



CO₂ PERFORMANCE LADDER

The CO₂ Performance Ladder for low carbon procurement

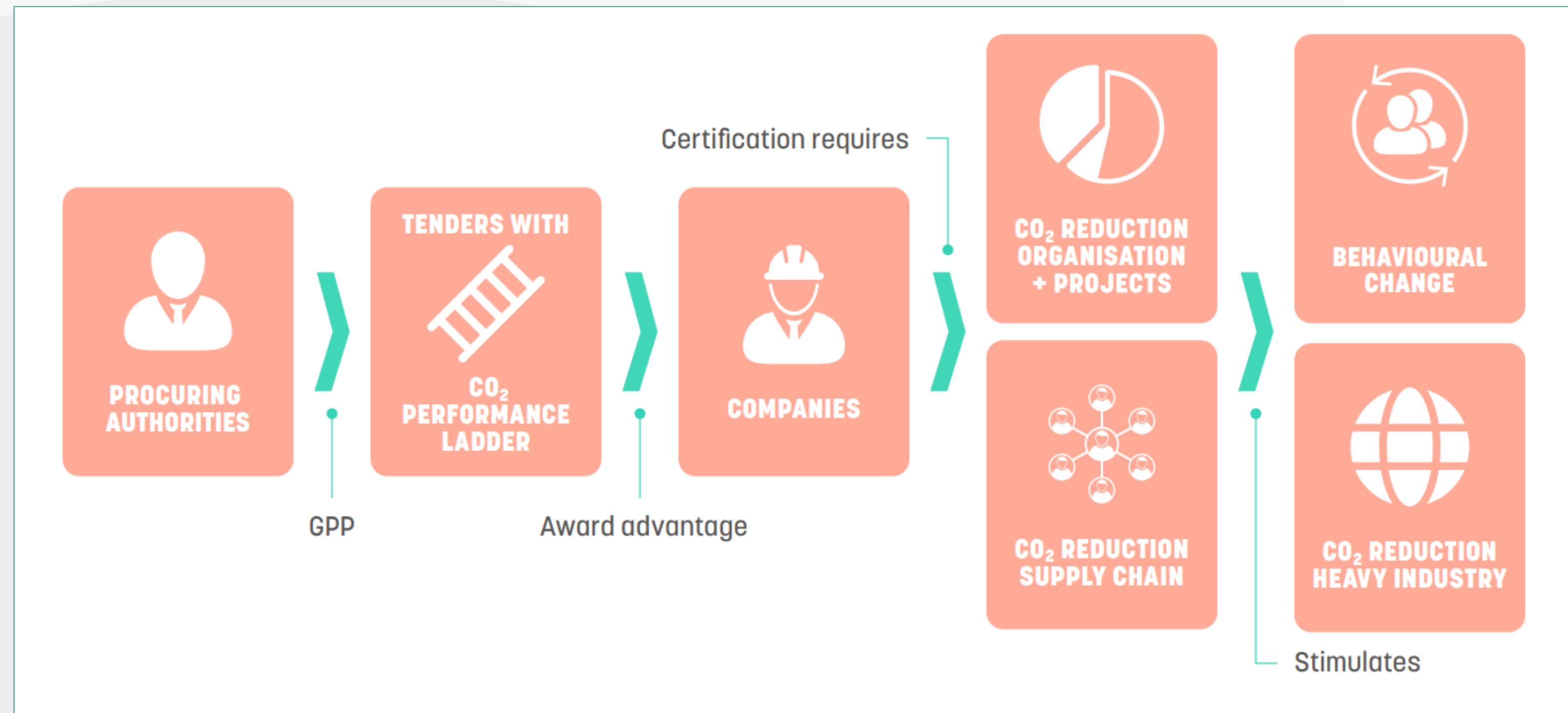
WCEF 2023
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SKAO – Foundation for Climate Friendly Procurement and Business

Theory of Change

The CO₂ Performance Ladder is a practical instrument that uses the Power of Procurement to drive change by stimulation (award advantage in tenders) structural CO₂ reduction through the implementation of an effective CO₂ management system



CO₂ reduction is rewarded with award (financial) advantage for the bidding companies. The higher the ambition level of the company, the higher the award advantage.

The impact of the CO₂ Performance Ladder

- CO2PL is GPP best practise (OECD, IPCC, WEF)
- Tendering with the CO2PL leads to accelerated decarbonization and innovation (CE Delft, 2023)
- Carbon reduction = twice as fast (CE Delft, 2023 & PhD research, 2017)
- The CO2PL leads to institutionalisation of carbon reduction and awareness and behavioural changes (CE Delft, 2023)
- CO2PL is used in circular procurement (RIVM, 2020)



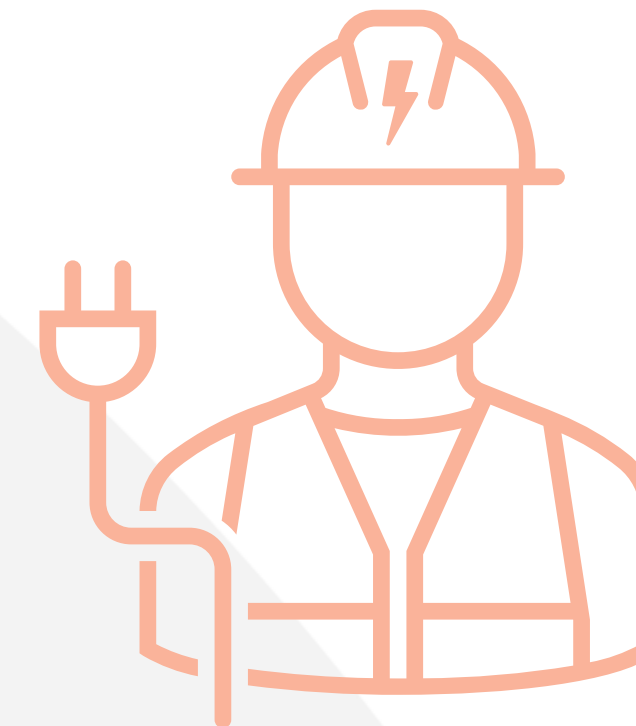
Foundation for Climate Friendly Procurement and Business

Stichting Klimaatvriendelijk
Aanbesteden & Ondernemen

- Owner, administrator of CO₂ Performance Ladder
- Independent, not-for-profit, politically neutral
- Market instrument: SKAO brings together all stakeholders (procuring parties, companies and NGOs)
- Development and implementation of both certification scheme and procurement instrument
- Capacity building: we collaborate, connect, do research and share knowledge



