

FIRST DANISH PHARMACEUTICAL TENDER WITH ENVIRONMENTAL CRITERIA

A FOUNDATION FOR FUTURE TENDERING PROCEDURES WITH ENVIRONMENTAL CRITERIA

WHAT DID WE DO?

- The Danish procurement organization Amgros I/S procures 99% of the pharmaceuticals used at public hospitals.
- During Q2-Q3 2021, Amgros organized the first national pilot tendering procedure for medicines in which the environment was an important award criterion along with price.
- The pilot tendering procedure was limited to the hormonal therapeutic area.

WHY DID WE DO IT?

- To gain knowledge and experience about planning and executing future tenders with environmental criteria.
- To make a mark on the sustainability agenda regarding medicines – both nationally and internationally.
- To increase the amount of sustainable and environmentally friendly medicines.

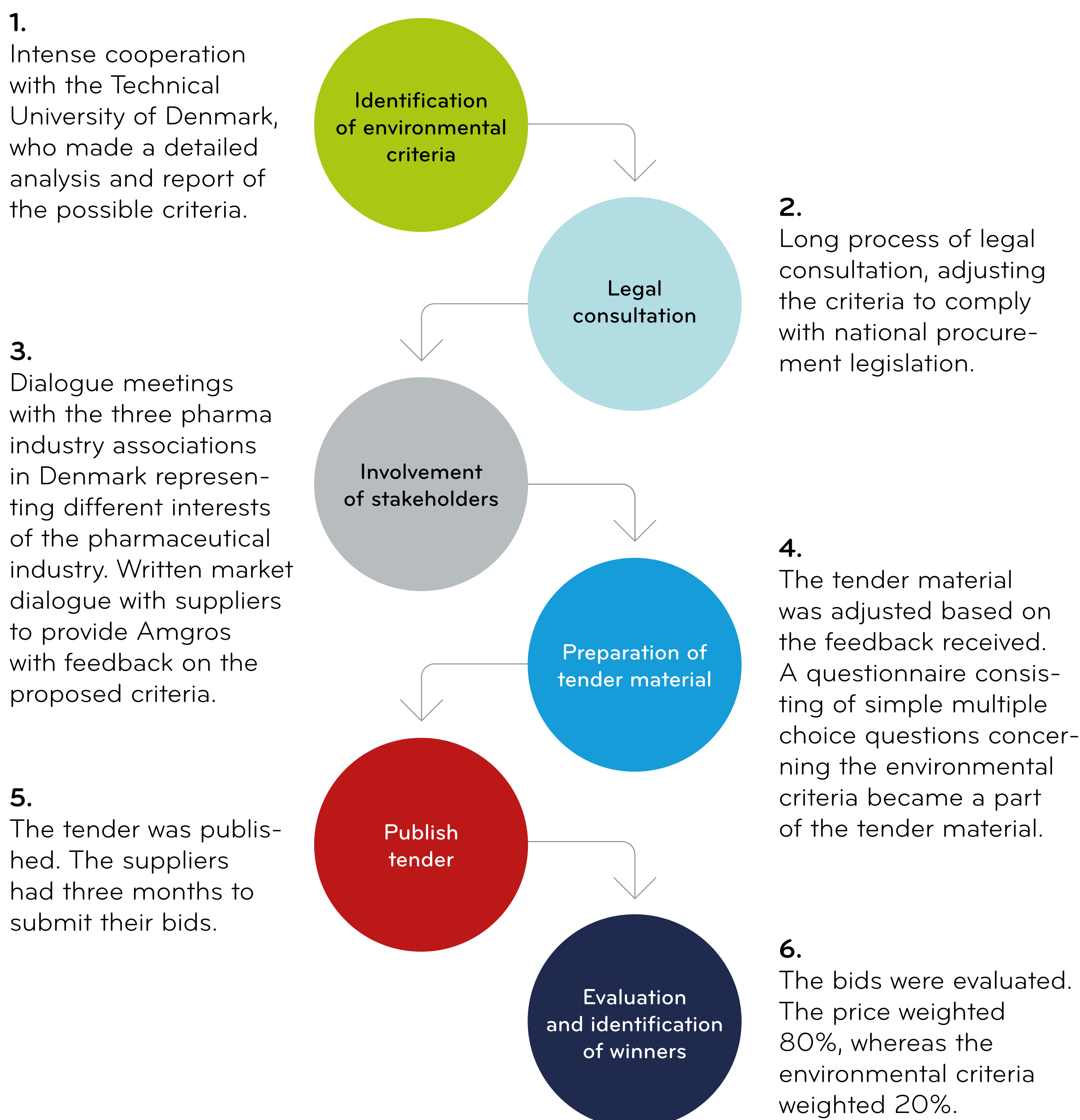
HOW DID WE DO IT?

