IFPSM
INTERNATIONAL FEDERATION OF PURCHASING & SUPPLY MANAGEMENT

ADACI Associazione Italiana Acquisti e Supply Management

ADACI FORMANAGEMENT

CONVENTION INTERNAZIONALE SUGLI APPALTI PUBBLICI

INTERNATIONAL CONVENTION ON PUBLIC PROCUREMENT

Roma, 6-7 Novembre 2025
Roma Eventi
Centro Conferenze Fontana di Trevi
Piazza della Pilotta, 4 - Roma

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IFPSM Europe - ADACI
International Convention on Public Procurement
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BIP Consulting Group - Value Line Procurement: *How to adopt a circular approach in public procurement: a concrete use case*

Riccardo Bini and Livia Paciorri

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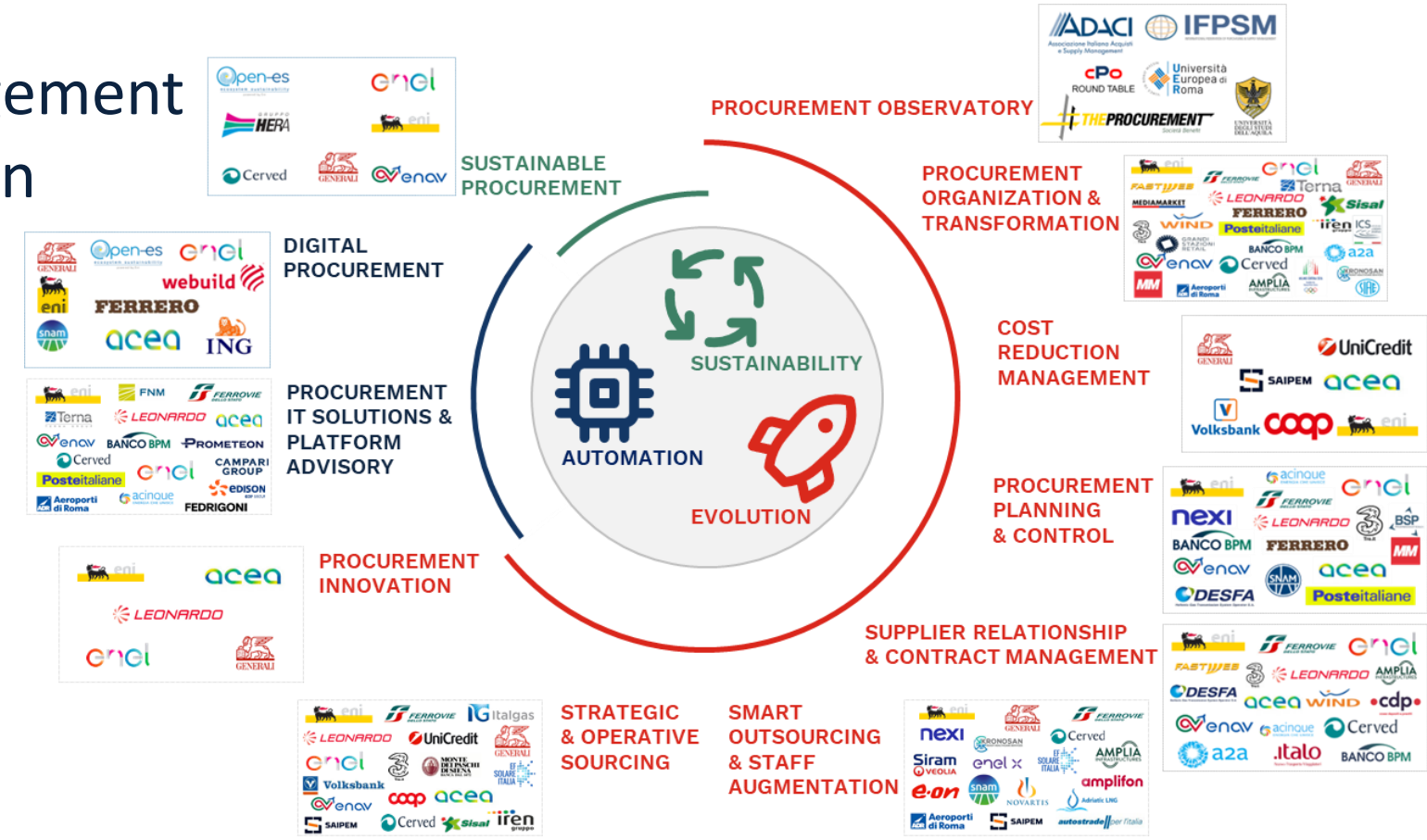
Procurement Strategic Management through Evolution, Automation and Sustainability



