

# PROCURING SUSTAINABLE BUILDINGS

Susan Harris

Technical Director – Anthesis Group

# ABOUT ANTHESIS

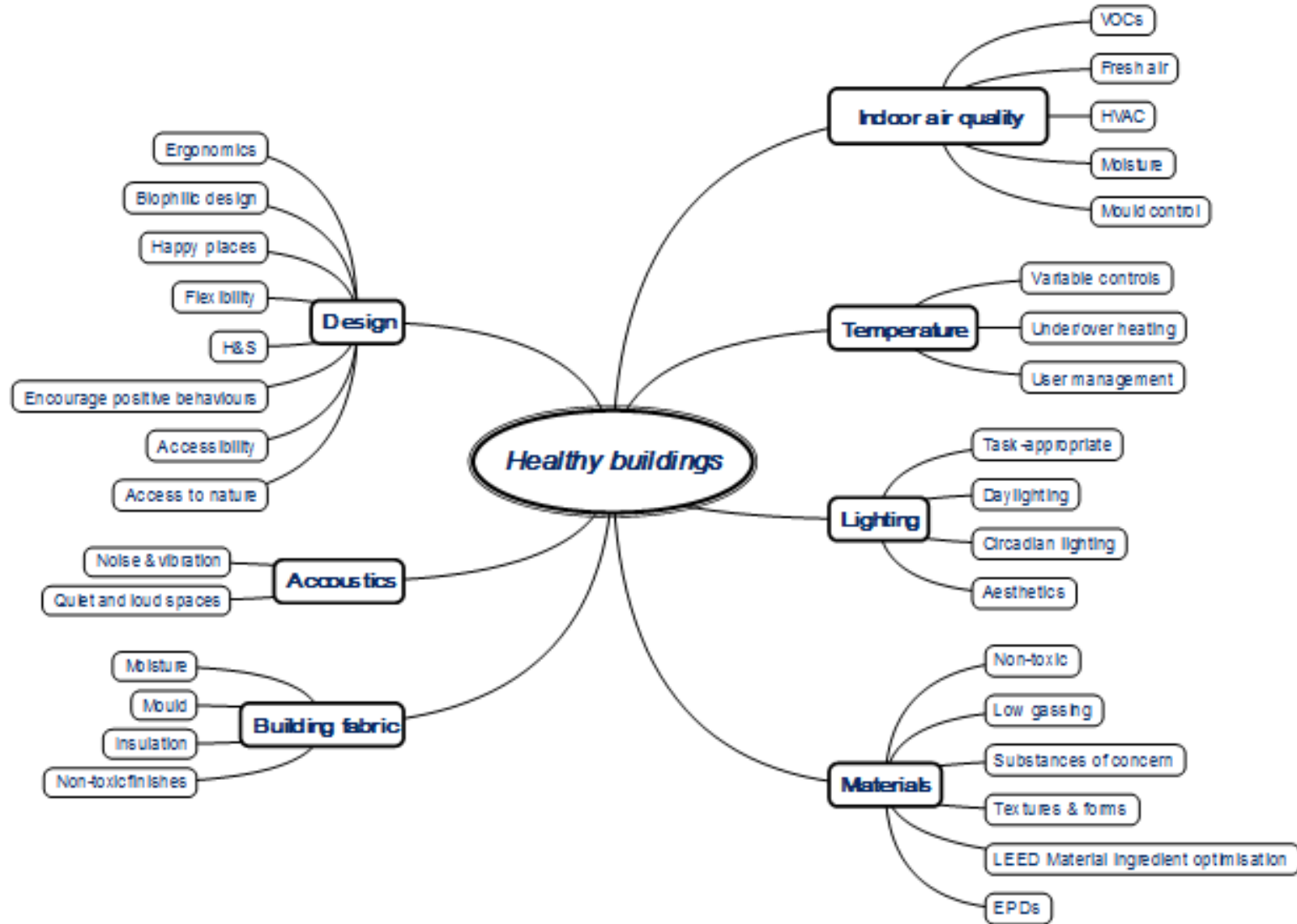


Anthesis is a specialist and global sustainability consultancy founded on the belief that commercial success and sustainability go hand in hand. We offer commercially-driven sustainability strategy, underpinned by technical experience and delivered by innovative collaborative teams across the world.

