

LESSONS LEARNED: HOW TO COLLABORATE ON A NORDIC LEVEL AND WORK TOWARDS ZERO EMISSION DELIVERY OF GOODS

14 September 2021

Digital

Innovative
Procurements

National Programme for
Supplier Development



The Norwegian Agency
for Public and Financial Management

Lessons learned: How to collaborate on a Nordic level and work towards zero emission delivery of goods - 14.09.2021

Start date: Tirsdag 14. september 2021 - 12:00

End date: Tirsdag 14. september 2021 - 14:00

Register by: Mandag 13. september 2021 - 12:00

Place: Digitalt,

Program

12:00 Welcome

12:10 How can we collaborate across the Nordic countries on market dialogue activities (language: English)

The Norwegian Agency for Public and Financial Management (DFØ) and The Norwegian National Program for Supplier Development (LUP)

12:45 Short break

12:55 Breakout session – How to achieve zero emission delivery of goods

- **Experience from Norway** (language: Norwegian)
 - Geir Rossebø (City of Oslo), David Behrens (DFØ, Statens innkjøpssenter), Ole Jacob Rynning-Tønnesen (City of Kristiansand), Kåre Sagmo-Søvde and Benjamin Toscher (City of Trondheim)
- **Experience from Sweden** (language: Swedish)
 - Per Erik Österlund (City of Stockholm), Nathalie Wessberg and Jakob Cronhamre (Örebro Municipality), Mats Anders Pervik (City of Gothenburg) and Johanna Enberg (The National Agency for Public Procurement)
- **Experience from Finland** (language: Finnish)
 - Sari Holmberg (City of Turku) and Isa-Maria Bergman (Motiva)
- **Experience from Denmark** (language: Danish)
 - Ida Meulengracht (City of Copenhagen) and Rune Buchdal Nielsen (The Danish Environmental Protection Agency)

13:50 Wrap up

Note: Choose your participation for the break out-sessions when you sign up.

The Nordic green transition

In 2018, the Nordic Council of Ministers published a report urging for more Nordic co-operation on environment and climate. The aim is to limit global rise in temperature to a maximum of 1.5°, in accordance with the Paris Agreement.

The report propose 12 recommendations for Nordic co-operation, whereof one covers public procurements. As a response to this, larger Nordic cities and municipalities have come together to identify common Nordic ambitions and engage suppliers and other stakeholders to take part in the green transition.



«The Nordic Region constitutes the world's 11th largest economy with considerable green purchasing power, and therefore substantial resources for change.»

Tine Sundtoft, Nordic Council of Ministers

Process and timeline

Mai 2019 - Project initiative

The Nordic council of ministers awarded Difi and The National programme for Supplier Development the project, where the aim is to involve cities across the Nordic in a joint market dialogue for greener solutions.

Sept/Oct 2019 - Mobilizing cities in the Nordics

Difi (NO) and The National programme for Supplier Development (NO) invited Miljøstyrelsen (DK), Upphandlingsmyndigheten (SE) and Motiva (FI) to help with the mobilization of cities in their countries.

Les mer

October 2019 - Information meeting for the public organizations

The cities were invited to join the process by sending out an invitation, having skype-meetings with information about the project, and a physical information meeting on the 24th October 2019 in Oslo.

Les mer

October 2019 - Cities join the process

The cities that has decided to participate in a joint process for mapping the needs and challenges and a nordic market dialogue.

Les mer

December 2019 and January 2020 - Mapping the needs and Insights report

The group bought facilitating and a design team from the company Bekk to help map the needs, and to create a draft for a dialogue note.

Les mer

April 29th 2020 - Digital information meeting for the market

We will host a digital information meeting Wednesday 29.04.2020 from 13:00-15:00 using Teams.

Les mer

May 2020 - Request for information (RFI)

All the countries has published an written Request for Information. Despite the situation with Covid-19, we would like to continue the dialogue with companies and the market. We understand that the situation is difficult, but we hope that it is interesting for some suppliers to give us feedback both long- and short-term on how we can get innovative solutions in the future. RFI was published april 2020, deadline 1 june 2020.

Les mer

November 2020 Joint statement

11 Nordic cities and 2 central government procurement bodies have published a joint statement that calls for zero emission delivery of goods.

Les mer

April 2021 Nordic market dialogue where companies pitch their solutions

Zero emission vehicles and more innovative and efficient solutions are now increasingly available for city deliveries. During this day we will connect companies with the solutions with the big buyers in the Nordics. You can see all the pitches and presentations if you click on the link "les mer"

Les mer

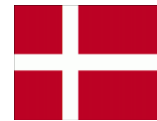


Hosted by Nordic municipalities and supporting functions



/ STATENS INNKJØPSSENTER

Who is participating in this meeting?