Vale proposition

We aim to innovate models, processes, organization and tools of the Purchasing Department and all the areas that directly contribute to consolidate the bargaining power, reduce costs, increase production and sales performance, and create quality and sustainability for the final customer

+40 Bipers

(Rome & Milan office)

All our collegues are skilled on procurement processs with different experiences and level of seniority

+30 SMEs

(Both Companies and Contactors)

Senior expert in procurement operations, purchasing categories & supply markets and legal affairs

+150 projects

(Last 3 years)

Absolutely Cross Industries, pioneers in procurement innovation, protagonists in the main events of the procurement world (for example WPS-World procurement Summit)

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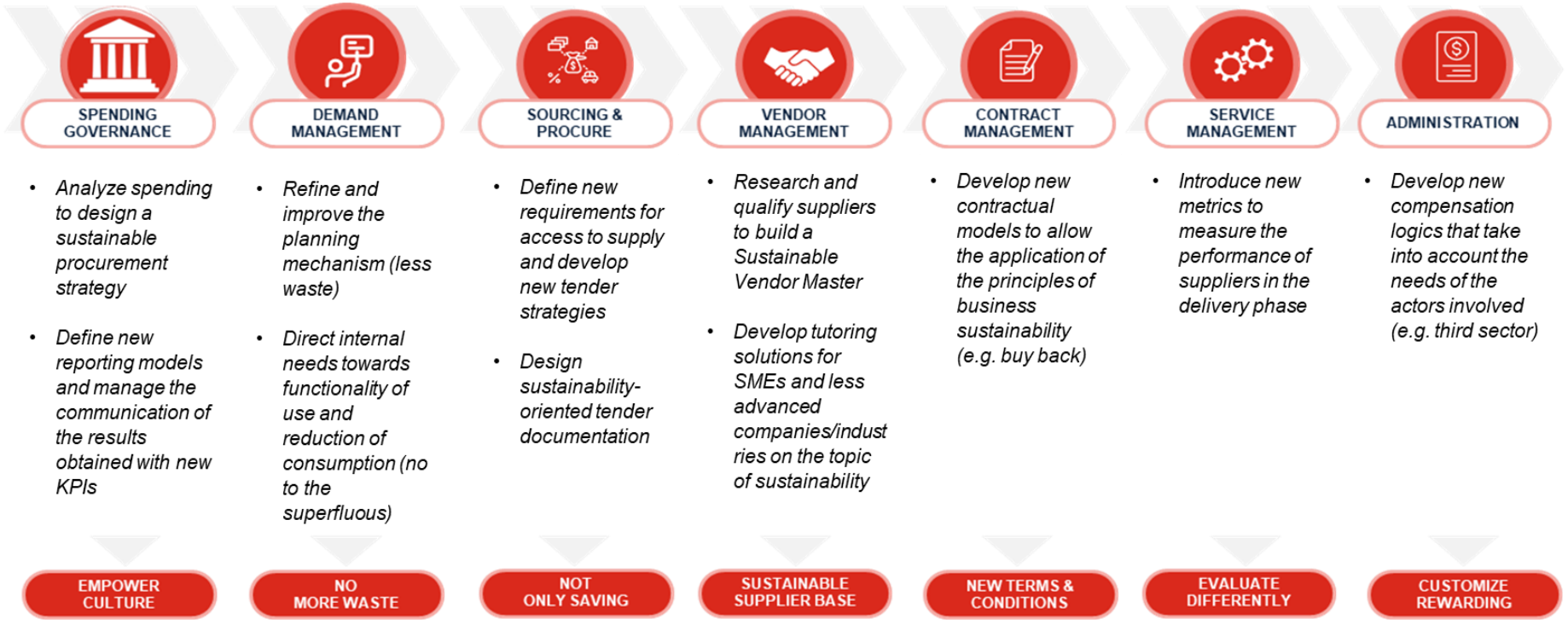
All the companies competing in all the industry are paying more and more attention to the development of a sustainabale business model

