

SHORT SUMMARY

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Office furnishing ProRail traffic control post



Payment for use of the flooring including maintenance was well-received.

The opening of the ProRail Utrecht traffic control post in 2015 provided two fantastic circular economy showpieces.

Project description

The project comprised two pilots: flooring and furniture for the new ProRail Utrecht traffic control post (VL-post). The flooring will be given a new use after ten years. Existing furniture will also be refurbished and a return guarantee applies to the new furniture. The aim of the pilots is mainly to gain experience with circular business models, as a first step towards circular business operations.

Approach

Sustainable rail is one of ProRail's strategic objectives. That is why ProRail said 'yes' in March 2013 to the request to act as pilot location for the Central government and the REBus project. Initially, there was no ambition in the

area of circularity within the Facilities Services department or ProRail company-wide. ProRail was working on a Sustainable Rail vision, in collaboration with a number of rail parties. The flooring and furniture pilots started with a market consultation and dialogue rounds with the suppliers. This enabled the call for tenders to be firmed up and a standard procurement procedure to be followed. The VL-post was opened in Utrecht in June 2015. A circular ambition has now been included in the long-term sustainability plan: at least 10% of the materials need to be available for reuse following disassembly.



FACTS & FIGURES

Number of employees: approximately 4,000

Volume contract:

- > office furniture for the 4,500 m² building
- > flooring for 514 m²

Contract form:

- > flooring: 10-year performance and maintenance contract
- > office design: one-off investment with return guarantee

Global budget: € 25,000 for flooring and € 350,000 office furnishing

Results

ProRail has a ten-year performance and maintenance contract with Desso for the flooring. Using maintenance, the supplier ensures that the carpet is still of good quality after ten years and is given a new lease of life. Its use will be determined later.

There is a learning curve in the contract. Each year the latest trends and innovations are examined.

“For Circular Procurement you need daring, positive energy and persistence.”

Geerke Versteeg, Project Leader Facilities furnishing & circular pilot projects

Ultimately, no long-term contract was signed for the furniture. This was mainly because this is not a homogeneous product like flooring. The furniture was purchased as a one-off at Ahrend and the existing furniture was refurbished and reused. Circular choices were made, however. A safeguard was included

within the contract management that the furniture would return to the cycle at the end of the use period, in a way that is most appropriate at that time.

Lessons learned

- The organisation's ambition and vision for circular procurement must be clear in advance.
- An intensive dialogue with suppliers is extremely important. On the one hand to ascertain, for example, which business models are possible and on the other to obtain mutual understanding.
- The payment for use including maintenance for the flooring was well-received. ProRail did face several issues regarding this:
 - For lease there is an extra link in between, such as a bank.
 - A lump sum payment is actually a disguised advanced payment. You lose any leverage if the supplier fails to perform. ProRail chose to pay a large initial instalment and then progressively smaller amounts to make the level of pre-financing acceptable for the supplier.

About REBus and the Green Deal on Circular Procurement

The Green Deal on Circular Procurement (GDGP) is an initiative of MVO Nederland (CSR Netherlands), NEVI, Central government, Duurzame Leverancier, PIANOo, Kirkman Company and Circle Economy. Various pilots originating from GDGP 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: Desso (flooring) | Ahrend (office furnishing)

Relevant links & documents: [Summary of lessons learned, report of pilots CI office furnishing](#) | [Complete report of lessons learned of pilots CI office furnishing](#) | [Article REBus](#) | [REBus Case Study](#) | [Project film construction NVLU](#)

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