Procuring parties



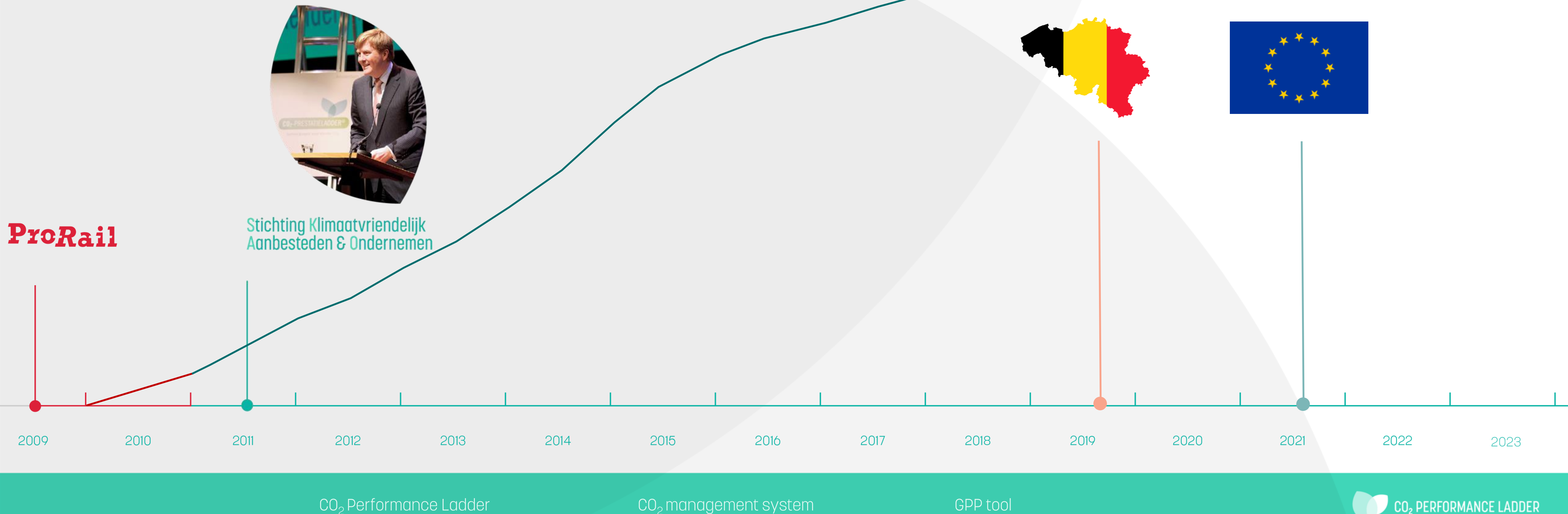
Companies



Experts

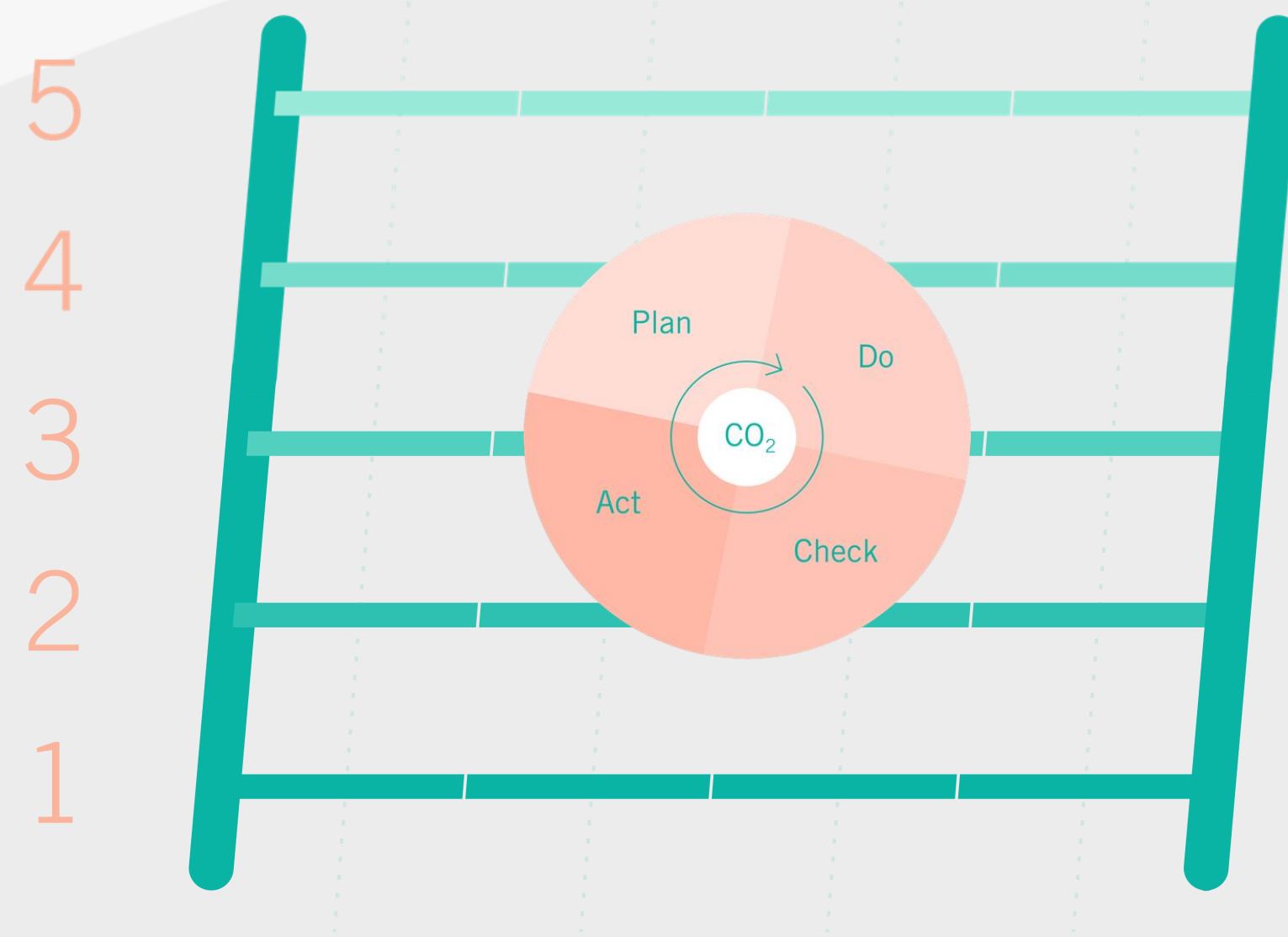
14 years CO₂ Performance Ladder

- Standard GPP instrument in the Netherlands and Belgium
- 300 public procuring authorities use the CO2PL as a GPP tool
- >1400 certificates (~5000 organisations) → >75% SME



What is the CO₂ Performance Ladder?