Bip VLP Approach

According to our vision, the Procurement Management can and must play a decisive role in the development of a sustainable business model, in all phases of the procurement process, because the CPO has a privileged interlocutory position, towards the inside and the outside of the corporate ecosystem, being central to all functional areas and permeable to the external supply market (suppliers, regulatory bodies, stakeholders).



Italy leading country on circular economy …

The linear economy model envisages that only a small part of the "waste" is reused, recycled or put back on the market, and is beginning to highlight its limits of sustainability in the medium to long term.

- The circular economy is a concrete alternative and allows products and materials to be kept within the value chain for a longer period (**end-of-life extension**)
- In the circular economy, products are part of an integrated business model, **competition between suppliers is based on the creation of the added value that a product can guarantee over time and not only on the value of its immediate sale**
- **Products become assets** of the buyer/user company, and extended producer responsibility drives the longevity of the product, its reuse, its repairability, and recyclability

…a new challenge for CPOs: implementing a Circular Procurement strategy

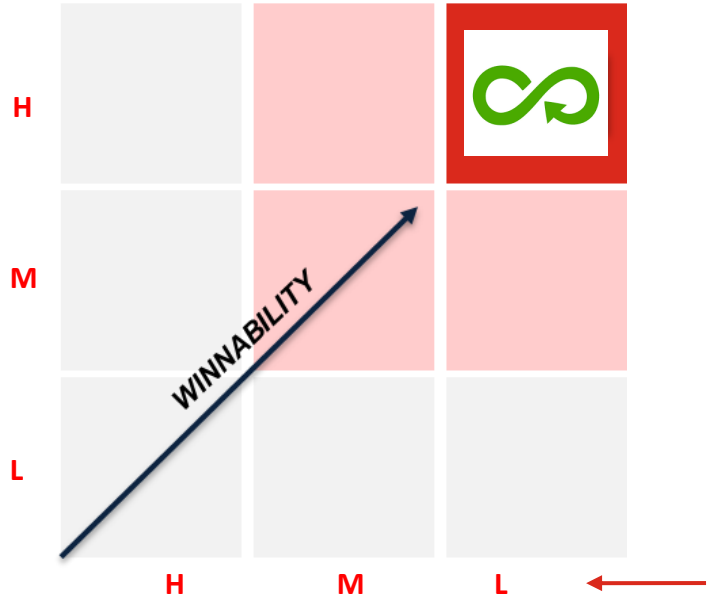
… converting Kraljic Matrix to Circular Procurement

What we do:

An analysis of the spending that classifies the most relevant categories based on their "attitude" to circularity allows to identify the categories on which to activate circular procurement initiatives with an high probability of success

D1 – IMPACT ON CE guidelines

This driver measures by type of supply, work or service, the component potentially subject to interventions in a Circular Economy perspective based on the specific characteristics of each category.