# CONTENTS

- What are “healthy buildings”?
- How do we procure them?

# WHAT DO WE MEAN BY HEALTHY BUILDINGS?

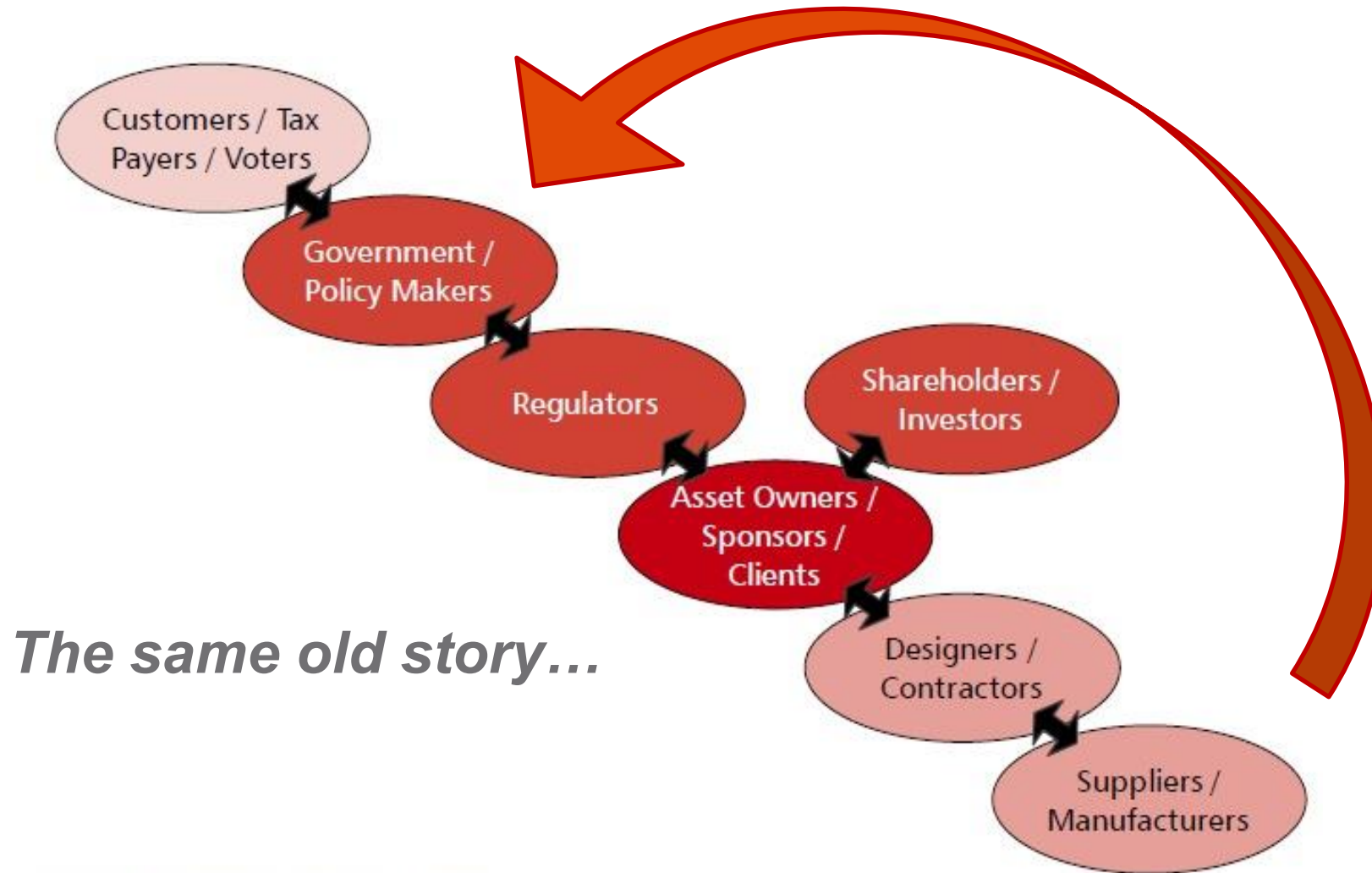


# WHAT DO WE MEAN BY HEALTHY BUILDINGS?

- Different things to different people
- And at different times!
- “Two countries separated by a common language!”