CO₂ management system

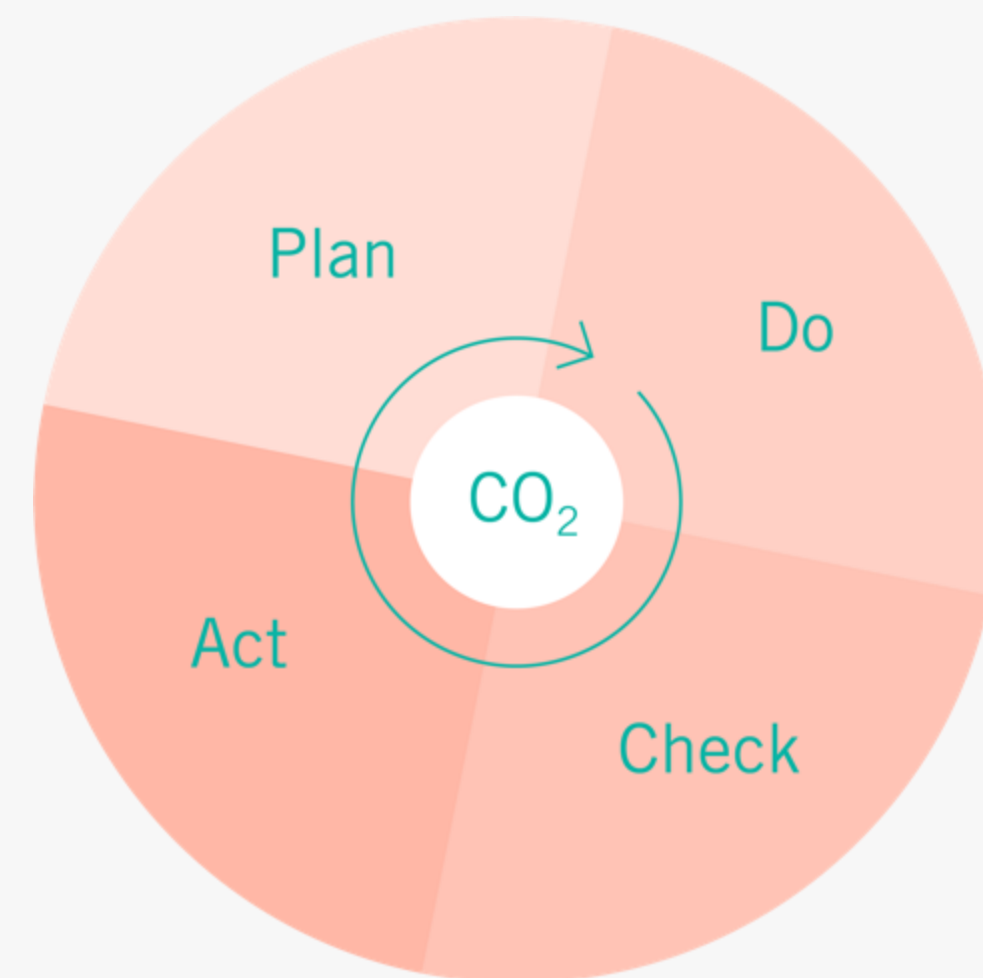
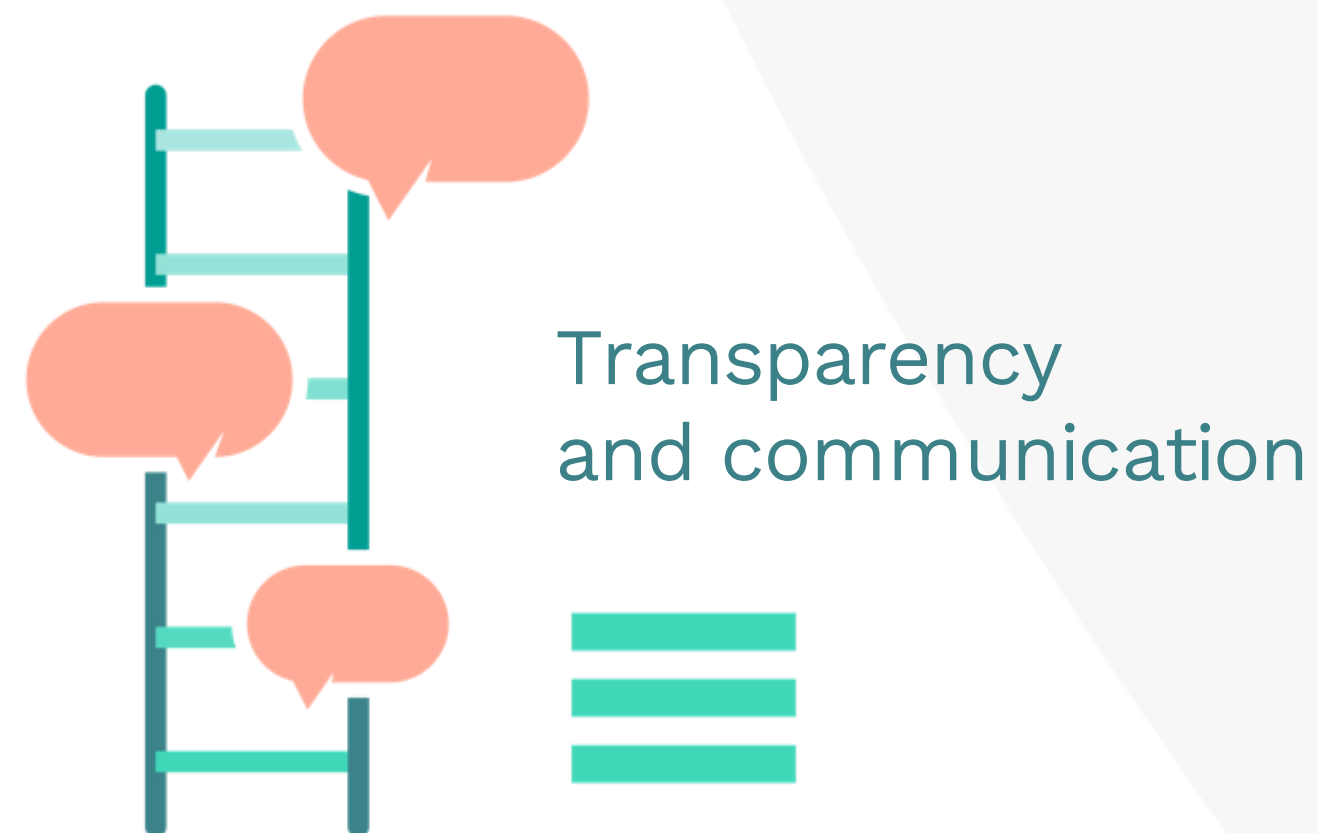


Green Public Procurement (GPP) tool

CO ₂ Ambition level	Award advantage
Level 5	10 %
Level 4	7 %
Level 3	4 %
Level 2	2 %
Level 1	1 %



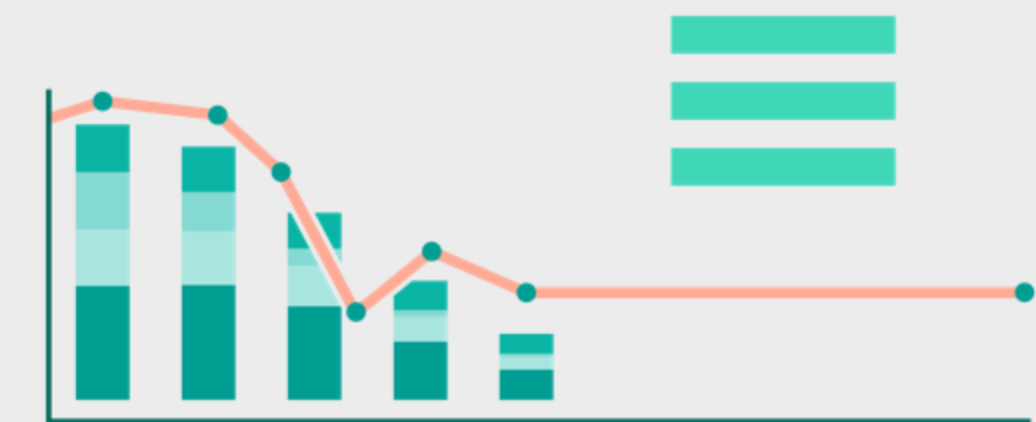
What does a certified organisation have?



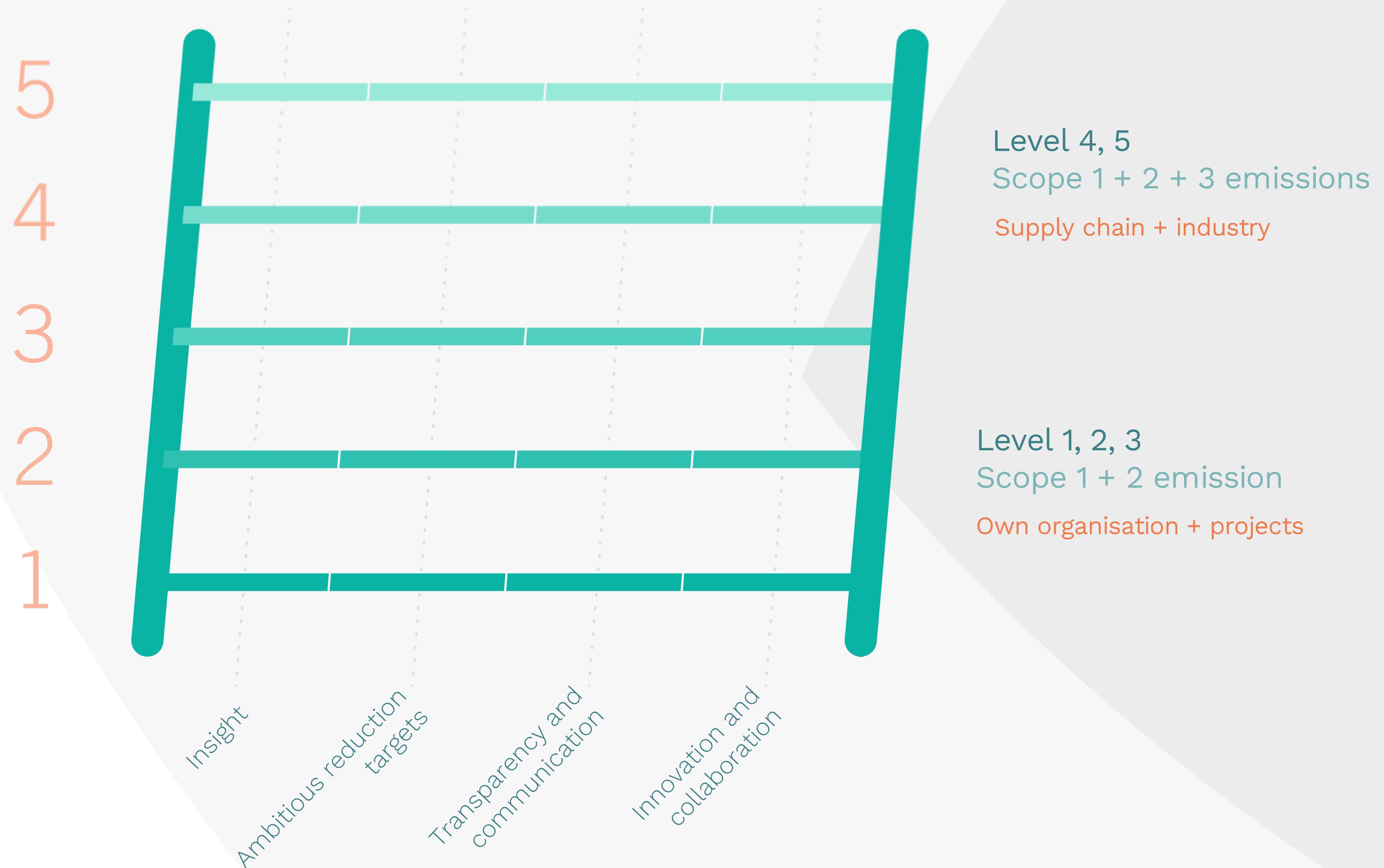
CO₂ Management system
(yearly assessed by
accredited 3rd party)



