

# Questions & Answers

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# Q&A Session

Open Dialogue with the Suppliers



# Which questions do you want to ask the Buyers?

113 responses

Who is going to pay for it?

Which product group would you suggest us to start with?

How Can this work with sterile products and the MDR regulator?

What environment concerns do you face in the use of disposable products?

Can you please clarify whether it will be a voluntary or mandatory requirement?

What is the timeline?

If Nordic Swan and EU ecolabel are "the same" - why are there then several labels across EU and not one harmonized?

What can you do to support us in a product development process?

How about pharmaceutical? In the scope?



48





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Has all ability to leverage regulatory compliance been exhausted prior to pursuing additional requirements?

Will environmental priorities in tenders so best price will not be prioritized?

How will the label allow for competitive comparison between 2 ecolabeled products?

When will the new requirements take place?

Will you give preference to the Nordic Swan?

To Bente H, what was the name of the Nordic common tender which you mentioned ?

Joachim Green Innovation Group,How do we align sustainability tender criteria across the Nordics.Right now the are right and left.Making it hard to respond systematically

Are the buyers prepared fo the addotional costs that will follow

Eco-labeled and greener materials - ut less durable, becoming waste sooner (less env friendly)?



48



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Are climate change impact for products going to be included in tender/labelling requirements? How should that be measured in a comparable way?

What types of "issues" e.g. do you want to cover? On medical devices it seems a lot is on substances of concern. What about bioplastics, design for recycling etc?

How can an eco label save the planet and keep us below 1,5 degrees?

Is the plan to have the same criteria for all the Nordics? How would that be implemented

Are the end users prepared for slightly different products? (Being without pvc)

Circular economy is considered important. But recycling of medical products or packagings that have come in contact with body fluid is not allowed?

Is it applicable for all medical services ?

Do the region's priorities environmental products before lowest price?

Can you elaborate a bit on the initiative driving higher costs? Many suppliers are saying Expensive



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By introducing labelling which will be very costly for the companies, how do we split the costs for this?

Different eco-labels may have different requirements. Do you foresee that some ecolabels will be preferred?

Modern PVC is not the same as in the 1980s. Are you willing to go into dialogue?

Prices in the Nordics are amongst the lower in the world also with Europe with the highest requirements level. Who is going to pay ?

Many suppliers will be 30M € in size, meaning 90k € in annual fee to the Nordic Swan per supplier. Has the fees been considered to be reduced as part of this initiative?

Will there maybe come a common EU label ?then no need for Nordic Swan label

Can you say something about Ecovadis? We work with them for our own sustainability journey in regards to supply chain

Is Swan label more strict than current chemical regulations on EU level?

This will be an extra cost for the suppliers to get certified, are the regions willing to pay extra for this?



48



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Have the Nordics considered investing in a tool or portal to streamline the administrative burden and enable data sharing by buyers and suppliers?

It is important to clearly state a timeline and needs to cover which product groups are included. Even if this is not mandatory it will de facto exclude a large part of the suppliers.

Can you share a concrete product category example with criteria from the pharmaceutical Industry?

What about procuring circular solutions (re-use, re-furbish, etc) - ex renovating instead of procuring MORE products?

Will environmental be prioritized before lowest price in tenders for consumables?

Some areas are new to medtech e.g. recycling used devices. Is it possible to make requirements for something that is so "new" and developing?

Are there plans to join forces and create a medical device category for EU eco label?

What is the environmental benefit for eco-labels?

What competitive advantage with ECO labelled product?



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Has an economic cost:benefit analysis been conducted to enable suppliers to demonstrate there will be a sales benefit for environmental investment?

Do you see all products becoming eco labeled? How will this affect the competitor landscape?

what support can I get if my products can't be labeled as of today?

The EU MDR and REACH were developed to protect patients from harm. Why is it not enough to live up to these regulations?

Eco-products often have a shorter life-time, what about LCA and what about quality in terms of durability in tenders?

What will be done in the hospitals to sort waste in the correct way?

Do you have some guidance documents for suppliers how and where they can get support to develop circular products?

Are you following the Net Zero Document from.the UK NHS?

Will you reward First movers in tenders (e.g. make room for higher initial pricing?)



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How do you work to increase capacity & maturity and knowledge among procurers?

Nordics have very low prices ( because the buyers are good) and now we will add another selling cost - scenario: products will not be launched in the Nordics.

How many suppliers can the Nordic Swan handle to certify and recertify?

It seems that single-issue labels is off the table. Why is this? Wouldn't it be an idea to create a list of accepted list, where experts say good for them and understand what they cover?

If the labels are voluntary and producer paid, can tenders then lawfully include them in procurements?

Evaluate value, not price. Value is the sum of impact, quality and price.

Eco-labeled products may be pricier. That means less money for patient treatment. How you will solve that paradox?

Is there a willingness to enter into a purchase agreement before products have been fully developed? It has to do with risk when making larger investments.

EU collaboration and enough time is crucial in order to influence global HQ's



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How can suppliers provide feedback when tender requests conflict with EU regulatory requirements?

Can the ecolabels be developed to fit at overall Company level in different grades instead of specific product groups?