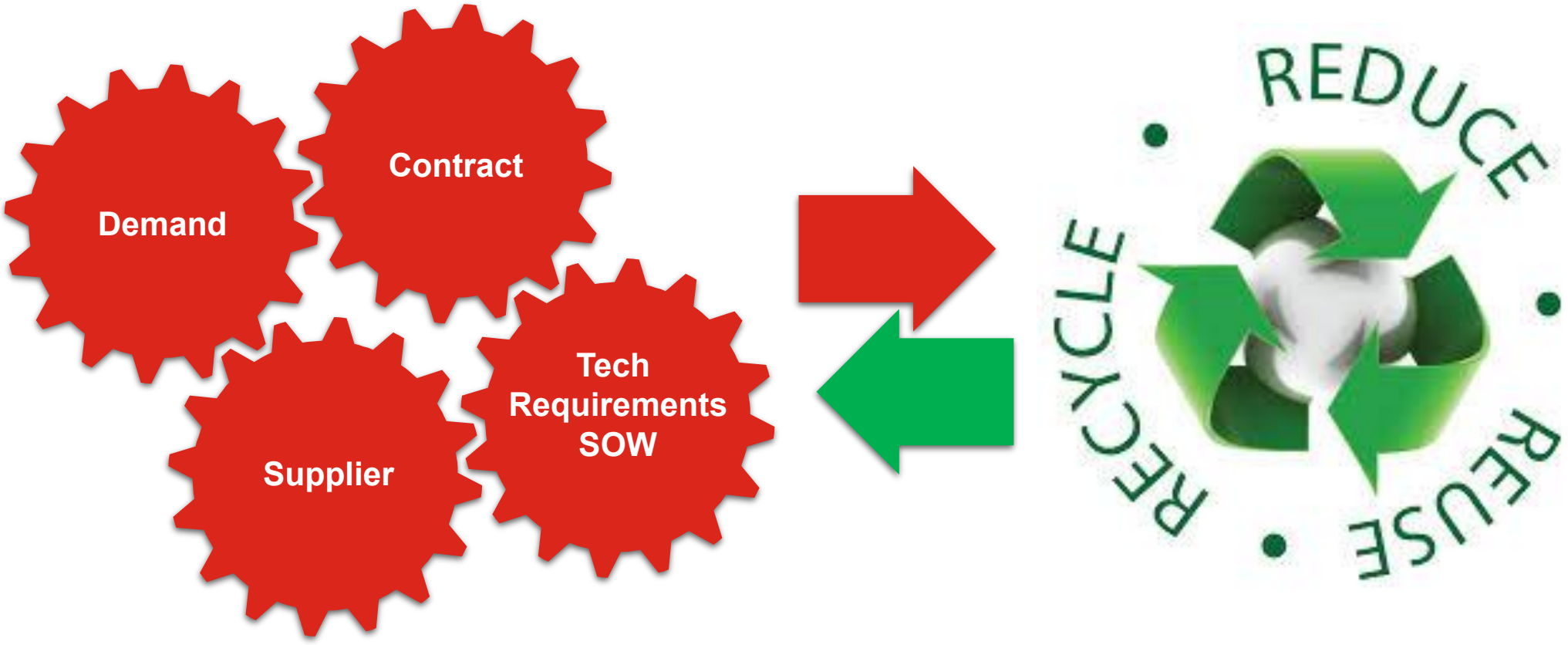


This driver identifies the difficulty in implementing Circular Economy interventions with reference to the level of maturity of the markets, the attitude of the internal customer, the size of the investments, etc.

D2 – ADOPTION COMPLEXITY

How to align sourcing to CE

An effective approach to the supply market from a circular perspective requires the right mix between the Procurement Management Levers and the 3Rs of the Circular Economy



MATCH&FIT “4 PROCUREMENT LEVERS * 3 CE Guidelines”

What we do:

To define the interventions on the identified purchasing categories, Bip proposes to use the “Procurement levers/CE-guideline Matrix”, a proprietary tool that allows an effective MATCH&FIT action to quickly identify the declination of the actions to be undertaken

CE Guidelines / Proc.nt Levers	Reduce	Reuse	Recycle
Demand	More accurate planning and waste reduction	Repair VS Buy new one	Give priority to recyclable and/or recycled material
SOW - Technical Requirements	Qualitative and quantitative sizing and orientation towards functionality of use (no superfluous)	Adoption of Design to reuse logics	Adoption of Design to recycle logics
Supplier	Choice of suppliers committed to reducing consumption and environmental impact	Choise of suppliers committed in Lyfe Cycle Extension Programs for their assets	Choise of suppliers with proven involvement in raw material recycling
Contract	Pay per use orientation	Require guarantees on the reuse of components	Insert sell back and or buy back clauses