Video

- link

- About the process – why & how?
- Deep dive on www.innovativeanskaffelser.no/zeroemissiondelivery
- Contact us if you have questions:
 - idaskaaret.laustsen@nho.no
 - oddolaf.schei@dfo.no
 - christine.kihl@dfo.no

Innovative Procurements

National Programme for
Supplier Development



About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



Nordic Council
of Ministers

THE NORDIC COUNTRIES IN THE GREEN TRANSITION – MORE THAN JUST NEIGHBOURS

BY TINE SUNDTOFT

Strategic recommendations
for Nordic co-operation on
the environment and climate

About the process – why and how?

- Mai 2019 - Project initiative
- [Sept/Oct 2019 - Mobilizing cities in the Nordics](#)
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- **October 2019 - Information meeting for the public organizations**
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



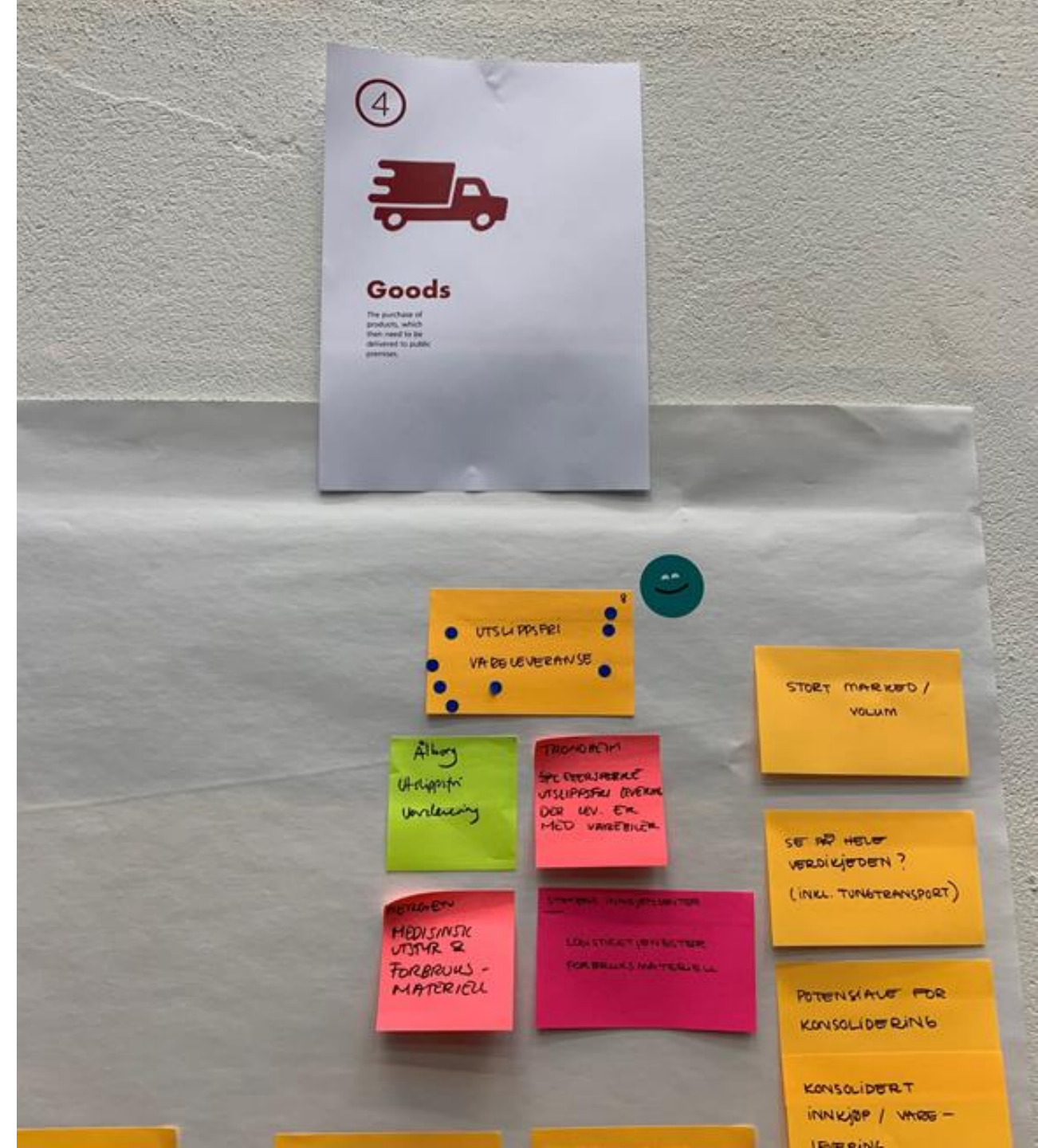
About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- **October 2019 - Cities join the process**
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- **December 2019 and January 2020 - Mapping the needs**
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



