



Developing a structured approach to strategic procurement at Southeast Norway Health Region



Public Procurement Principle: **Balance**



Procurement Stage: **Pre-tendering, tendering**



Audience: **Policy maker, Procuring entity**

Description

The Southeast Norway Health Region is the largest of four health regions in Norway. It covers 56% of Norway's population, providing healthcare for 2.7 million people. Norway developed the Win-Win programme to ensure that the EUR 8 billion spent each year on healthcare was targeted at environmentally sustainable products and suppliers that upheld fair working conditions.

Sustainable procurement began from the bottom up in the Southeast Norway Health Region, with a focus on socially responsible procurement of individual products. These first experiments proved that sustainable public procurement was possible and beneficial, and these examples were used to build the business case for the broader use of strategic procurement. Officials analysed between 60 and 100 procurement categories. In doing so, these officials used a specifically designed input-output methodology to identify products and services with significant potential for carbon savings through sustainable procurement. The aim was to achieve practical sustainable procurement that was knowledge-based and grounded in evidence.

The Southeast Norway Health Region also takes an active role in ensuring acceptable working conditions and human rights for labour in their supply chain. This involves visits and inspections at factories. Results from the due diligence conducted include a reduction in working hours for staff at an Indian textile factory, and much improved conditions for workers in a medical glove factory in Malaysia. The Malaysian workers had previously had their passports removed, had received low wages and had worked in poor conditions.

Source: OECD (2019), [Public Procurement in Germany: Strategic Dimensions for Well-being and Growth](#), OECD Publishing, Paris