

# 12<sup>th</sup> UIC Sustainability Conference



## Green Procurement: a Policy of services and products in Trenitalia

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# Who we are?



- 270 million train\*Kms
- 6,500 Passenger Trains per day
- 430 Freight Trains per day
- 1.5 million passenger every day
- 130,000 tons of freight traffic every day
- 36,700 employee
- Annual revenue base of € 5.7 Billion



# Trenitalia green policy



L'Amministratore Delegato

COMUNICAZIONE ORGANIZZATIVA n.350.1/AD del 23 nov 2011

"Politica ambientale di Trenitalia"

Trenitalia assicura il servizio di trasporto di persone e merci attraverso il paese avvalendosi del mezzo più ecocompatibile: il treno.



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***“Responsabilizzare i propri fornitori  
in direzione delle ragioni dell’ambiente  
tramite vincoli contrattuali utilizzando requisiti ambientali nell’acquisto e approvvigionamento  
di materiali, prodotti, servizi o asset societari.”***

**“Make suppliers responsible towards environment issues through contractual constraints  
by using green requirements in procurement and supply of materials, products, services  
or company assets.”**

# Green Purchasing policy



COMUNICAZIONE ORGANIZZATIVA n. 335.3/DACQ del 2011  
Istruzione Operativa Gestione Attività Negoziale

La presente Comunicazione Organizzativa, che definisce le responsabilità, i ruoli e le attività relativi alla gestione dell'attività negoziale di Trenitalia, aggiorna e sostituisce la CO 335.2/DACQ del 30 nov 2010.

La procedura rientra nelle Istruzioni Operative collegate alla Procedura Acquisti.

Tiziana Perfetti

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*“In linea con la Politica Ambientale del Gruppo FS e con la Dichiarazione UIC sul trasporto e la mobilità sostenibile, sottoscritta da FS nel dicembre 2010, ed in attuazione della CO n.350.1/AD del 23.11.2011 ...omissis... particolare attenzione deve essere rivolta all'introduzione, nella procedura di affidamento, dei fattori ambientali ...omissis...per ogni prodotto/servizio dovranno essere presi in esame i principali aspetti ambientali connessi alla sua realizzazione, utilizzo, smaltimento, recupero e riciclaggio...omissis...”*

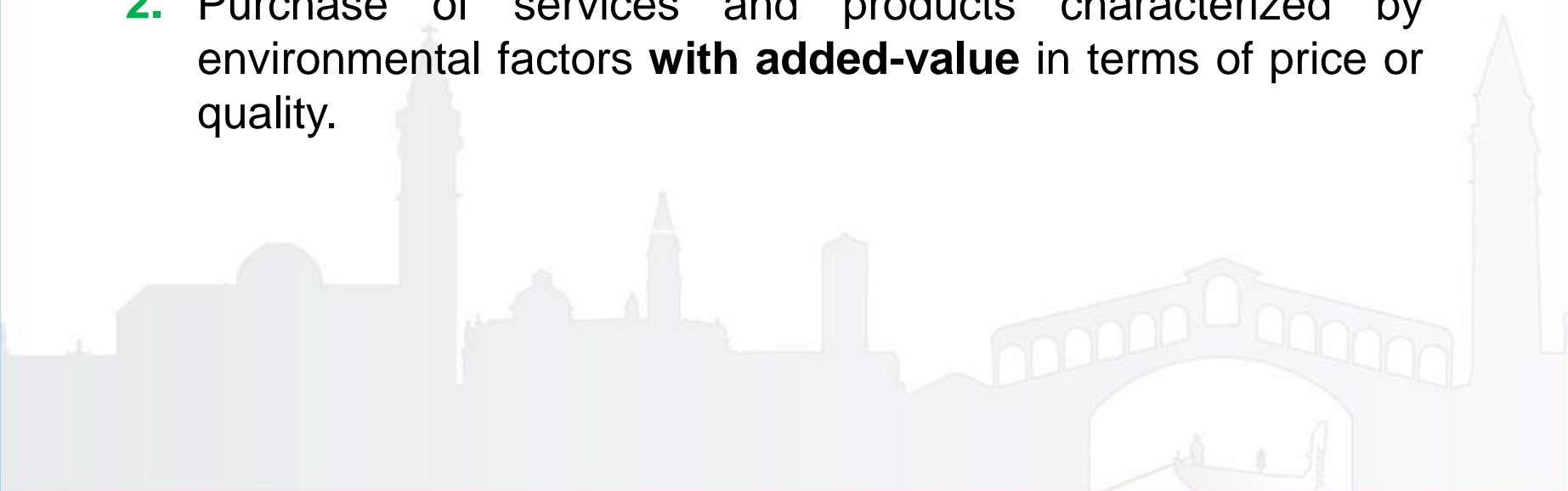
**In accordance with FS Environmental Policy and with UIC Declaration on sustainable mobility and transport - undersigned by FS in December 2010 - and in implementing the CO n.350.1/AD dated 23.11.2011 ...omissis... great effort should be put in including environmental factors within current purchasing procedures...omissis ...for each product and service, the main environmental aspects involved in their production/carrying out, use, disposal, reuse and recycling should be carefully evaluated...omissis...”**

# Action plan

Introduction of green purchasing criteria according to two priorities:



1. Purchase of **strategic** services and products, in order to give value to environmental aspects.
2. Purchase of services and products characterized by environmental factors **with added-value** in terms of price or quality.



# Green Procurement examples



## ▷ Strategic

**cleaning services for high speed rolling stock fleet and relative maintenance sites**

✓ *Mandatory requirements:*

- Supplier with ISO 14.001 certification
- Implementation of on-board separate waste collection

✓ *Evaluation criteria:*

- use of eco-compatible products
- use of high-efficiency machineries



## ▷ With added-value

**Supply of travel tickets printed on FSC paper**

✓ *Mandatory requirements:*

- Supplier with ISO 14.001 certification
- Supplier with FSC certification



Il marchio della gestione forestale responsabile



# Tools



1

## **supplier selection**

asking for ISO 14001 environmental certification

2

## **green requirements**

both “mandatory” and “rewarding”

3

## **new supplier scouting**

through Trenitalia Purchasing Portal

[www.acquistionline.trenitalia.it](http://www.acquistionline.trenitalia.it)

# Current constraints



## Rules constraints

Art. 68 c.2 of D.Lgs.163/2006

“Technical sheets must allow equal admittance for bidders and must not create undue barriers hindering public contracts opening to competition”.

Art. 68 c. 9 of D.Lgs.163/2006

“Contracting authorities, in assigning environmental goals in terms of performances or functional requirements can use detailed technical sheets only if a) they are suitable to supplies and services as objects of the tender/contract ...omissis... d) they are available to all competitors.”

## Suppliers' constraints

Need for more suppliers able to satisfy environmental requirements.



# Highlights

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