Ambitious reduction targets

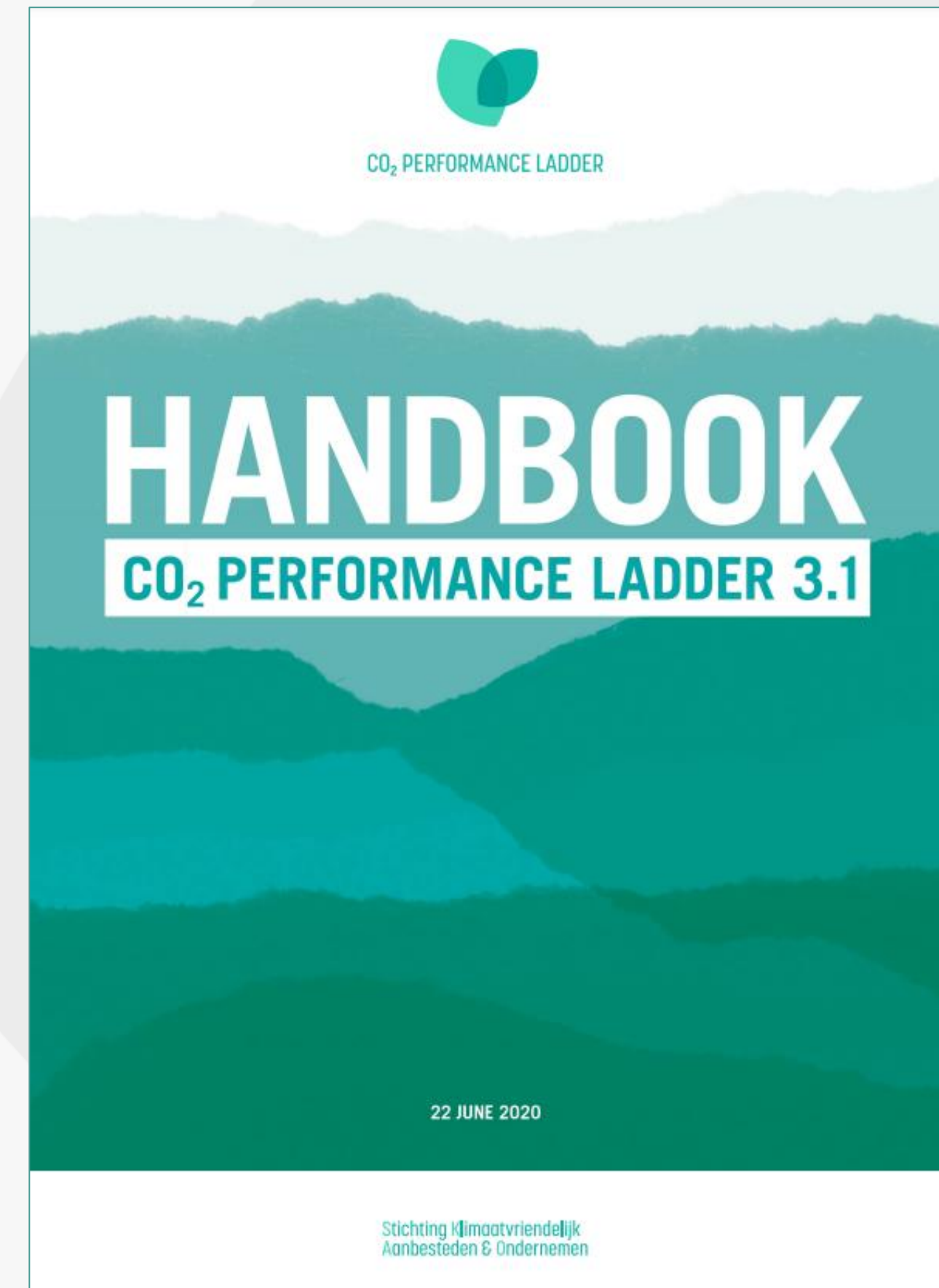


What does a certified organisation have?



Assessment and audit

- Third party verification, annual (TÜV, Bureau Veritas, Vinçotte, DNV, etc)
- Scope audit: requirements CO₂ Performance Ladder → Handbook
- Scope requirements:
 - CO₂ management system
 - Requirements/level
 - Requirements on project level



CO₂ Performance Ladder standard
(requirements)

What is the CO₂ Performance Ladder?

Green (public)
procurement tool

CO ₂ Ambition level	Award advantage
Level 5	10 %
Level 4	7 %
Level 3	4 %
Level 2	2 %
Level 1	1 %



The Ladder and Procurement

CO ₂ awareness certificate level	Award advantage
Level 5	10 %
Level 4	7 %
Level 3	4 %
Level 2	2 %
Level 1	1 %

Company	Entry Price	Level on the CO2PL?	Fictitious discount/ award advantage	Fictitious price	Award the contract?
A	€ 9,7 million	none	0%	€ 9,7 million	NO
B	€ 10 million	3	4%	€ 9,6 million	NO
C	€ 10,3 million	4	7%	€ 9,58 million	YES € 10,3 million

Procuring party

Company



MEAT Criteria
CO₂ Performance
Ladder

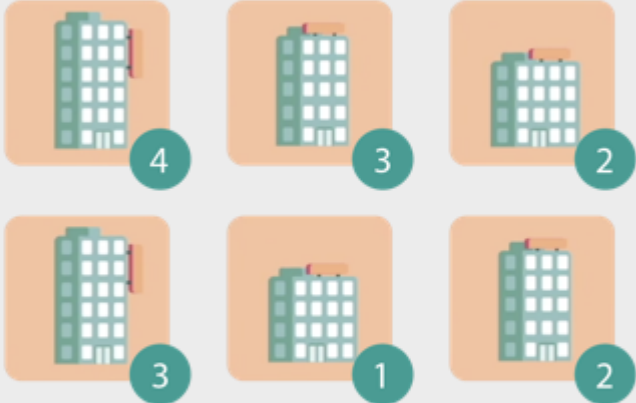
Procuring party
awards contract
based on best value-for-money



