

# Innovative Procurement of Passive Houses

Eco-buildings  
9-11 September, 2009  
Växjö, Sweden



# High Ambitions!



View from the top floor of Sweden's highest passive houses made of wood

# Development of the Passive House Concept



Individual Enthusiasts  
*- The architects wet dream*



Early projects (Proof of concept)  
*- With societal/research support*



Industrial scale  
*- With "internal" procurement efforts*



**Public Procurement Act ?**

# The Public Procurement Act

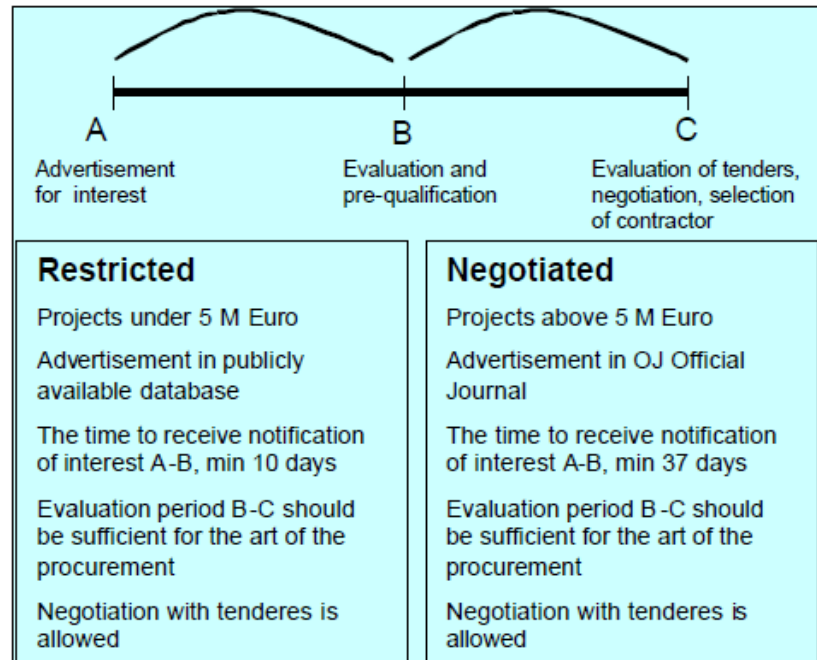
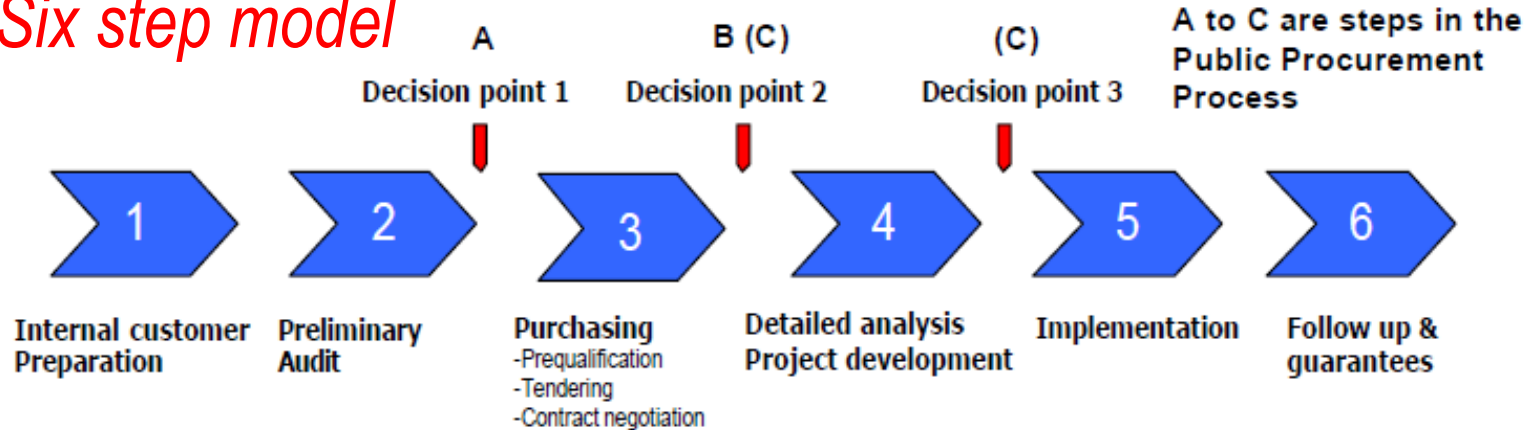
- Not always easy to understand and interpret
- “Surrounded” with prejudices and rumours
  - “I can only buy at the lowest price, everything else is against the roles....., so how can I....”*
- Transparency, Non Discrimination, Equal Competition
- Restricted and negotiated procedures can be very usable, But...keep track of your own objectives



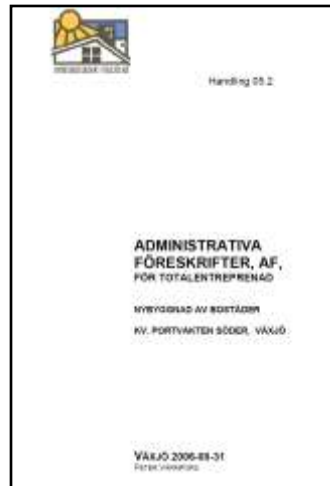
**sesac**  
Sustainable  
Energy Systems  
in Advanced Cities

# Negotiated Procedure

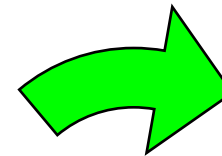
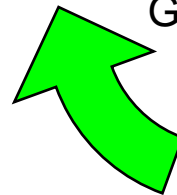
- *Six step model*



# Method & results:



NCC  
Hard work!  
Grate learning!  
Hyresbostäder  
Sesac - ESS



The analysis of the Swedish (LOI) Public Procurement Act, and the feedback given from other public bodies in Sweden, give us reason to propose a widening of the RFQ and contractual tools used by the entire KFAB group. The currently most used model, Open Procedure, can in several cases be substituted by Chapter 6; Restricted Procedure or Chapter 3; Negotiated Procedure. If the contractual value is under the threshold, 5 Million Euro can Restricted Procedure be used, if higher, must Negotiated procedure be used. The legal basis for usage of Negotiated Procedure can specifically be found in Chapter 3 § 14.2.



## Enhancement of state art:

- **Hyresbostäder** Initially very interested but insecure about how to proceed with procurement and practical work

*“2006 Hyresbostäder started a process to erect buildings that never has been erected before, and procuring them in a way not being used before.., 2009 Hyresbostäder and their proactive work is used as the shining example within the VKAB real estate portfolio*

- **NCC** Initially interested but somewhat reluctant in 2006

*“In 2008 NCC started developing a new concept of low energy houses, based on the passive house criteria's, and are 2009 offering it all over Sweden”*