

Green and innovative public procurement about barriers and opportunities, seen from a SME
 Grønne og innovative offentlige indkøb om batterier og muligheden for en SME
 Martin Dietz CEO/ Direktør Solar Lightning Consultants ApS & Solar Lightning Enterprise ApS



- ◇ Today: major trend New Public Management – risk is out-sourced, Lack of subject knowledge professionalism.
 To much emphasis on general leadership, support and IT.
- ◇ Tomorrow: The public bodies State, Regions and Municipalities should not follow new public Management – risk– should be defined/ handled – more subject knowledge
- ◇ Today: State and Regions are allowed to produce Solar Energy and harvest economic benefits
- ◇ Municipalities are not. They are forced to apply for central exemptions, and put solar installation into special companies. If they save money on solar installations, the state reduce the money from the block grant
- ◇ State, Regions and local Municipalities should be able to produce renewables / Solar – Wind power on equal terms

1

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The municipality application for central exemptions
 Today – so far:

- 20 MW fund (2 MW not permitted– still applications for 7 MW) 4 year after deadline 2015
- New building: Building permission + energy calculation – no thick walls we add some solar cells ...
- Renovation existing insitutions. Building permission and energy calculation.: Ref. Solar Plan. Roskilde, Gladsaxe, Hørsholm

Tomorrow:

- Along the new climate law 1. february -20 and climate action plans and a new climate funde of app. 120 mia. D.kr.
- EU Renewables / VE direktiv allows non profit organisations to make local energy communitis, chance for the municipalitees?
 Must be implementet before 30. june 2021! PV on the roofs?
 If a public institution have PV on the roof+battery.Gr 3. No Connection?
 System deliveries by SME`s: PV/ BIPV, Inverter, battery, car charger etc

2

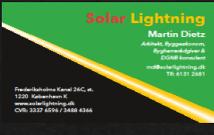
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- ◆ Today : Frame shortlists for big Architect, Engeniers and Main ontractors
 many buildings are bundled for a few consulting & contractor compagnies.
 No risk on the big compagnies, benefit from a major procurement. Pihl & son?
- ◆ Tomorrow: Divide the tender into big- and guild enterprises and owner deliveries. Make a repetition on this setup. Save 15-20 % of the value chain
 Drop waiting time save 25 %. Use a little of this money on public professionals +
 Quantity surveyors/QS and proces-time managers on building site in dialoque
- ◆ Today: Tendermaterial is based on legal consideration in case of fight among
 the Owner, Consultants and Main contractors in civilcourt/ arbitration.
- ◆ Tomorrow: Keep the tender and drawings easy to understand, how the job is
 done with more focus on amounts/QS, DGNB & boundaries Move 3x as fast 2030

3

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- ◆ Today: The Owner of the building will not supply with a 100 %
 payment guarantee
 Only big main contractors can take this risk
- ◆ Tomorrow: The Owner/ Client shall put up with 100 % payment
 guarantee/ warranty.
- ◆ Then the SME can make a 15 % working guarantee and get
 overdraft facility in the bank to make cash flow work on this ground
- ◆ Today: The owner wants a 15 % combined working and solar
 output guarantee and cash on an account with access for the client
- ◆ Tomorrow: No claim of Holding/bank guarantee for 1-2 years for
 renewables / solar installation Factory dalasheel for production in
 25-30 years and calculation in PV Sol / PV Bat should be enough

4

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- ◆ For a 100 % CO 2 neutral planet
 Sustainable development Socially,
 Technological/ environmental & Economic
- ◆ " Per ardua ad astra"
- ◆ Through adversity heading for the stars
- ◆ Gennem modgang mod stjernerne
- ◆ Questions/ Spørgsmål?
- ◆ Thank you very much /Tak for ordet