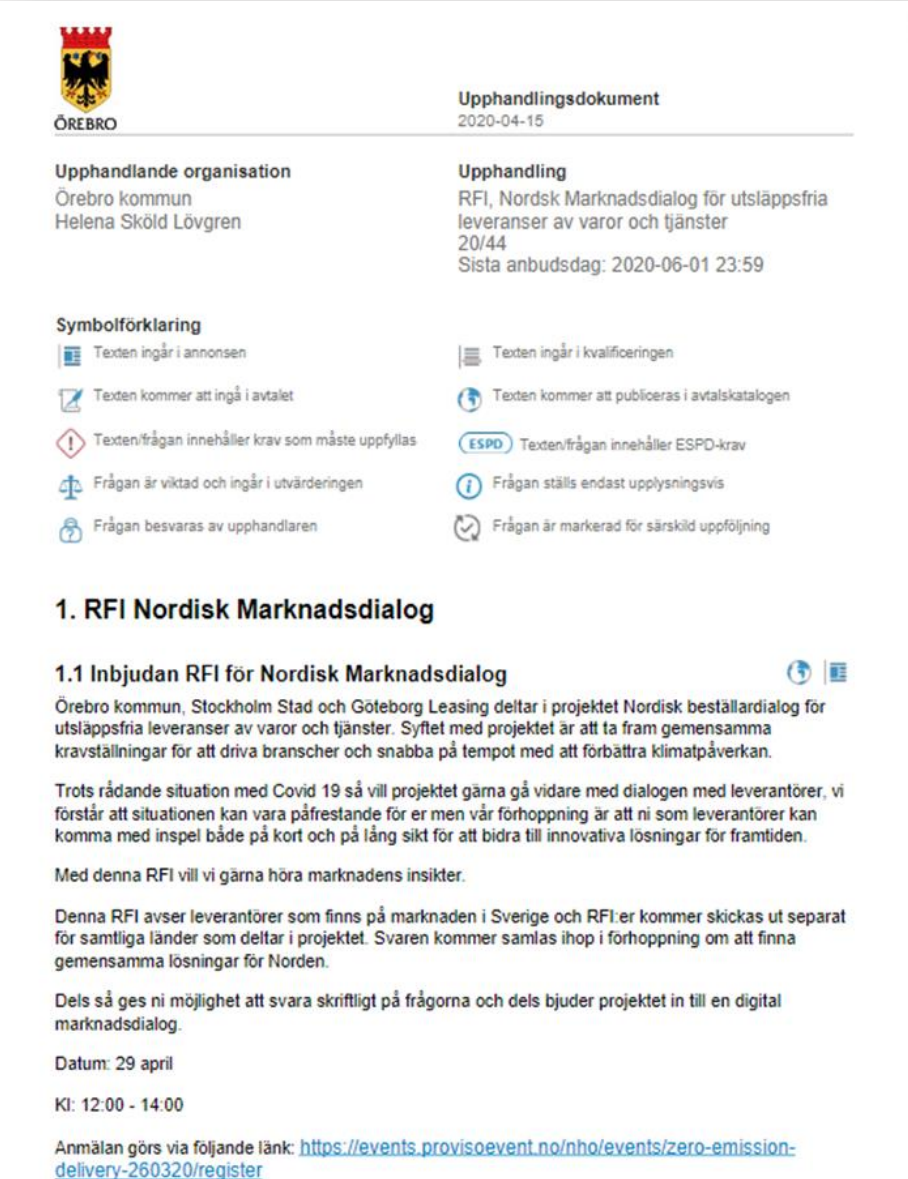
About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- **April 29th 2020 - Digital information meeting for the market**
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- **May 2020 - Request for information (RFI)**
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



The screenshot shows a procurement document header with the Örebro kommun logo and the title 'Upphandlingsdokument 2020-04-15'. It details the procurement type as 'RFI, Nordisk Marknadsdialog för utsläppsfria leveranser av varor och tjänster 20/44' and the closing date as '2020-06-01 23:59'. A legend explains various icons used in the document, such as 'Texten ingår i annonsen', 'Texten kommer att ingå i avtalet', and 'Texten ingår i kvalificeringen'. The main section is titled '1. RFI Nordisk Marknadsdialog' and includes a sub-section '1.1 Inbjudan RFI för Nordisk Marknadsdialog'. The text describes the project's goal of creating a common framework for emission-free deliveries and services, and invites suppliers to provide input on innovative solutions. It also provides the date (29 April) and time (12:00 - 14:00) for the RFI, along with a registration link.

