

# Introduction to Sustainable Procurement

Opportunities for local government  
action



SUSTAINABLE  
PURCHASING  
LEADERSHIP  
COUNCIL





SPLC leads a global community of public and private purchasers, suppliers, advocates, and experts dedicated to driving positive impact through the power of procurement.

***Powering Procurement for Good***

# SPLC's Broad Membership Coalition

A membership of

**180+**

**Distinguished  
Organizations**

Leveraging

**\$800B**

in annual  
**purchasing  
power**

**Multi-stakeholder**

membership  
including Fortune 500s,  
government, higher education,  
and specialized non-profits

Working together to

**align and  
aggregate**

procurement demand for  
environmentally, socially,  
economically sustainable  
products, services and supply  
chains



# Today's agenda

- Baseline definitions
- Importance of taking a program approach
- Local government examples

A person is sitting at a desk in an office environment. Their hands are raised and gesturing, with fingers slightly curled. In the background, a laptop is open on the desk, displaying a website with various colored blocks. A smartphone is lying flat on a piece of paper in the foreground. The scene is softly lit, and the background is slightly out of focus.

# Baseline definitions

**HEALTHY**

**COMMUNITY**

**ECONOMY**

**ENVIRONMENT**

**FOR EVERYONE**

**FOREVER**

*Procurement that...*

- ✓ *achieves value for money.*
- ✓ *strengthens the organization.*

CONVENTIONAL  
PROCUREMENT

*Procurement that...*

- ✓ *achieves value for money.*
- ✓ *strengthens the organization.*
- ✓ *strengthens the **economy**.*
- ✓ *strengthens **society**.*
- ✓ *strengthens the **environment**.*

CONVENTIONAL  
PROCUREMENT

SUSTAINABLE  
PROCUREMENT



# Sustainable Procurement

*Procurement that...*

- ✓ *achieves value for money.*
- ✓ *strengthens the organization.*
- ✓ *strengthens the **environment**.*
- ✓ *strengthens **society**.*
- ✓ *strengthens the **economy**.*

*Sustainable Purchasing*

CONVENTIONAL  
PROCUREMENT

SUSTAINABLE  
PROCUREMENT

*Responsible Sourcing*

*Responsible Supply Chain*

*Supply Chain Sustainability*

# Sustainable Procurement

Purchasing in ways that intentionally strengthen our...

## Environment

- Climate protection
- Pollution prevention
- Waste reduction
- Resource efficiency
- Habitat preservation
- Air and water quality

## Society

- Health + Safety
- Equal opportunity
- Fair wages
- Employee training
- Workers rights
- No forced labor

## Economy

- Supplier diversity
- Small business
- Local jobs
- Fair competition
- Transparency
- Innovation
- Corruption-free

# Benefits to the organization

## Tangible

- + Process efficiency
- + Innovation
- + Performance tracking
- Regulatory burden
- Costs