The environmental criteria were environmental management, packaging (plastics and paper/cardboard), transportation and social responsibility.

Identifying and qualifying the criteria was a complicated process.



THE PROCES OF IDENTIFYING AND QUALIFYING THE CRITERIA IS DESCRIBED BELOW.



WHAT DID WE ACHIEVE?

- Amgros received 85 offers from 19 suppliers, of which 76 offers contained the questionnaire about environment.
- Three suppliers won the tender solely due to their environmental capability.

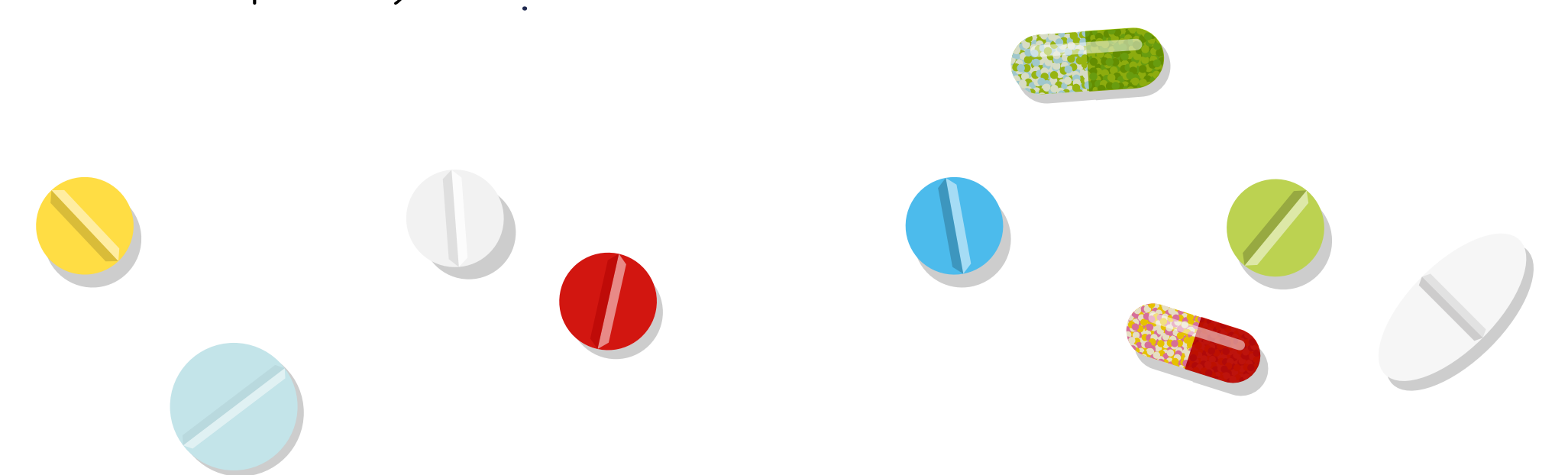
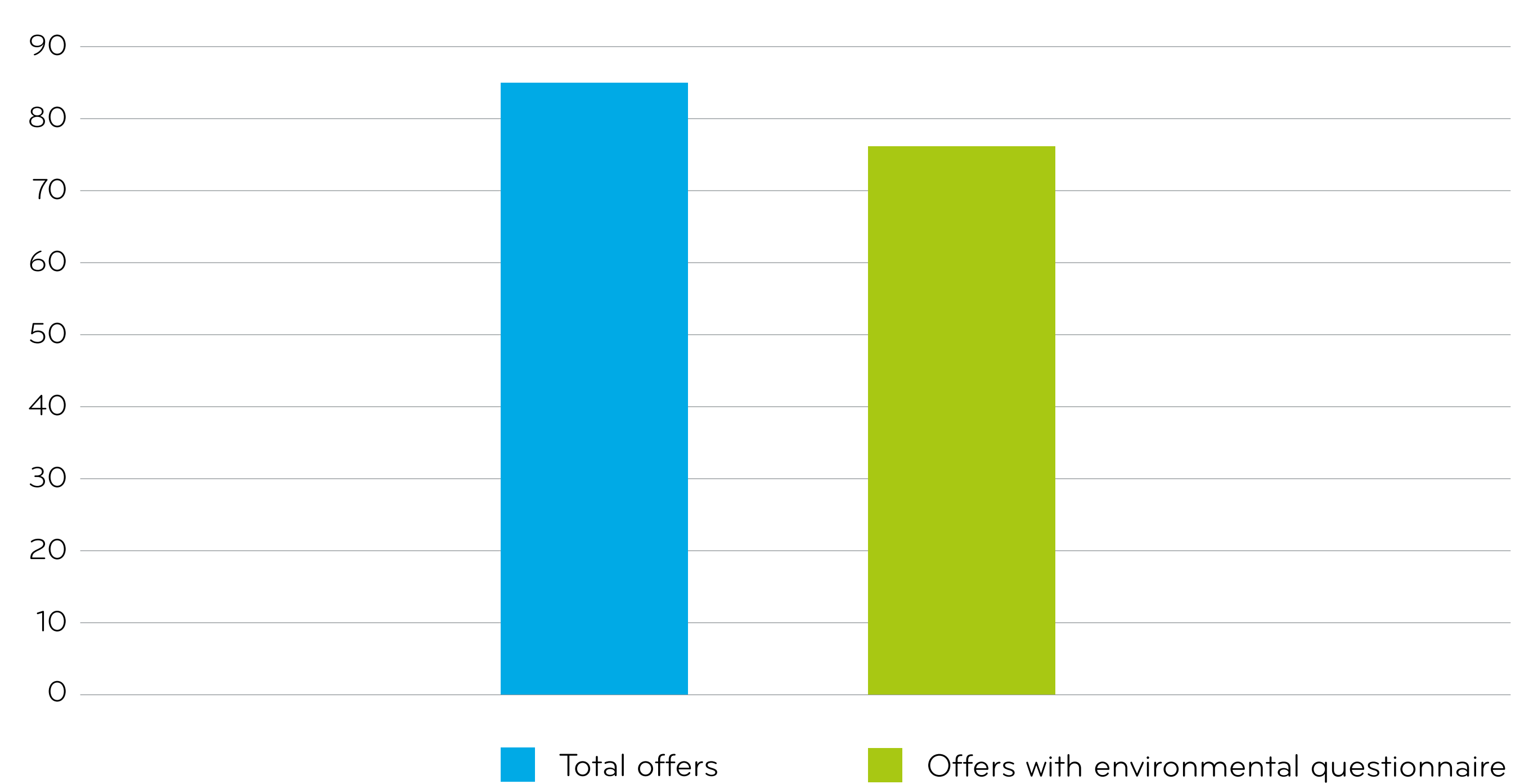


FIGURE 1 NUMBER OF OFFERS WITH ENVIRONMENTAL QUESTIONNAIRE



- The environmental criteria did not seem to discourage suppliers from bidding; nor did they result in increased price levels for the hormonal therapeutic area.
- The pilot tendering procedure seems to have contributed to a greater awareness among the suppliers about the importance of the environment and sustainability in the production, distribution, and sales of medicines.
- Now Amgros is in dialogue with pharma industry associations about the green transition of the pharmaceutical industry.

WHAT'S NEXT?

- The experience from this pilot tender will be used in joint Nordic collaboration.
- The experience will be used in future tendering procedures at Amgros.
- The experience will be shared internationally, and it is hoped that the results will encourage other countries to incorporate environmental criteria in future tendering processes for medicines.

Amgros' mission is to provide conditions for better healthcare.

Our most important task is to work with hospital pharmacies to secure the right medicines for patients at Danish public hospitals. At the right time, at the right place, and at the right price. Always with an eye to protecting the environment. Among other things, we do this by organising and conducting tendering procedures and procurement for our owners: the Danish regions.