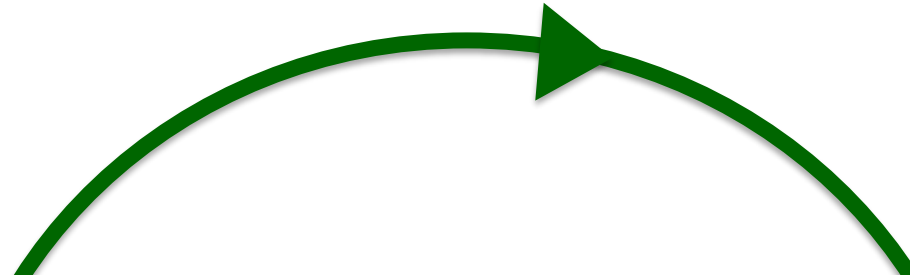


# THE CIRCLE OF INERTIA



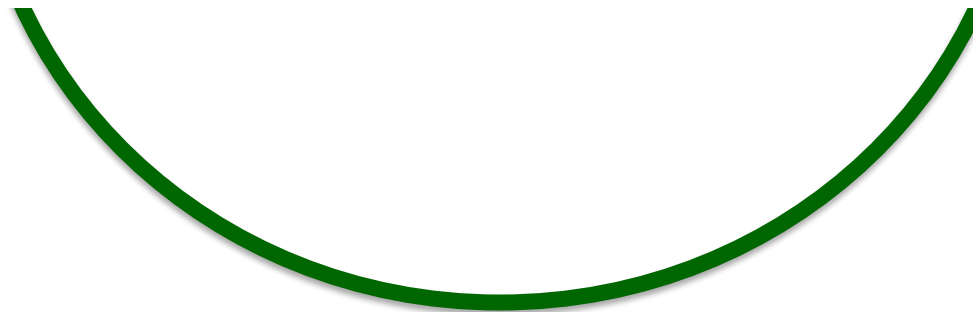
Source: Green Construction Board

## THERE'S BENEFIT FOR EVERYONE



Each stakeholder group has an opportunity to add some value by acting autonomously.

However, maximum value is gained by the supply chain working together.



# WHAT HEALTHY BUILDINGS MEAN FOR YOUR BUSINESS?

- Understand your organisation's (and project's) risks and opportunities
- Establish what has top level buy in
- Take an authentic, holistic view
- Know what the market can deliver
- Specify your desired outcomes