1	2	3	4	5
2%	4%	6%	8%	10%



Bidders
CO₂-ambition level

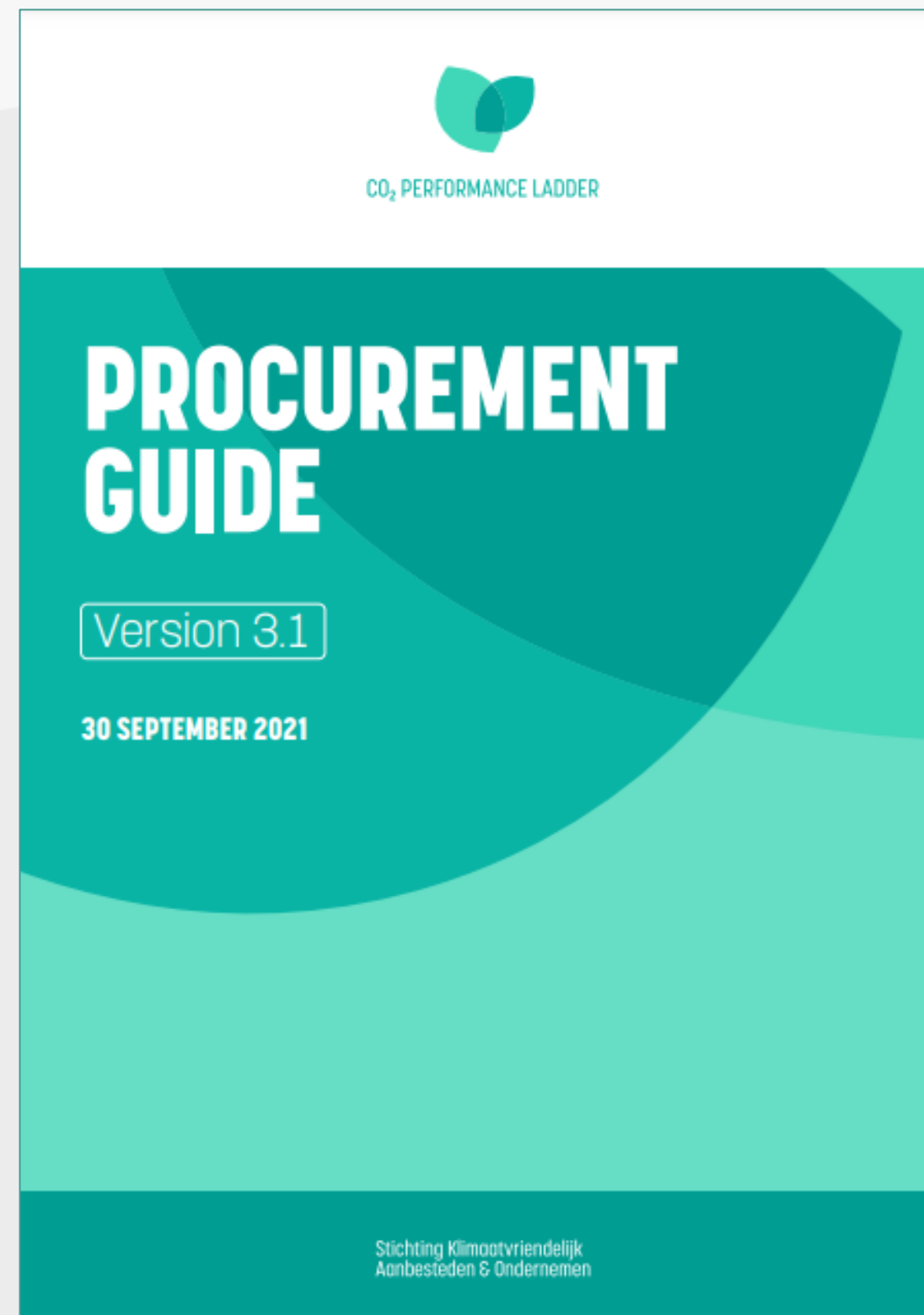


t = 1 year
or

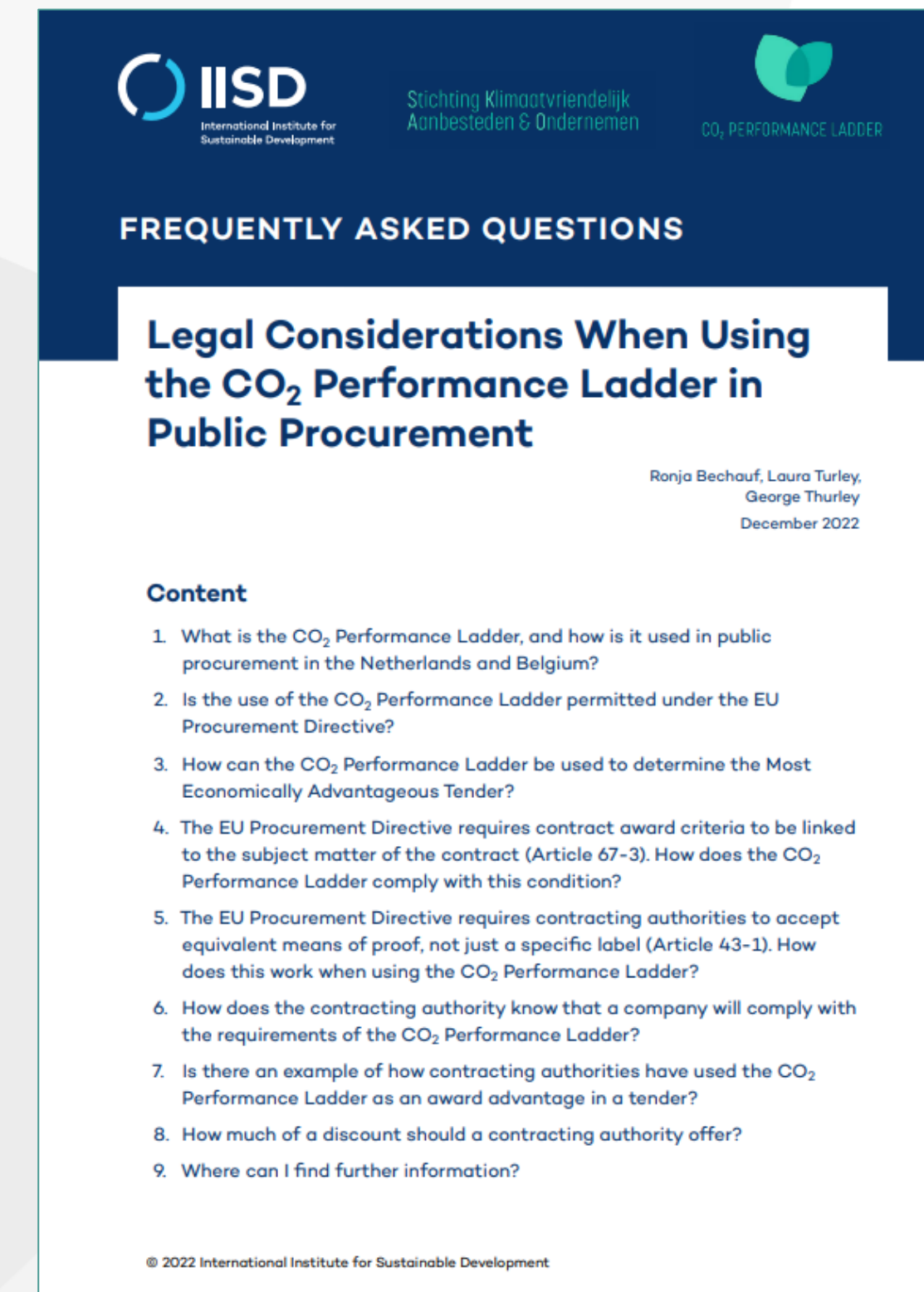
Contract requirements



CO₂ Performance Ladder: GPP documents



[Procurement Guide \(EN\)](#)



[Legal FAQ \(EN\)](#)

Advantages for...

