a written justification must be provided.

Strategic Procurement assists in conducting the assessment, drafting requirements, and evaluating submitted bids.

Management responsibility

Tenders are primarily conducted by Strategic Procurement, Medical Technology, or Regional IT. The managers of these departments are responsible for ensuring that an assessment is made regarding the suitability of green requirements and that such requirements are incorporated where relevant. In cases where tenders are conducted outside these departments, this responsibility lies with the manager of the respective department.

External Collaboration

The Region of Southern Denmark works proactively to steer the market in a greener direction through close collaboration with suppliers, public authorities, and industry organizations.

This is done by:

Creating increased demand for sustainable goods and services through procurement

By coordinating green requirements with other public contracting authorities, suppliers' incentives to provide green solutions are supported.

Dialogue with the market

In addition to dialogue in connection with tenders and contracted suppliers, the region participates in relevant events alongside suppliers, industry organizations, and other stakeholders.

Collaboration with suppliers

This can take place through partnerships that promote sustainable transition, through agreements based on circular business models such as leasing agreements, take-back schemes, etc., and through cooperation during the contract period to optimize product assortment, delivery, and other aspects.

Developing standardized requirements jointly with the other Danish regions

The regions have established a "network of green purchasers" to share knowledge and develop common requirements, enabling a more unified approach to the market.

Collaboration with hospital organizations in the other Nordic countries as well as other Danish public contracting authorities

In selected areas, joint initiatives and shared requirements are established to strengthen market influence.

Influencing legislation in Denmark and the EU

In collaboration with the other regions, efforts are made to influence specific laws that affect the ability to set green requirements in tenders, such as the EU Procurement Directive.

Inspiring other contracting authorities by sharing experiences

This includes publishing standard requirements, guidelines, etc., and participating in relevant events together with other public contracting authorities.

International and national orientation

Seeking inspiration from public contracting authorities both nationally and internationally, especially from other healthcare systems within the EU. Relevant documents are translated into English.

Better data

To ensure that the Region's ongoing efforts within green procurement and green transition are data driven, suppliers will, in line with market maturity, be required to provide relevant data that supports this work.

These data are divided into two categories:

Product-specific data must be submitted in a format that allows registration and storage in the Region's ERP system.

In addition to this annex, guidelines and support tools for specific areas will be developed on an ongoing basis.

General supplier data, such as:

- CO2e reduction targets (Scope 1, 2, and 3)
- Environmental certifications (e.g., ISO 14001, ISO 50001, or Science Based Target initiative alignment)
- Information in accordance with the CSRD regulation
- Information on general supplier data will be requested in a dedicated annex. Suppliers are responsible for keeping this information updated throughout the contract period.

Product-specific data, such as:

- Whether the product is single-use or reusable
- Environmental labelling under recognized certification schemes
- Whether the product or parts of it have been transported by air
- Material composition and weight of each material used
- Country of production
- Certified environmental standards at the production site
- End-of-life disposal method
- Presence of PVC and other undesirable chemicals
- The product's energy, water, and chemical consumption during use
- Life Cycle Assessments (LCA) of the product's total environmental impact

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