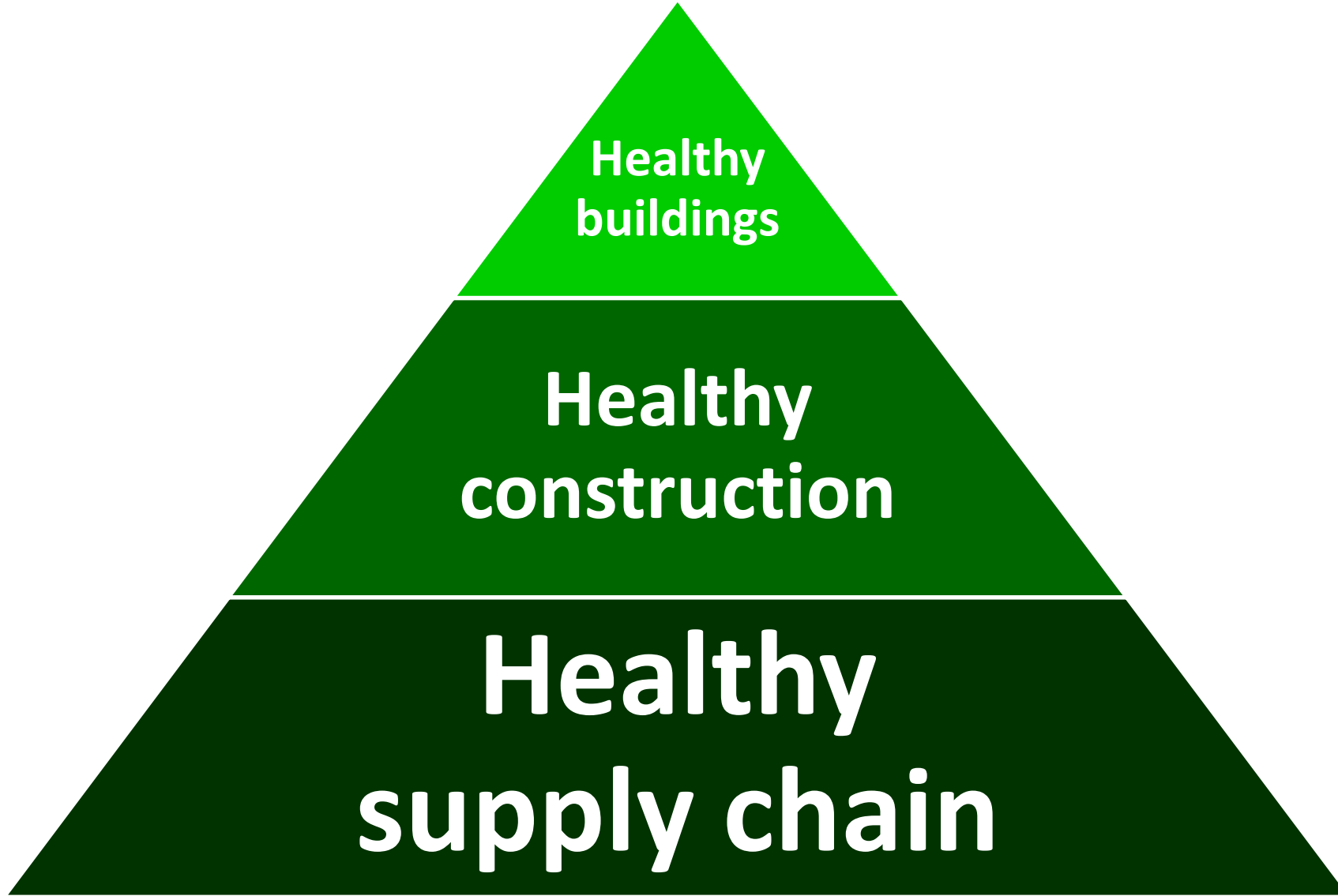
## GAIN BUY-IN

- Maximise leverage by understanding and formalizing top-level support
- “This is not a sustainability conversation - it’s a whole-business conversation”
- Engage those who have a remit to see the project (and people) thrive

## BE AUTHENTIC...USER-CENTRED DESIGN



**BE AUTHENTIC...UP AND DOWN THE SUPPLY CHAIN**



## BE AUTHENTIC...AT HANDOVER AND BEYOND

*“When a building performs to its design, the engineering and architecture of the building work together in harmony to deliver a ‘Healthy Building’ for the human inhabitants.”*

- Using and maintaining healthy buildings involves people
- Building users have a strong role to play in, e.g. thermal comfort
- Healthy buildings require active management

**We don’t want another “performance gap”**

- Clear and detailed handover
  - Careful commissioning
  - Building user guides
- Cultural change programmes

## FROM CLIENTS

We asked a bunch of clients what were the biggest challenges, opportunities and lessons about procuring healthy buildings. Here's what they said...

- Complex to define “healthy” (e.g. off-gassing in relation to airflow)
- Taking health and wellbeing into account in design & construction (via BREEAM, LEED, WELL)
- Initial focus on Materials of Concern (Restrict use of materials hazardous to health, both in construction & use, and in manufacture)
- Reliance on designer/principle contractor to cascade down the supply chain (e.g. via contractor's Sustainable Sourcing Plan)
- Procuring sustainable buildings and products is a new challenge:
  - Suppliers say “Tell us what certification you want and we'll get it”
  - Clients are looking for recognition it's an evolving conversation (outcome-based specs)

# WHAT WOULD CLIENTS SAY TO THEIR SUPPLY CHAIN?

We asked a bunch of clients what they would say to suppliers:

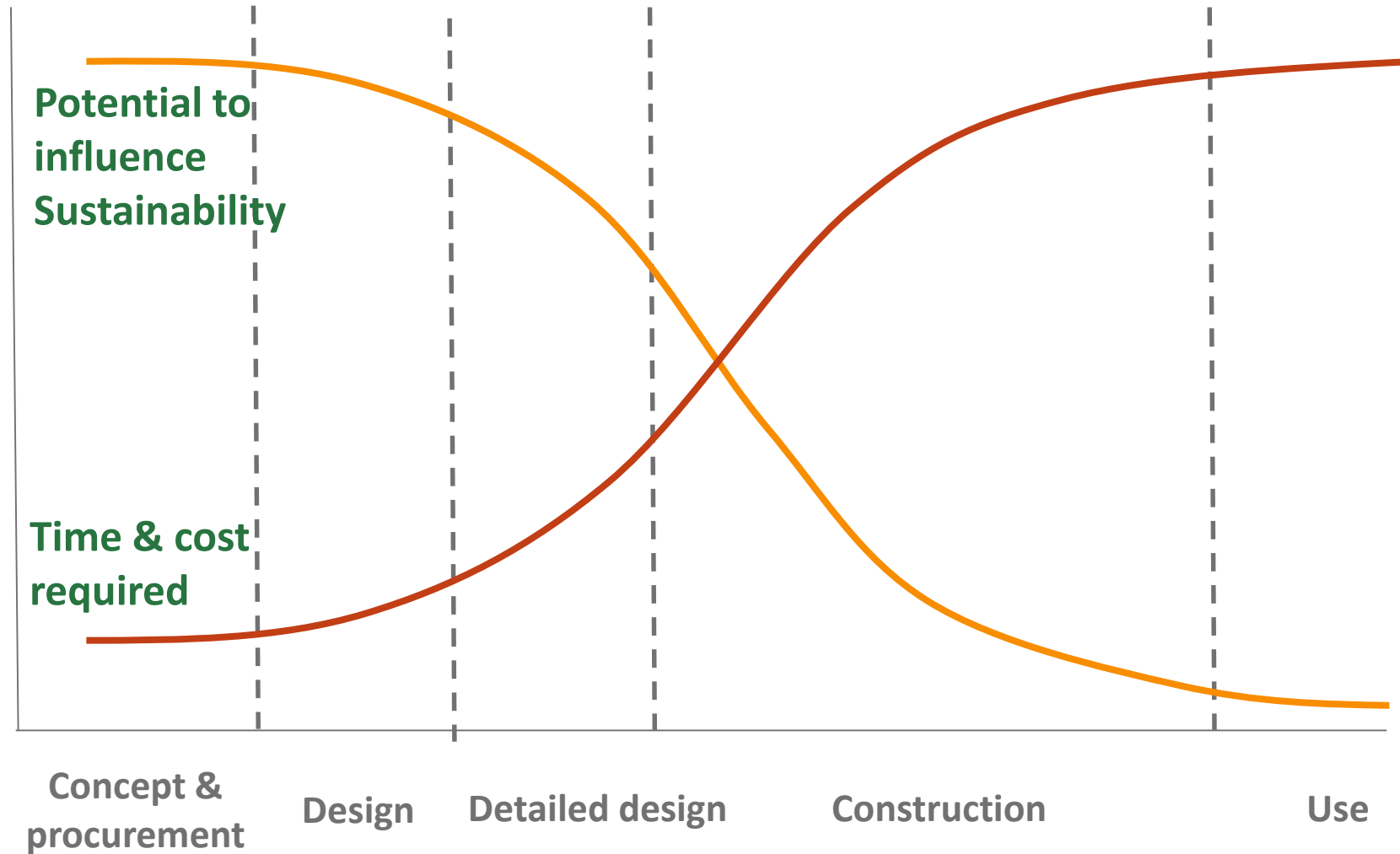
- Be honest
- Know the strengths and weaknesses of your product
- Back it up with data
- Articulate concisely what the benefits are
- Put yourself in the clients' shoes

## WHAT WOULD SUPPLIERS SAY TO THEIR CLIENTS?

We asked a bunch of suppliers what they would say to their clients:

- Ask for the outcomes you want – we can deliver
- Tell us what certifications/standards you expect
- Engage us in the conversation early on
- Go for value not just cost
- Be transparent about how important this is to you in your procurement process

# PROCUREMENT – THE TIME TO INFLUENCE



# PROCUREMENT – The 5 Cs

## **C**ommit

Corporate aims are clear & consistent. Project objectives are too, and are set out in the Brief