ÖREBRO Upphandlingsdokument
2020-04-15

Upphandlande organisation
Örebro kommun
Helena Sköld Lövgren

Upphandling
RFI, Nordisk Marknadsdialog för utsläppsfria leveranser av varor och tjänster 20/44
Sista anbudsdag: 2020-06-01 23:59

Symbolförklaring

- Texten ingår i annonsen
- Texten kommer att ingå i avtalet
- Texten/frågan innehåller krav som måste uppfyllas
- Frågan är viktad och ingår i utvärderingen
- Frågan besvaras av upphandlaren
- Texten ingår i kvalificeringen
- Texten kommer att publiceras i avtalskatalogen
- Texten/frågan innehåller ESPD-krav
- Frågan ställs endast upplysningsvis
- Frågan är markerad för särskild uppföljning

1. RFI Nordisk Marknadsdialog

1.1 Inbjudan RFI för Nordisk Marknadsdialog

Örebro kommun, Stockholm Stad och Göteborg Leasing deltar i projektet Nordisk beställardialog för utsläppsfria leveranser av varor och tjänster. Syftet med projektet är att ta fram gemensamma kravställningar för att driva branscher och snabba på tempot med att förbättra klimatpåverkan.

Trots rådande situation med Covid 19 så vill projektet gärna gå vidare med dialogen med leverantörer, vi förstår att situationen kan vara påfrestande för er men vår förhoppning är att ni som leverantörer kan komma med inspel både på kort och på lång sikt för att bidra till innovativa lösningar för framtiden.

Med denna RFI vill vi gärna höra marknadens insikter.

Denna RFI avser leverantörer som finns på marknaden i Sverige och RFI:er kommer skickas ut separat för samtliga länder som deltar i projektet. Svaren kommer samlas ihop i förhoppning om att finna gemensamma lösningar för Norden.

Dels så ges ni möjlighet att svara skriftligt på frågorna och dels bjuder projektet in till en digital marknadsdialog.

Datum: 29 april
Kl: 12:00 - 14:00

Anmälan görs via följande länk: <https://events.provisioevent.no/nho/events/zero-emission-delivery-260320/register>

About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- **November 2020 Joint statement**
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



Joint statement - call for zero emission delivery of goods

Background:

Emissions from goods delivered to the public sector represent almost 5% of the total emissions in the Nordics. Public sector purchases an enormous range of physical goods. The delivery of these goods creates a considerable amount of freight traffic in urban areas. Copenhagen estimates that product deliveries lead to nearly 4.5 million vehicle kilometers travelled within the city limits per year. Public sector goods ordering, and delivery patterns vary considerably from city to city, but generally this is a relatively uncoordinated process. Goods are ordered individually by different municipal departments or units/locations, with contracted suppliers delivering directly to the site.

Commitment:

We, the undersigned contracting authorities are committed to reducing emissions from the freight sector through our contractual demands and our actual procurements of goods. By stimulating the accelerated production and use of zero emission freight vehicles and other innovative and environmental friendly solutions such as; collecting terminals, city hubs, electric bicycles, drones, ordering procedures, we can boost green solutions and trigger the development of green jobs in the Nordic countries. Together we can accelerate the transition towards zero emission logistics.

Measures:

- Joint statement as a signal to the market on our ambitions and demands through procurement.
- Map joint needs and challenges.
- Involve the market through dialogue to discuss viable solutions and challenges.
- Testing and procuring practical and innovative solutions that contributes to zero emission delivery of goods.

Webpage: www.innovativeanskaffelser.no/zeroemissiondelivery/

Supporters and partners:



About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- **December 2020 - Aligned criterias in procurements based on experience**
- April 2021 Nordic market dialogue where companies pitch their solutions
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- **April 2021 Nordic market dialogue where companies pitch their solutions**
- September 2021 – Sharing experience and inspire other to join forces in upcoming procurements



About the process – why and how?