Procuring authorities

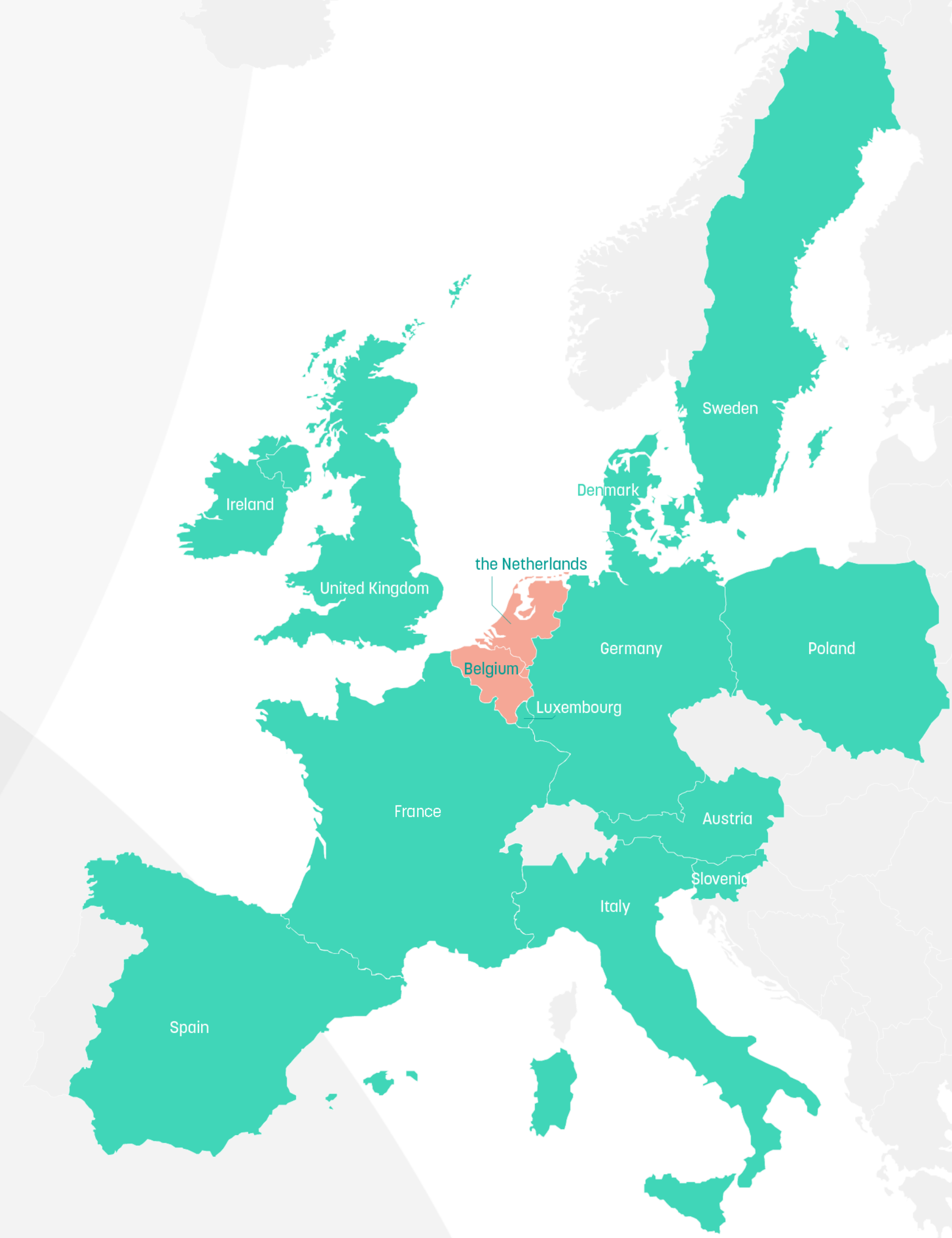
- **Proven methodology:** the CO2PL is the standard GPP tool in the Netherlands and Belgium.
- User-friendly, with **low transaction costs** for getting started.
- Third party verification **lowers the burden** on procurement authorities to verify claims.
- **Compliant with the EU Procurement Directive**, immediately applicable in other EU countries.

Companies

- **Green business case.**
- Effective at **structural carbon reduction.**
- **Reinforces market position** as a sustainable supplier, and helps improve products and services.
- **Multi-use:** one certificate can be used for all projects for all contracting authorities using the Ladder in their procurement.

CO₂ Performance Ladder in Europe

- Collaboration: SKAO, International Institute for Sustainable Development, ICLEI and Utrecht University
- Funded by IKEA Foundation
- Based on the power of green procurement to drive the climate transition



IKEA Foundation


Stichting Klimaatvriendelijk
Aanbesteden & Ondernemen

 **IISD**
International Institute for
Sustainable Development

 **ICLEI**
Local Governments
for Sustainability

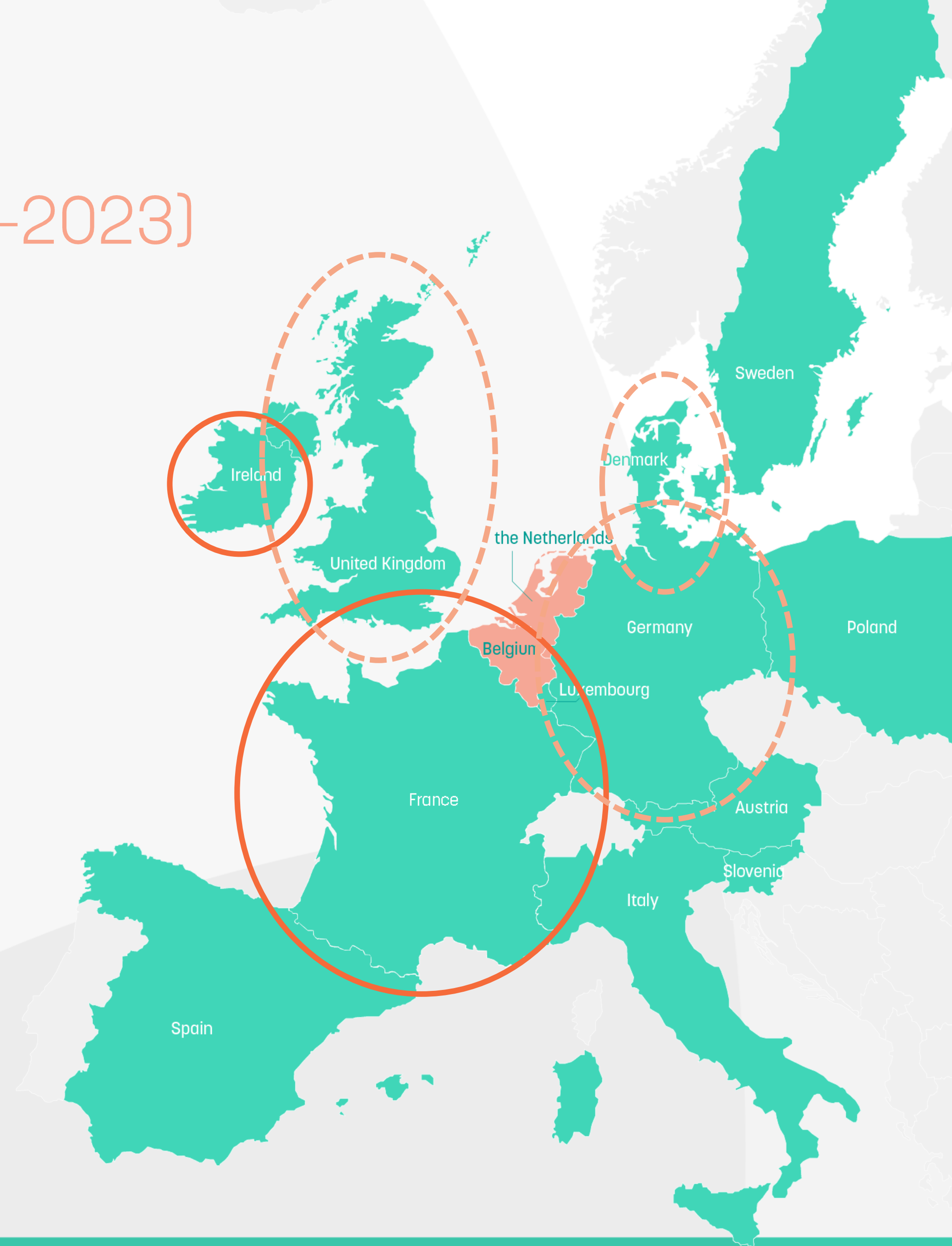
 **Utrecht
University**
Centre for Public Procurement (UUCePP)

CO₂ Performance Ladder in Europe

Phase 1: Feasibility study CO2PL in Europe (2021-2023)

Results:

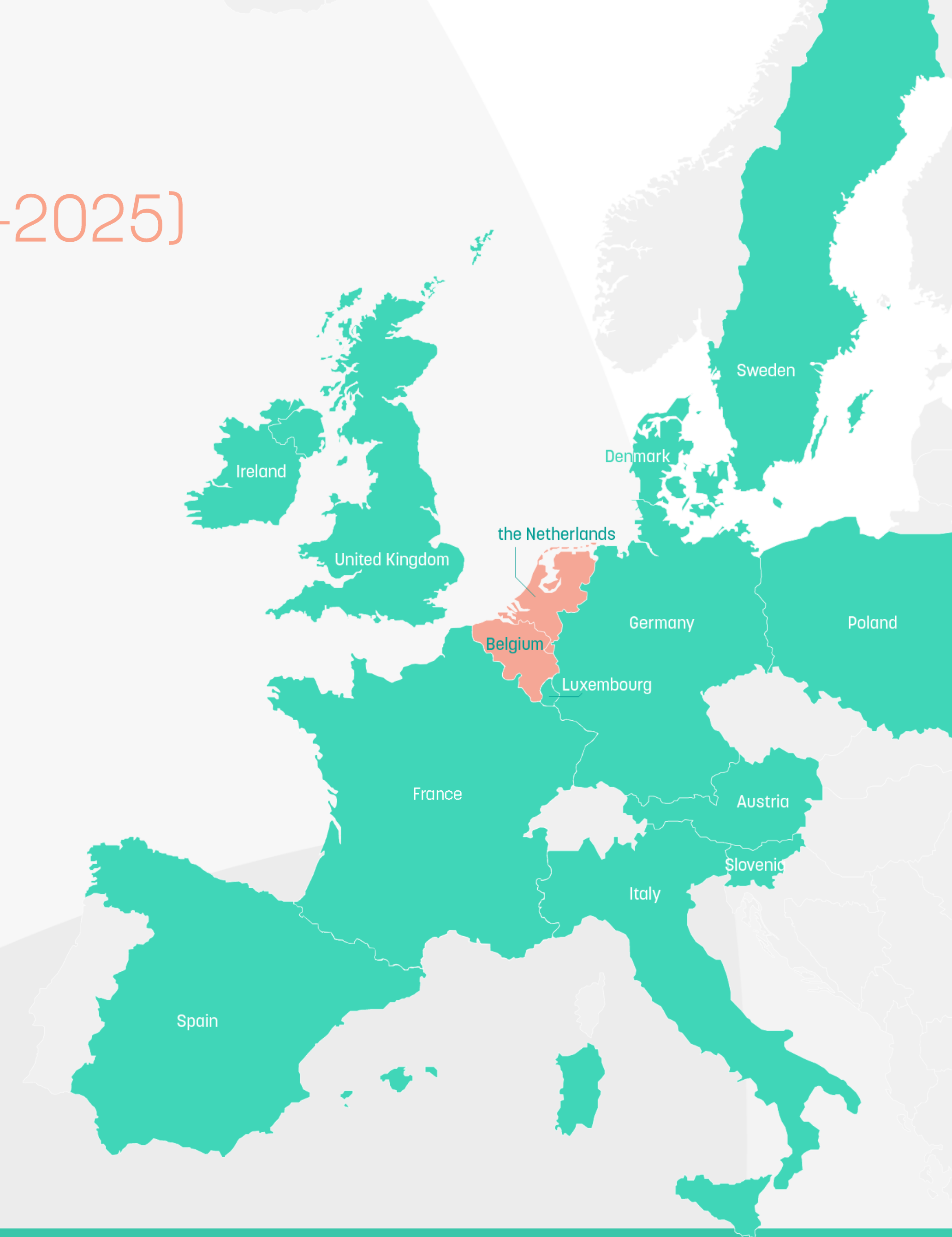
- Quick scan, by IISD (2022)
- Feasibility study, by IISD (2023)
 - Interviews
 - Focus group meetings
 - Legal FAQ
- Evaluation CO2PL, by CE Delft (2023)
- Testimonials, by SKAO (2023)
- Building blocks for implementation
- 17 Expressions of Interest in several countries



CO₂ Performance Ladder in Europe

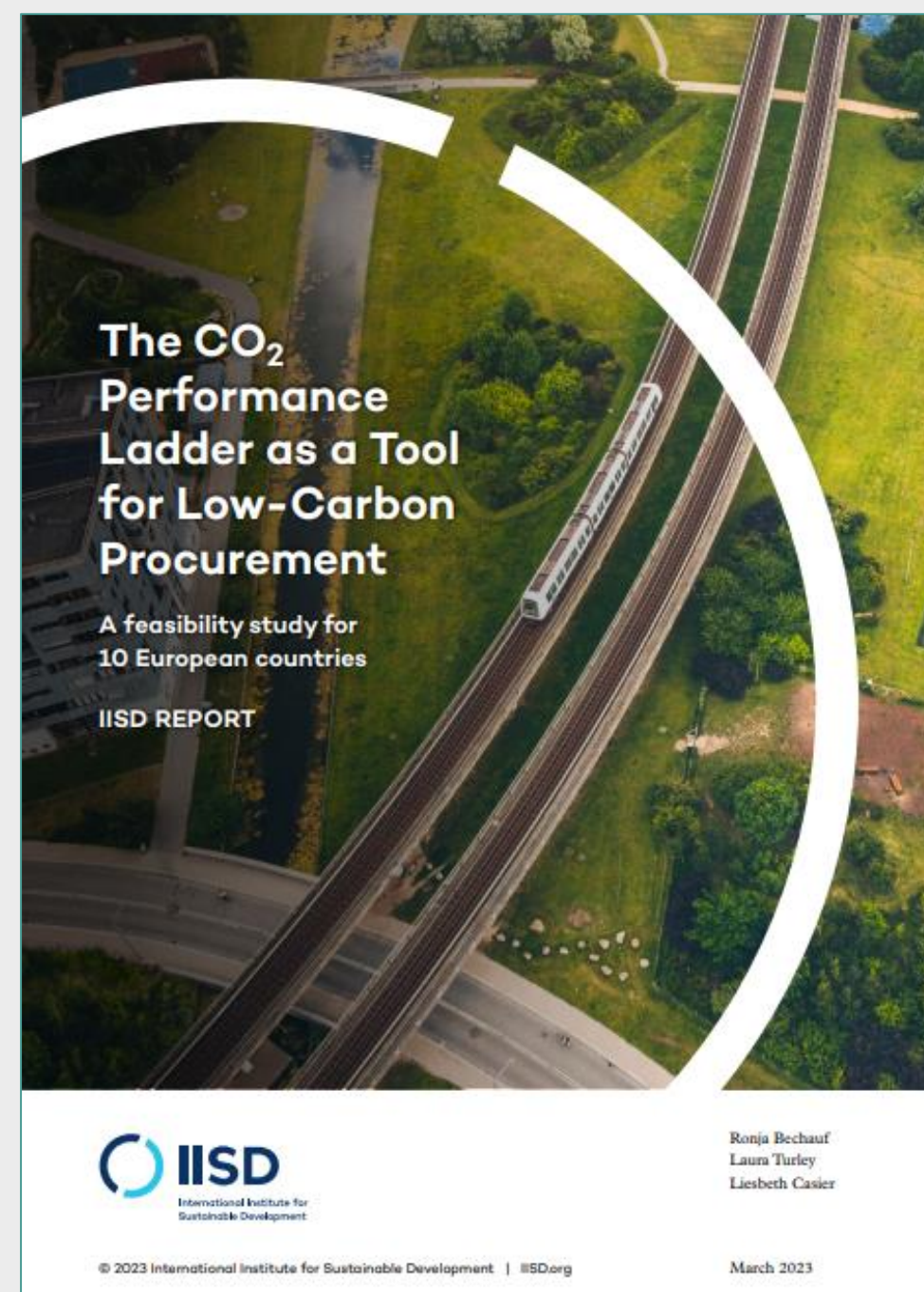
Phase 2: Implementation and expansion (2023-2025)

- Pilot implementation in five countries
- Structural implementation in Belgium
- Communication and capacity-building for, and outreach to, other countries
- Monitoring of implementation
- Evaluation of the CO2PL as procurement instrument
- Feasibility beyond Europe