## **C**ommunicate

Expectations are clearly & proactively communicated to the supply chain

## **C**ascade

Require the same/enabling standards throughout the supply chain

## **C**apture

Reporting requirements are clear & results are analysed regularly

## **C**ontinue

Feedback on performance internally & to supply chain, & encourage improvement

# GETTING IT INTO THE SUPPLY CHAIN

Client	Designer	Contractor	Manufacturer
Policy	Policy	Policy	Policy
Brief	Brief	ERs	Industry standards/ Eco ratings/ Eco labels
Procurement	Procurement	Procurement	
	Tools		
	Project management		Product data

# PROCUREMENT REQUIREMENTS

Embed requirements in:

- Brief
- PQQs
- ITTs
- Contracts
- Performance management/incentivisation

## TOP TIPS – OUTCOME-BASED/PERFORMANCE-BASED SPECIFICATION

### **Context:**

*“XYZ aims to build healthy buildings that enhance the quality of life of people who live, work, play in them. We want to ensure products used in our buildings are healthy and safe.”*

### **Requirement:**

*“Suppliers should demonstrate that they are using reasonable efforts to select products that are healthy and safe.”*

### **Guidance on answering this question:**

*“Evidence provided to address this requirement may include:*

- Chemical ingredients are inventoried and verified to minimise use of harmful substances OR*
- X% of products are Cradle2Cradle certified or equivalent.”*

# TOP TIPS – IT'S A CONTINUUM

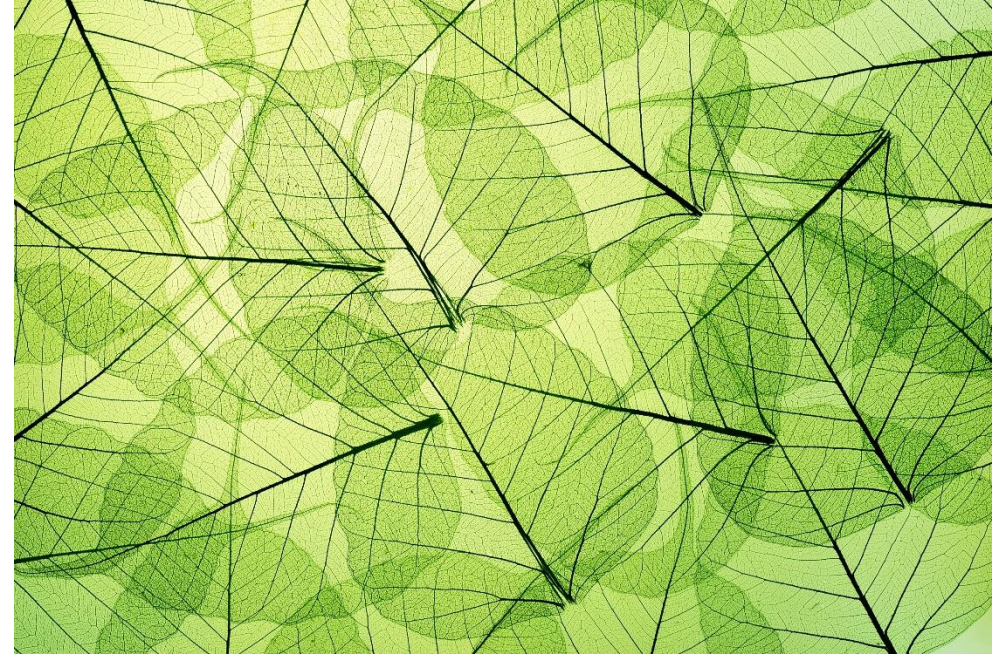
Mitigate risks

Enhance health  
& wellbeing



## TOP TIPS – EARLY ENGAGEMENT OF THE SUPPLY CHAIN

- Early Contractor Involvement
- Supply chain seminars
- Ongoing programmes
- Encourage innovation!



## BE A PART OF THE CONVERSATION

Producing healthy buildings is an ongoing challenge – to do so will require engagement from all parts of the supply chain, working together.



## CONTACT:

**Susan Harris**  
**077 87185741**

[susan.harris@anthesisgroup.com](mailto:susan.harris@anthesisgroup.com)

---