- Mai 2019 - Project initiative
- Sept/Oct 2019 - Mobilizing cities in the Nordics
- October 2019 - Information meeting for the public organizations
- October 2019 - Cities join the process
- December 2019 and January 2020 - Mapping the needs
- April 29th 2020 - Digital information meeting for the market
- May 2020 - Request for information (RFI)
- November 2020 Joint statement
- December 2020 - Aligned criterias in procurements based on experience
- April 2021 Nordic market dialogue where companies pitch their solutions
- **September 2021 – Sharing experience and inspire other to join forces in upcoming procurements**



Summarized criterias in procurement 2020 ->

Oversikt over krav i kriterier i bruk hos kommunene i samarbeidet og hos andre.										
Kommune	Bransje (mat, kontorartikler, møbler, håndverkere, service...)	Link (konkurransgrunnlag - dokumentasjon ...)	Kontaktperson	Minimumskrav		Tildelingskriterier		Kontraktkrav		Andre kommentarer
				Gode formuleringer ...	Dokumentasjonskrav	Gode formuleringer ...	Dokumentasjonskrav	Gode formuleringer ...	Dokumentasjonskrav	
København	Elektrikerydelser		Alexandra T de Leeneer	For elektriker ydelser stilles kravet som et minimumskrav som en del av avtalegrunnlaget.	sker ved anførsel af køretøjstype på fakturaerne for hver leverance. Dette skal ske på to selvstendige fakturalinjer, hvoraf det fremgår, hvor mange køretøjer, der samlet er blevet udført med henholdsvis grønne og konventionelle køretøjer, samt disses			År 1 (3mnd) 50% av leveransene skal skjje med Grønne køretøjer År 2 - 75% ... År 3 - 90% - År 4 - 90%		Grønne køretøjer er i den forbindelse definert som biler, der kører på el, biogas eller brint, eller plug-in-hybrid. Andre ikke-motoriserte transportformer som fx sykler betraktes også som grønne køretøjer. De skærpede miljøkrav rækker udover de krav til fx euronorm og tomgang, som stilles af Københavns Kommune i dag.
København	Vinduspølering			vinduspølering. Her er progressionen dog 20%, 40%, 60% og 80% over perioden. Der stilles i udbuddet på vinduspølering ikke krav til grønne lifte, da markedet ikke er modent nok, og det vurderes uforholdsmessigt omkostningstungt for kommunen og	se over - elektriker ydelser					Med henblik på at sikre, at leverandøren ikke kan "forbedre" sin opfyldelse af kravet til grønne køretøjer ved at undlade at anføre antal køretøjer og type køretøjer mv. på fakturaen, betragtes alle køretøjer på opgaven som foretaget med konventionelle køretøjer, såfremt andet ikke er angivet. Fastlæggelsen af antallet af konventionelle køretøjer sker på baggrund af enten antal fakturerede timer eller faktureret beløb.
København	Låseservice					låserservice fastsættes ønsket om grønne køretøjer som tildelingskriterium med vægtingen 20%. Kriteriet vurderes på baggrund af de af tilbudsgivere angivne procentsatser for levering med grønne køretøjer				Bod. Med henblik på at kunne sanktionere manglende overholdelse af de skærpede krav vil Københavns Kommune én gang årligt beregne, om leverandøren har opnået minimumsprocentniveauet for køretøjer med grønne køretøjer. Såfremt minimumsniveauet ikke er opnået, vil leverandøren have mulighed for at kommentere på dette inden der pålægges bod. Alternativ 1: Bod for hver procent, som Leverandøren underopfylder i forhold til sin forpligtelse til at anvende grønne køretøjer i det pågældende år. Bøden fastsættes til 5.000 kr. pr. procents underopfyldelse. Fordelen ved denne model er, at den maksimale bodsrisiko er kendt af leverandøren. Alternativ 2: Bøden beregnes som en bod for hver kørsel, Leverandøren underopfylder i forhold til sin forpligtelse til at anvende grønne køretøjer i det pågældende år. Bøden fastsættes til 500 kr. pr. kørsel.
				NB: Se forutsetningene under andre kommentarer. Alle køretøjer som skal benyttes på denne kontrakten skal enten være nullutslippskjøretøjer (dvs. batterielektrisk eller hydrogen) eller biogasskjøretøjer som minimum oppfyller euroklasse 6/VI. NB: Hvis minimumskravet brukes skal det ikke benyttes tildelingskriterium for kjøretøjer, men i stedet kontraktsvilkår nr. 1.1.a.	Leverandøren skal legge ved en oversikt over kjøretøyer som skal benyttes i kontrakts-perioden. Oversikten skal også inneholde registreringsnummer	75% Klimavennlige kjøretøyer. I evalueringen får Leverandøren uttelling for å ta i bruk Klimavennlige kjøretøyer i kontraktsperioden. Se «Vedlegg 3»: Liste over kjøretøyer for utfyllende informasjon. 25% Ruteoptimalisering. I evalueringen får Leverandøren uttelling for å planlegge og optimalisere transporten i kontraktsperioden. Leverandøren skal legge ved en beskrivelse som inneholder: a) Redegjørelse for hvilke systemer og rutiner Leverandøren og/eller underleverandøren har for ruteoptimalisering på denne kontrakten. b) Hvilke inndata som benyttes i systemene og hvordan systemene brukes til å forbedre miljøprestasjonen i denne kontrakten ved å velge optimale løsninger under drift og hvordan systemene muliggjør ytterligere forbedring i planlegging av ruter. Dette være seg gjennom å redusere transportbehov ved å velge optimale ruter, øke fyllingsgraden/godsMengde på kjøretøyer, forbedre driftsmønstre	Klimavennlige kjøretøyer: Leverandøren skal legge ved ferdig utfyllt «Vedlegg 3»: Liste over kjøretøyer. Ruteoptimalisering: Leverandøren skal beskrive. Beskrivelsen skal være på maksimalt 2500 tegn.	Miljøbestemmelser: Leverandøren garanterer at avtalens miljøkrav oppfylles, samt den til enhver tid gjeldende miljølovgivning. Leverandøren skal arbeide aktivt for å minske miljøbelastningen ved oppfyllelse av avtalen. Ved byte av eventuelle underleverandører gjelder de samme vilkårene tilsvarende for underleverandørene. 1.1.1a Kjøretøyer og drivstoff: Leverandøren forplikter seg til kun å benytte kjøretøyer som enten er nullutslippskjøretøyer (dvs. batterielektrisk eller hydrogen) ... 1.1.1b Kjøretøyer og drivstoff: Leverandøren forplikter seg til å benytte de kjøretøjeteknologier og/eller drivstofftyper som oppgis i tilbudsbesvarelsen. Nye kjøretøyer eller drivstofftyper som introduseres i løpet av kontraktsforholdet skal være minst like klima- og miljøvennlige som opprinnelig avtalt. Antall kjøretøyer som benyttes på kontrakten kan økes eller reduseres, så fremt den totale miljøbelastningen ikke påvirkes negativt.	Når skal det stilles krav til transport? Krav til transport skal brukes i alle anskaffelser hvor årlig kontraktsverdi er over 500 000 kr eksl. mva og hvor transport er nødvendig og forekommer i gjennomsnitt én gang i uken i løpet av kontraktsperioden. Markedsundersøkelser eller markedsdialog i forkant av utlysning avgjør hvorvidt krav til transport skal formuleres som minimumskrav eller tildelingskriterium. Alle virksomheter plikter å gjennomføre dette for hver anskaffelse, jf. byrådsak 112/19. Den generelle regelen er at hvis 3 eller flere av de aktuelle leverandørene kan gjennomføre kontrakten ved bruk av nullutslippskjøretøyer eller biogasskjøretøyer skal dette formuleres som et minimumskrav.	