Bip VLP first mover for Circular Procurement in Public Sector: a concrete use case @ Multiutilities Company

Results:

Spending Analysis allowing the client to identify the percentage of purchased already covered with a CE approach

Detected +10 purchasing categories on which implement further CP initiatives

CIRCULAR CONSTRUCTION SITE

The CIRCULAR CONSTRUCTION SITE initiative includes all the works and materials used for the execution of interventions and civil works functional to the restoration/construction of distribution networks bot for energy and water. In particular, the use of vehicles, the use of tools and equipments, the management of excavated earth, the management of scraps as well as the disposal/reuse of other construction site elements (such as nets, signage, lighting, etc.) are included.

PLANT CUTTING CLOSED TO ELECTRICAL LINES

With reference to the service of cutting plants to free the power lines, branches and trunks are cut and taken to public landfills, or left on site, with the risk of fire and waste of material with a high potential for reuse and recycling.

Play Bip Match&Fit Matrix

CIRCULAR CONSTRUCTION SITE

	Reduce	Reuse	Recycle
Demand	**In the Design phase, use digital technologies to reduce staff travel and optimize data acquisition for better planning and sizing of the intervention (e.g. virtual site visit)**	Reuse, where possible, excavated gravel, relining technology to repair pipelines, etc.	Give priority to recyclable and/or recycled material
SOW - Technical Requirements	Ask for use of materials packaged in such a way as to reduce waste (e.g. transition from "pre-cut" to "to be cut to size" on site)	**Ask for design to reuse logics both in the commisioning and decommissiong of the construction site (ex. leave prefabricated building box to the local communities)**	Ask for design to recicle logics during service delivery
Supplier	Prefer suppliers who guarantee the use of operational solutions aimed at reducing consumption and environmental impact (e.g. LED site lighting, use of methane generators, use of electric tools, etc.)	Prefer suppliers who certify the application of material reuse logics (e.g. refurbished tools, sharing of construction site vehicles, optimized waste management, etc.)	**Prefer suppliers who certify the application of material recycling logics (e.g. delivery to certified collection centers for the recycling of plastic materials, etc.)**
Contract	**Introduce rewarding logics for the Supplier's in the event of a reduction in consumption and waste**	Require guarantees on the reuse of components	**Insert sell back and or buy back clauses**

Play Bip Match&Fit Matrix

PLANT CUTTING CLOSED TO ELECTRICAL LINES

Plant cutting closed to electrical lines	Reduce	Reuse	Recycle
Demand	**Rationalize the areas impacted in order to reduce green cutting (e.g. new paths, underground cables, etc.)**	Explore alternative uses of felled plants (e.g. fence posts, electrification, insulating panels, construction site planks, etc.)	Explore alternative uses of the felled plants with other BUs (e.g. wood chips for biomass, pellets for domestic heating, etc.)
SOW - Technical Requirements	**Design of the service aimed at reducing the felling of plants and the preservation of protected species (ex. specialized training for staff)**	Design of the service aimed at the reuse of felled plants (e.g. cutting measures)	Request that the cutting service be carried out using recyclable technologies and materials (e.g. power tools, low-CO2 emission means of transport, metal fuel tanks, etc.)
Supplier	Favor the choice of suppliers who guarantee the use of low-consumption tools	Prioritise the choice of suppliers who ensure an integrated service for the recovery and reuse of felled plants in Client value chain	**Favor the choice of suppliers who ensure an integrated service for the recycling (ex. wood chips for biomass, pellets for domestic heating, etc.)**
Contract	**Bonus-malus logics related to cutting performance (e.g. respect for protected plants, containment of destructive interventions, etc.)**	Sell-back contracts for poles or other uses in the area	Contracts that provide integrated services for the recycling of felled plants (e.g. consortium)