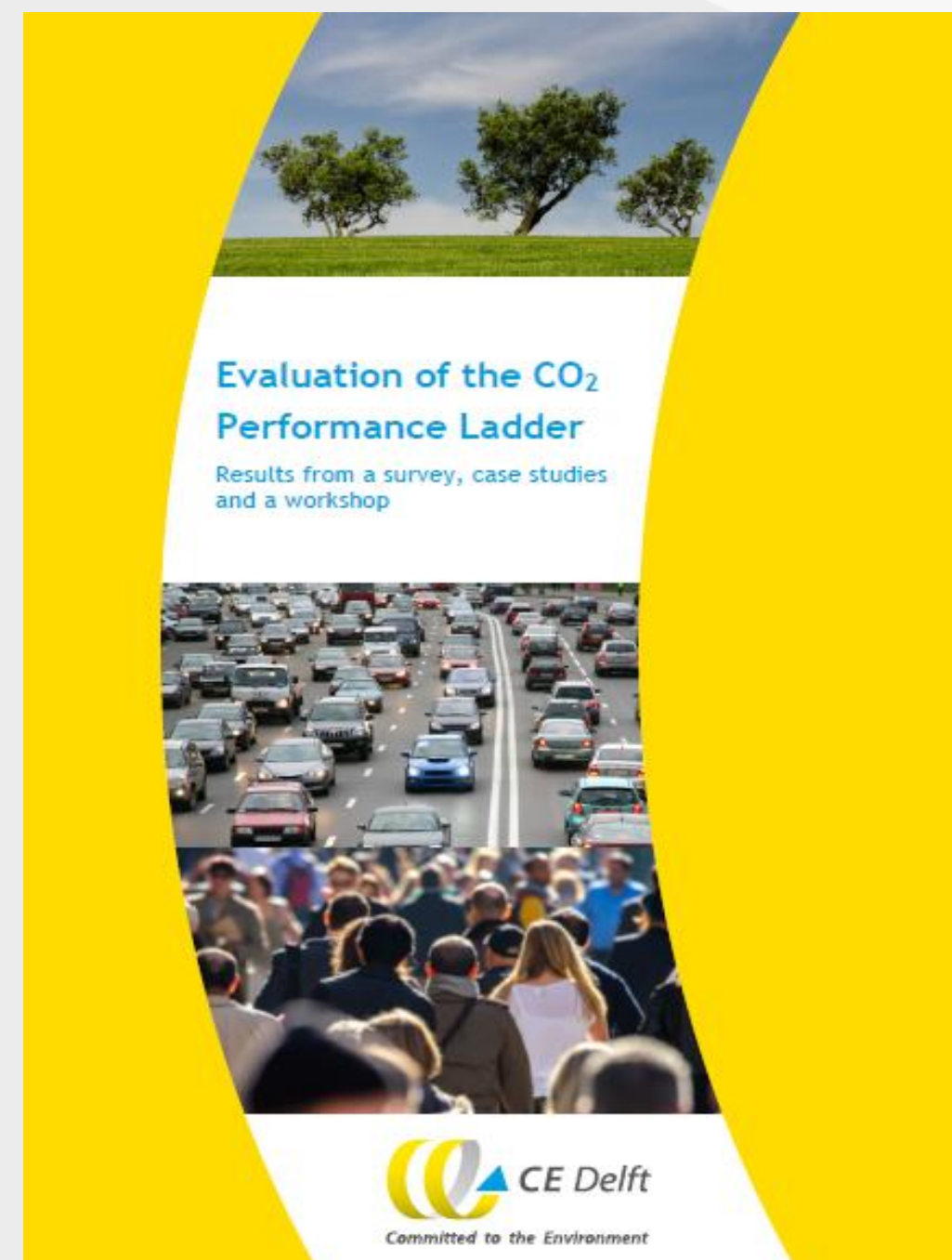


Want to know and learn more about the CO2PL?

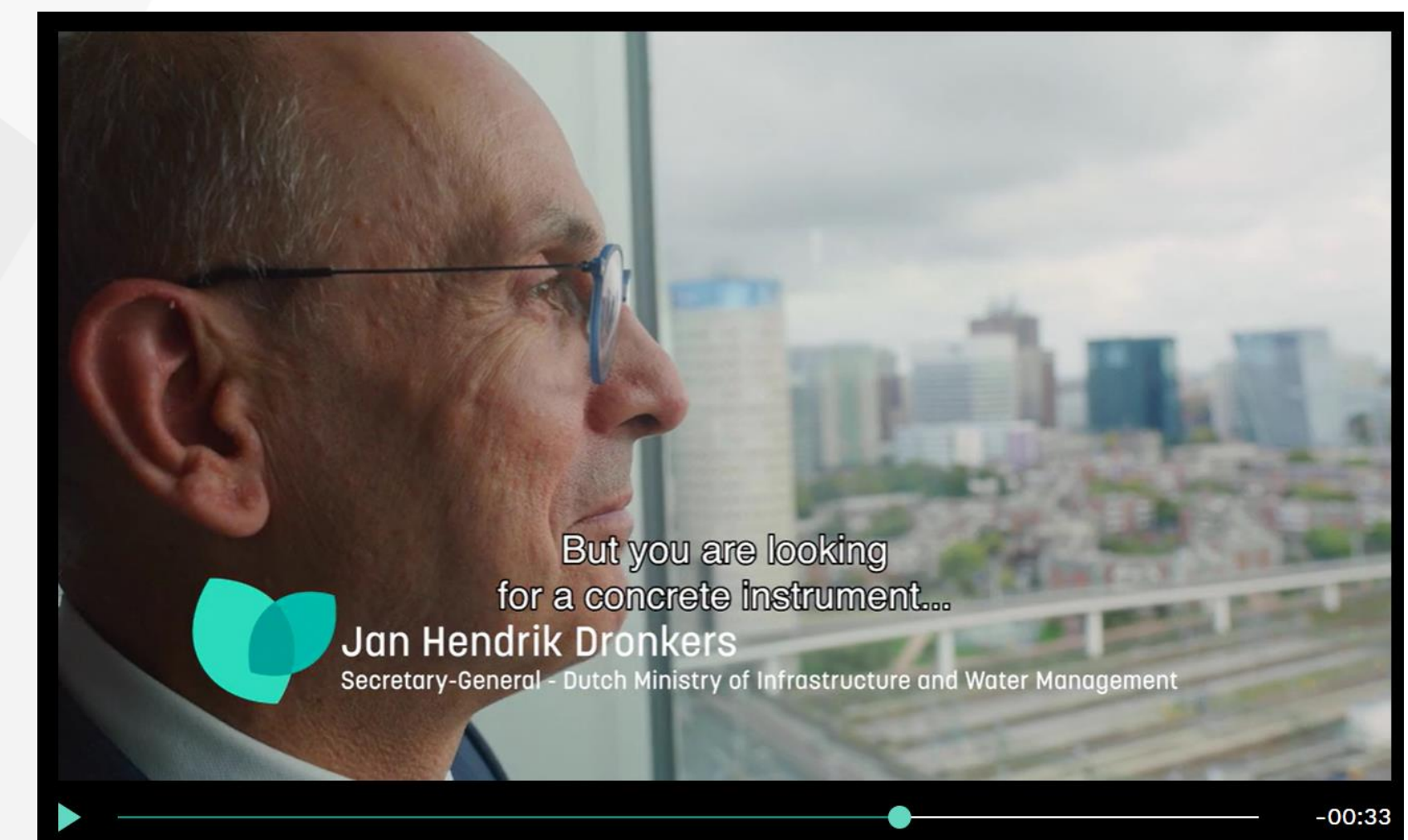
Visit us at www.co2performanceladder.com
for many examples, testimonials of Dutch and Belgium users and much more



[Feasibility study \(IISD, 2023\)](#)



[Evaluation of the CO₂ Performance Ladder \(CE Delft, 2023\)](#)



[Testimonials \(SKAO, 2023\)](#)



CO₂ PERFORMANCE LADDER

Inspired? – get in touch!

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For many inspiring examples, see our [Testimonials](#)

For more information:
www.co2performanceladder.com