Recommended percentage weighting of award criteria	Procurement type	Examples of procurement areas
30-50%	Procurement of transport services The main purpose is to transport people or goods, or perform services that entail a high-degree of transport. The value of the contract is mainly related to the transport work.	Refuse collection Passenger transport Street cleaning Snow clearance Courier services Removal services
20-50%	Goods procurements Use of sub-criteria - 10-30% weighting of the environmental properties of the goods - 10-30% weighting of transport	Office equipment Furniture Books Equipment Foodstuffs
20-50%	Combined goods and services procurements Use of sub-criteria - 10-30% weighting of the equipment/products/tools used in the performance of the services - 10-30% weighting of transport	Craftsmen services Installation Cleaning Water coolers and coffee machines MF machines
10-30%	Services procurements 10-30% weighting of transport	Craftsmen services Consultants Corporate health services Security services

alle vare og kaffels
Oslo
Geir Rossebo

E.g. Status in Oslo ...

Samkjøpsavtaler	Andel nullutslipp	Andel biogass eller øvrig biodrivstoff
Leie av kaffemaskiner og vannkølere	100 %	
Servere	100 %	
Lyskilder	100 %	
Mobiltelefoner	100 %	
Bedriftshelsetjeneste	100 %	
Ladestasjoner for elbiler	100 %	
Løse gulvmatter (vask og levering)	100 %	
Skrivere	100 %	
Elektrikertjenester	94 %	
Renholds- og engangsprodukter	90 %	10 %
Låsesmedtjenester	80 %	
Kontorrekvisita	67 %	33 %
Catering	67 %	
Institusjonssenger	52 %	3 %
Vaskeritjenester	50 %	50 %
Frukt og grønt	20 %	60 %
Mat og drikke (kolonial)	17 %	33 %
Møbler	18 %	56 %

Meeting calendar 14 apr. 2021; 12 authorities meets 8* suppliers (96 meetings +)

