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

“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

“In line with the Environmental Policy of FS Group and with the 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, great effort should be put in including environmental factors within current purchasing procedures for each product and service, the main environmental aspects involved in their production/carrying out, use, disposal, reuse and recycling should be carefully evaluated.”
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
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

- Green market maturity
- Compliance with normative rules
- Definition of non-discriminatory requirements
- Green purchasing growth
- Competition