Will «eco labelled products» transported long distances be preferred before «not labelled eco-products» produced closer to users?

How do you define success for this project

Are you open to accept US based eco labels in Nordic tenders?

Which product group do you anticipate to be first where ecolabelling will be a requirements? And what is an indicative date?

It has been mentioned that environmental will count 30% of the evaluation in tenders, when will that take place?

Today we have only 2 criterias in tenders: Price and quality. Could it be considered to have a third one for sustainability and environmental score?

Do you know if other than Nordic countries will have similar requirements for applying for labels. When medical instruments are sold worldwide it would be nice to have similar standards for labels.



48





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What's your opinion on evaluation when price is always the criteria all other secondary. As a supplier you don't get value for labeling

For cleaning products cradle to cradle is often given advantage in tenders in front of Swanlabel. How do you thinner of this for this type of products?

How can suppliers become involved in defining harmonized Nordic ecolabel criteria?

Will you accept PVC products if they are licensed by Type 1 ecolabel?

How do we incentivies initiatives of "reduce" and innovations that are reducing waste for hospitals that would not be able to ecolabeled? We all have limited resources.

How do you relate to the fact that these requirements are exclusively a Nordic initiative? Nordics are only a relatively small part of the market, and potential suppliers can leave Nordic market

Even if it now a problem legally to pick the only supplier that has an eco label it does influence competition negatively and will increase prices and not necessarily promote quality. Thoughts?

You state that you are ready to increase requirements when the market is ready. Dont you think the market will need a requirement to increase speed of change?

How should suppliers make tradeoffs between reducing emissions and pursuing ecolabelling where those criteria do not align (they do not always align)?



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What will be the next NIELS initiative involving the suppliers and supporting R&D organisations?

Developing eco label criteria takes time. How would you compare criteria eco labelled to the ones that are not?

The majority of MDR product is already controlled by a third part. Why is a second control of a third party required?

Compliments to Norwegian region South East who did dare to ask for environmental friendly/PVC free products (Anesthesia consumables) and walked the talk!

Why are Nordic hazardous chemical requirements redundant to EU chemical regulations?

What is most important Lifecycleanalysis or ecolabeling? Smaller companies might have hard investing in all requirements. Could we go for ecolabel and be considered meeting both requirements?

What will the waste management structure look like for eco labelled products? Will the hospitals be ready to deal with that ?

Why are you always talking about yesterday? What happend there/yesterday???

Are the medical device recycling programs scalable? Are the Nordics prepared to collaborate on logistical solutions that may increase their burdens and costs?



48





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Products that are "x-free" or "free from x" can be ecolabeled without disclosing what the product consists of. Isn't that in conflict with the precautionary principle?

Follow up on question if all regulatory demands really have been exhausted before introducing demands above laws and regulations? Manufacturers have very limited possibilities to go above EU demands

How will you ensure the implementation meaning actually shifting to the environmental friendly product in the clinic if the price is higher than the "old" ?

How can data and learnings be shared? We have tried to recycled devices for years and cannot find a recycler to help; how can we get help and not just a lecture?

"We need to get on the train", sure, but why do the suppliers have to take the whole cost?

Remember that the costs will trickle down not only to suppliers, but also a network of sub-suppliers. So it is a pyramid of cost for achieving the chain of custody. All need to be on board.

What if companies refuse to spend money and manpower to get products ecolabeled? Will you stop procurement if there are no "green" products available?

What companies are already ecolabelling? Why haven't we heard or seen these? If the audience is ignorant, how can we get this info to have a more informed dialogue today?

You could also just accept the various regulations that are already in place instead of cooperate with companies earning money from us being certified.



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Can we use the strength of the sector: strict safety and quality management to cover some of the requirements on transparency on materials and supply chain? So we do not have to double audit?

Using the argument that some companies are already certified therefore the rest of us should also be able to do so is not valid. What happens to smaller companies? It will decrease competition.

Tenders are in many cases on a tight budget and so are the suppliers, will tenders be willing to adjust the pricing frameworks to ignore financial burden swift?

The Nordics in general and Norway in particular are among the worlds richest nations. Won't it be challenging to convince poor countries to spend additional costs on pricier ecolabeled products?

Ecolabels on item level will punish large portfolios due to yearly cost. Will we accept to only have the most profitable products available in the Nordics?

In JAG 5 (an advisory group) under ISO/IEC we found 500+ sources for circularity and environmental requirements. Standards, certifications, regulations, guidelines. Could we start with some of them?

Eco labeled products is part of the equation. But the supplier, by committing to e.g SBTi, also be part of reduction. Will company wide efforts be in scope for your work?

Will the ecolabelling requirements be mirroring the upcoming PPWR?

Can you share a medical device example that is being recycled right now? What are the limits and challenges?



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How do we ensure that the environmental criteria don't overrule the quality criteria on other areas so we end up with low price + low quality products that are all eco-labelled?

The supplier reps on this room are here because we believe in the mission and urgency. What criteria clarity and supporting data can be shared with us to help influence our business decisions-makers?

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What about Reach? Is it enough

Why not develop the eco labels for overall Company level at different levels instead of specific product groups?