	Time (CEST)	Bergen Kommune (NO)	City of Kaarina (FI)	City of Turku (FI)	Göteborg stad (SE)	Kristiansand kommune (NO)	Oslo kommune (NO)	Stockholm stad (SE)	Trondheim kommune (NO)	Ørebro kommune (SE)	København kommune (DK)	Staten og Kommunernes Indkøbsservice (DK)	Statens Innkjøpscenter (NO)
Meeting leaders?		uwv.matthaus@bergen.kommune.no og lars.klem@bergen.kommune.no	jonas.nordberg@kaarina.fi	sari.holmberg@turku.fi	mats.pervik@gsi.goteborg.se	oirt@kristiansand.kommune.no elisabeth.cornelia.berglindh@kristiansand.kommune.no	geir.rossebo@uke.oslo.kommune.no og petter.christiansen@kilo.oslo.kommune.no	per.erik.osterlund@stockholm.se	benjamin.toscher@trondheim.kommune.no kare.sagmosovde@trondheim.kommune.no magnus.vestrum@trondheim.kommune.no	katarina.crafoord@orebro.se jakob.cronhamre@orebro.se nathalie.wessberg@orebro.se	Ida Ginsborg IASC@kk.dk	Michael Terkelsen mit@ski.dk	David.Behrens@df.no Barbro.Botthim@df.no
1	1200-1210	Nivel AS, Harald Sævareid	Banjara AS, Vaibhav Bhutori	Siemens AS, Lars Tveitan Østfold	Cityhubs AS, Andreas Teilman	Sykkelsentralen AS, Halvard Lillevik	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Telia Norge AS, Tom Henriksen	SQT AS, Stian Hansen	Paxter AS, Thor Øivind Johansen	ROVEST Cluster, Ovidiu Slimac	Solar Impulse foundation, Léa Andersson	Business Finland, Katja Eriksen
2	1215-1225	Siemens AS, Lars Tveitan Østfold	Nivel AS, Harald Sævareid	Telia Norge AS, Tom Henriksen	Banjara AS, Vaibhav Bhutori	SQT AS, Stian Hansen	Sykkelsentralen AS, Halvard Lillevik	ROVEST Cluster, Ovidiu Slimac	Byåsen Bakeri og Konditori AS, Odd Eirik Henjesand	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Paxter AS, Thor Øivind Johansen	Citynomadi, Merja Taipaleenmäki	
3	1230-1240	Sykkelsentralen AS, Halvard Lillevik	Telia Norge AS, Tom Henriksen	Nivel AS, Harald Sævareid	SQT AS, Stian Hansen	Banjara AS, Vaibhav Bhutori	Omexom Norge, Øyvind Gusland	University of Salford, Manchester UK, Stein Mark	Siemens AS, Lars Tveitan Østfold	Solar Impulse foundation, Léa Andersson	Cityhubs AS, Andreas Teilman	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Citynomadi, Merja Taipaleenmäki
4	1245-1255	Banjara AS, Vaibhav Bhutori	SQT AS, Stian Hansen	ROVEST Cluster, Ovidiu Slimac	Nivel AS, Harald Sævareid	Cityhubs AS, Andreas Teilman	Telia Norge AS, Tom Henriksen og Inger Pettersen	Solar Impulse foundation, Léa Andersson	Sykkelsentralen AS, Halvard Lillevik	Citynomadi, Merja Taipaleenmäki	Siemens AS, Lars Tveitan Østfold	Kobla AS, Jon Magnus Skaret	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann
5	1300-1310	Telia Norge AS, Tom Henriksen	Paxter AS, Thor Øivind Johansen	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Citynomadi, Merja Taipaleenmäki	Nivel AS, Harald Sævareid	SQT AS, Stian Hansen	Banjara AS, Vaibhav Bhutori	Solar Impulse foundation, Léa Andersson	Cityhubs AS, Andreas Teilman	Rhea, Iacopo Testi		Sykkelsentralen AS, Halvard Lillevik
6	1315-1325	SQT AS, Stian Hansen	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Solar Impulse foundation, Léa Andersson	Telia Norge AS, Tom Henriksen	Omexom Norge, Øyvind Gusland	Nivel AS, Harald Sævareid	Fountainhead Projects (Pty)Ltd, Moroka Kaotsane	Banjara AS, Vaibhav Bhutori	Business Finland, Taru Suojaranta	Citynomadi, Merja Taipaleenmäki		