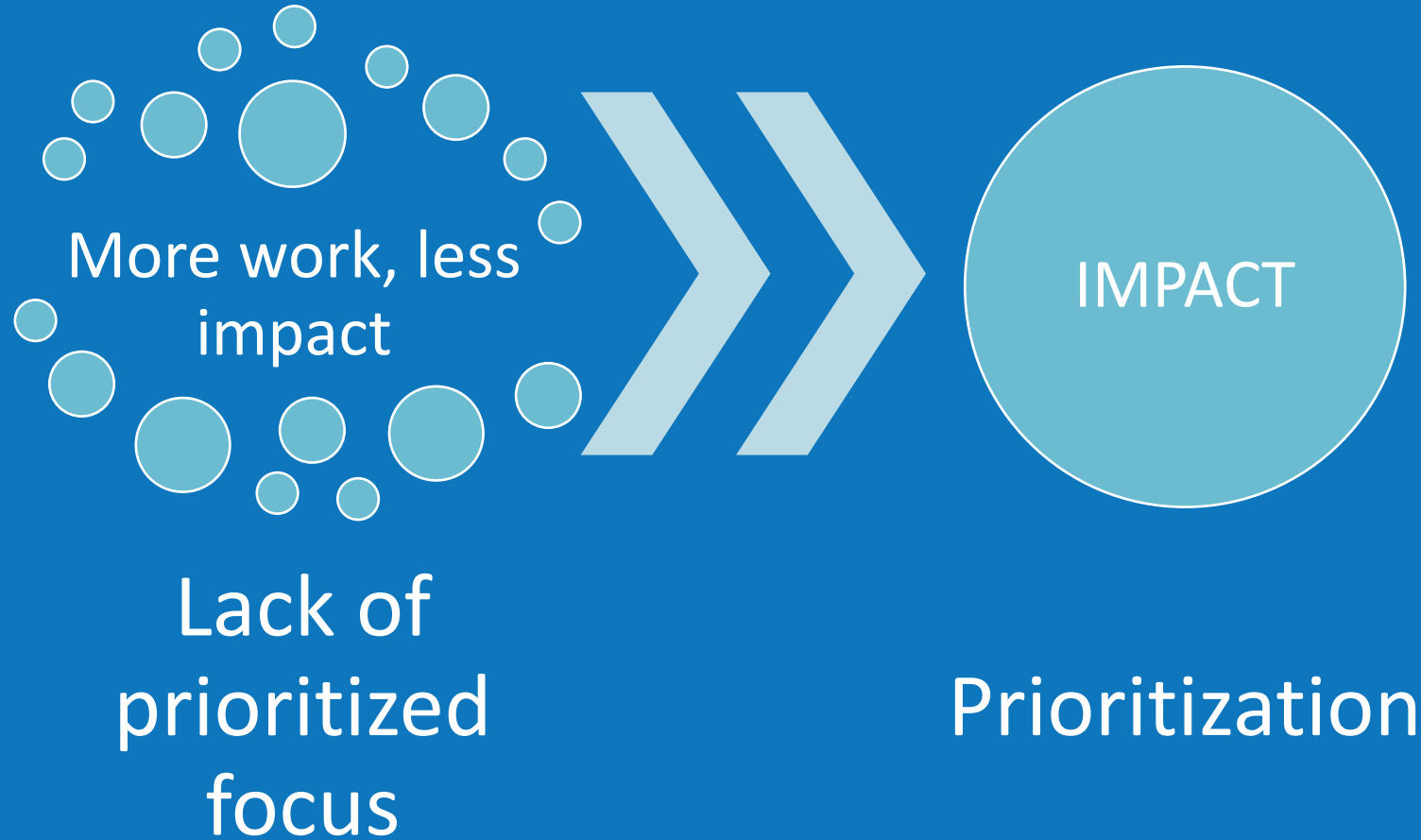
## Intangible

- + Supplier relationships
- + Brand value
- + Customer satisfaction
- + Employee satisfaction
- + Investor visibility
- Business risk

