

## SHORT SUMMARY

**Organisation:** Municipality of Enschede, [www.enschede.nl](http://www.enschede.nl)

**Contact persons:** Pascal Wijnia (Facilities Adviser/Contract Manager), [LinkedIn](#)  
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**Product & sector:** Hot and cold drinks services | **Country:** The Netherlands



# Circular coffee Municipality of Enschede



*The municipality receives first class coffee based on circular principles for the same budget.*

Following an inspiring presentation by the Foundation for Circular Economy at the Facilities Trade Fair in Den Bosch in 2016, the Municipality of Enschede put the tender for coffee on immediate hold. A circular tender was used instead.

### Project description

The municipality of Enschede is using a circular tender for its hot and cold drinks services in accordance with Rapid Circular Contracting (RCC). The municipality wants to use this methodology to challenge partners to devise new solutions and business models that are responsible in terms of the circular economy. The municipality considers it important that the market parties continue to stimulate innovation during the term and that they can introduce a modern form of contract management.

### Approach

The Municipality of Enschede also buys hot and cold drinks for the Municipality of Losser and for tenants of the municipal buildings.

Four ambitions and a ceiling amount formed the starting point for the tender. The municipality issued a call for tenders, in which suppliers were given maximum space for quality. No points could be earned regarding price. The municipality organised a market day and concluded the selection phase with a taste test among the three highest scoring parties. The mark obtained by the winning party was the starting point for the coming six years. The supplier guarantees high customer satisfaction, based on their submitted action plan. The proactive media approach resulted in a high turnout on the market day. Not only were tender managers in the room, the decision-makers were there too. This resulted in parties forming consortia during the market day.



## FACTS & FIGURES

- > **Number of FTEs:** 1,850 (Municipalities of Enschede and Losser, excluding tenants and participants)
- > **Tender volume:** 2,400,000 drinks annually
- > **Contract volume:** € 285,000 per year
- > Tender via Negometrix

## Results

Enschede is the first Dutch municipality that has issued a circular tender for the hot and cold drinks services. Douwe Egberts won the tender; the details of the contract are currently (mid-March/April 2017) being drawn up. The municipality receives first class, 'circular' coffee for the same price as before.

*"Functional specification is a fantastic discovery."*

Pascal Wijnia, Facilities Adviser/Contract Manager, Municipality of Enschede

The coffee grounds are collected separately and are put to high-grade use by employees from Sheltered Employment. The machines are sent to a local repair shop after 6 to 8 years, where they are used in such things as sports hall canteens. This approach, in which a national party takes care of the regional repair and reuse process, can be scaled-up easily.

## Lessons learned

- The large size of the contract appeared to be difficult for the smaller parties.
- Ensure that as many people as possible can do the taste test and hold these at different locations.
- First look for the main hurdles, turn these into challenges and then translate them into ambitions.
- Let go of the past.
- Circular tenders are a lesson in letting go. It is all about providing employees with good coffee. How that happens is up to the market.
- Uses the market's expertise. The market is the specialist, the municipality is the generalist.
- There was broad support for the pilot from the facilities department, the alderman and the communications and sustainability departments. This resulted in a quick decision-making process.

## About REBus and the Green Deal on Circular Procurement

The Green Deal on Circular Procurement (GDCP) is an initiative of MVO Nederland (CSR Netherlands), NEVI, Central government, Duurzame Leverancier, PIANOo, Kirkman Company and Circle Economy. Various pilots originating from GDCP are partly financed by the European REBus project, implemented in the Netherlands by Rijkswaterstaat (Directorate-General for Public Works and Water Management). They are working together to support businesses and government organisations in their circular procurement ambitions.

### Contact information

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**Partners:** Foundation for Circular Economy | REBus | Douwe Egberts

**Relevant links & documents:** [Explanation Rapid Circular Contracting](#) | [Case study tender](#)

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