7	1330-1340	Siemens AS, Lars Tveitan Østfold	Solar Impulse foundation, Léa Andersson	SQT AS, Stian Hansen	Paxter AS, Thor Øivind Johansen	ROVEST Cluster, Ovidiu Slimac	OneMed AS, Jan Knoph	Nivel AS, Harald Sævareid	Telia Norge AS, Tom Henriksen	University of Salford, Manchester UK, Stein Mark	Kobla AS, Jon Magnus Skaret		
8	1345-1355	Solar Impulse foundation, Léa Andersson	Fountainhead Projects (Pty)Ltd, Moroka Kaotsane	Cityhubs AS, Andreas Teilman	Business Finland, Taru Suojaranta	Telia Norge AS, Tom Henriksen	Apotek 1 Gruppen AS, Thomas Verket	Paxter AS, Thor Øivind Johansen	Nivel AS, Harald Sævareid	Siemens AS, Lars Tveitan Østfold	SQT AS, Stian Hansen		
Waiting list:		Schenker AS, Peter Stangeland (potential double booking w/Siemens)	Citynomadi, Merja Taipaleenmäki	Citynomadi, Merja Taipaleenmäki	Solar Impulse foundation, Léa Andersson	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Fountainhead Projects (Pty)Ltd, Moroka Kaotsane	Bærum kommune (NO), Ingeborg Briseid Kraft	Business Finland, Katja Eriksen	Nivel AS, Harald Sævareid (8 møter)	Telia Norge AS, Tom Henriksen (8 møter)	Nivel AS, Harald Sævareid (8 møter)	Telia Norge AS, Tom Henriksen (8 møter)
		Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Knowit, Frode Kjos	Kobla AS, Jon Magnus Skaret	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Citynomadi, Merja Taipaleenmäki	Business Finland, Katja Eriksen	Rhea, Iacopo Testi	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann	Telia Norge AS, Tom Henriksen (8 møter)	Solar Impulse foundation, Léa Andersson (8 møter)	Telia Norge AS, Tom Henriksen (8 møter)	
		Citynomadi, Merja Taipaleenmäki	Kobla AS, Jon Magnus Skaret	Banjara AS, Vaibhav Bhutori	Kobla AS, Jon Magnus Skaret		Solar Impulse foundation, Léa Andersson	Citynomadi, Merja Taipaleenmäki	Citynomadi, Merja Taipaleenmäki	Kobla AS, Jon Magnus Skaret	Vediafi Oy, Alex Gyllenbøgel and Ira Ottmann		
		Kobla AS, Jon Magnus Skaret	Cityhubs AS, Andreas Teilman		ROVEST Cluster, Ovidiu Slimac		Rhea, Iacopo Testi	Kobla AS, Jon Magnus Skaret	Kobla AS, Jon Magnus Skaret	Banjara AS, Vaibhav Bhutori			
		Cityhubs AS, Andreas Teilman			Bærum kommune (NO), Ingeborg Briseid Kraft		Citynomadi, Merja Taipaleenmäki	Cityhubs AS, Andreas Teilman	Cityhubs AS, Andreas Teilman	Bærum kommune (NO), Ingeborg Briseid Kraft			
							Kobla AS, Jon Magnus Skaret						

Wrap up from the market dialog april 2021



«sharing examples and inspiring each other is important»

 = IOT device



«Cooperation creates development»



«we are looking for an innovativ partner ...»

«Real CHANGE requires TOGETHERNESS»

«Market dialog is vital, to get feed back»



Ambitious GOALS requires radical ACTIONS

«decouple growth from climate footprint»

- Procurement strategy
- Climate strategy
- Climate budget

JOINT STATEMENT:
 «... we can boost green solutions and trigger developments of green jobs in the Nordic countries. Together we can accelerate the transition towards zero emission loagistics.»

..."but uncomfortable enough to keep us going with full energy!"