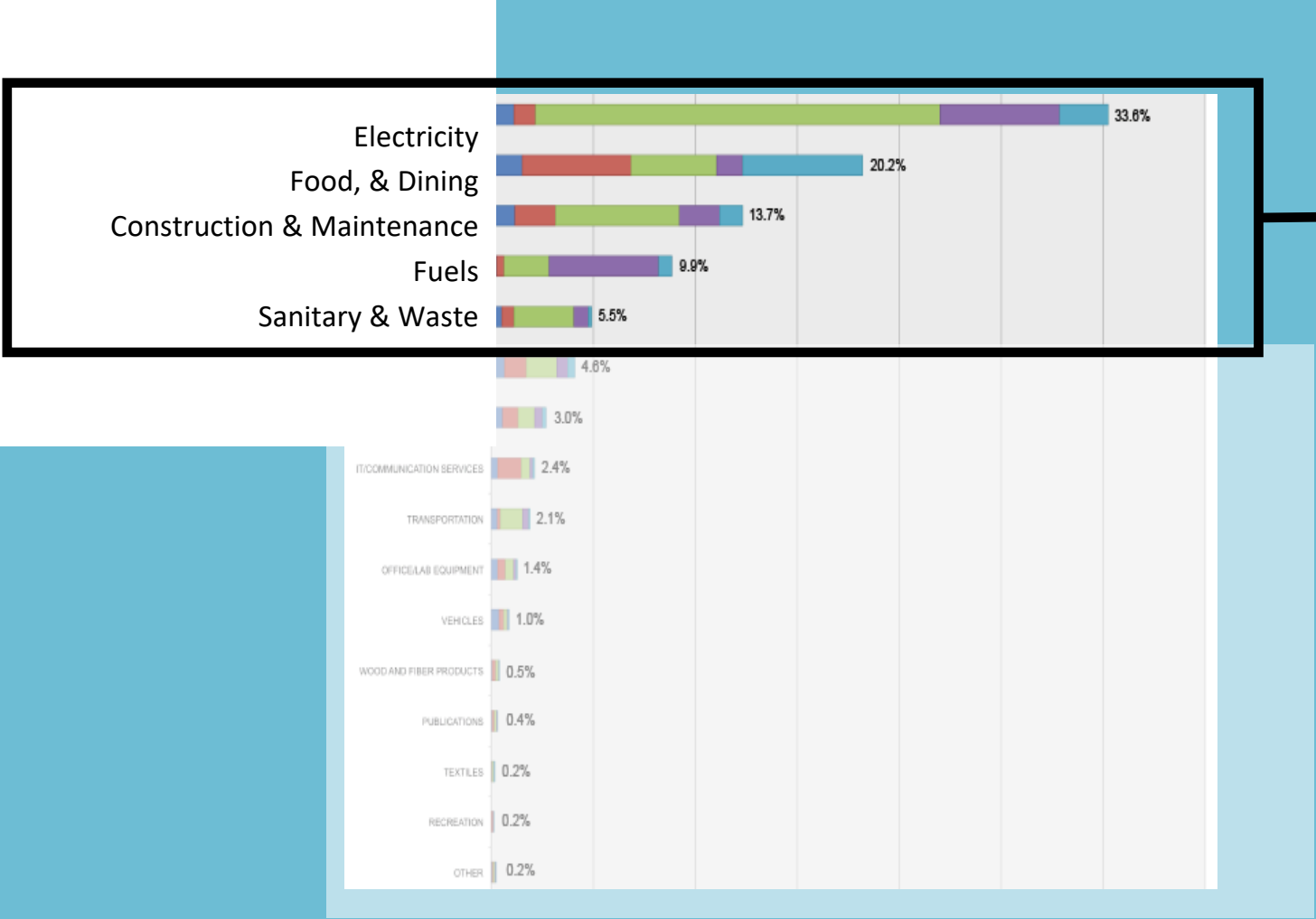
**Taking a program approach**



# Opportunistic Activity vs. Prioritized Strategic Program



# Prioritization Pilot: Environmental Impacts of Higher Education Spend



**5** purchasing categories

**64%** of total spending

**83%** of estimated impacts

**Insight:** Analysis and prioritization sharpens focus and reduces complexity

# Strategic Program Approach



# Benefits of a program approach

Individual activities	With a strategic program
Silos	Cross-functional collaboration
Efforts are less impactful	Efforts are focused on high impact opportunities
Evidence of benefits is anecdotal	Benefits are tracked, aggregated and reported
No authority to prioritize related activities	“Permission” and inspiration to participate



A person is sitting at a desk, gesturing with their hands while speaking. In the background, a laptop is open, displaying a website with various blue and white elements. A smartphone is lying on the desk in the foreground. The scene is set in an office or meeting environment.

## Local government examples

# City of Portland

- **Formal commitment:** [Sustainable Procurement Policy](#) in place since 2003, most recent amendment in 2022
- **Holistic approach:** Program addresses environmental, social, and economic impacts
- **Staff:** 1 dedicated FTE in Procurement, plus collaboration with related departments
- **Alignments:** Connects to other City programs/policies (e.g. climate; equity, diversity, and inclusion; green building)

In every purchase, the City is a force for good. We think holistically and act responsibly. We advance equity, environmental protection, community health, and market transformation.

# Alameda County

- **Formal commitment:** [Environmentally Preferable Purchasing Policy](#) place since 2011, Procurement directly contributes to the goals set forth in the Climate Action Plan
- **Holistic approach:** Program focuses on county priorities of GHG reduction and healthy, resilient communities
- **Staff:** 2 dedicated FTE in Sustainability in partnership with Procurement, plus collaboration with related departments
- **Alignments:** Connects to MANY related County programs/policies

The County's purchase of good and services protects the climate and supports a healthy community.