



Welcome to
***Value
chain collaboration
in public
procurement of
textiles***

The webinar will begin shortly!

Introducing Circular Shift

An Interreg-NWE project developing practical frameworks, tools, and training to scale up pilots of circular procurement of ICT and textiles across North-West Europe

€5.4 *Million funding*

10 *Partners & 12
Associate
Partners*

3.5 *Year Duration
Across 5
Regions*

Interreg  Co-funded by
the European Union
North-West Europe

CIRCULAR SHIFT

Ireland

Netherlands

Germany

Belgium

France

An experienced European Partnership

Interreg  Co-funded by
the European Union
North-West Europe

CIRCULAR SHIFT

National and Regional Procurement Organisations

Research Institutes - Sector NGOs + SMEs



Agenda

- **[10:30] Welcome, Introduction of Circular Shift** (Dominic Tscherny, ACR+)
 - **[10:35] Value chain collaboration for successful circular procurement** (Lisanne Van 't Hoff, Rijkswaterstaat; Anita Lombardo, ACR+)
 - **[10:45] Developing a circular textile product from local post-consumer textile waste in the Netherlands** (Carolina Vogel, Groningen; Anita de Wit, ReBlend)
 - **[11:05] Repair and upcycling of professional workwear in Belgium** (Jan Merckx, CiLAB Collective)
 - **[11:25] Upcycling workwear into children's outdoor clothing in France** (Audrey Bonabeau, Reseco)
 - **[11:40] Questions & Answers, followed by conclusions**
-

Value chain collaboration for successful circular procurement

May 13, 2026

Lisanne van 't Hoff
Rijkswaterstaat (RWS)

Project officer – Community Circular Workwear

Anita Lombardo

Association of cities and regions for sustainable resource management (ACR+)

Project officer

Circular Procurement

- Circular procurement considers the **whole life-cycle of goods and services**, in order to avoid negative environmental impacts and waste creation and **achieve an overall reduction in the amount of energy and materials consumed**.
- Including circular principles in procurement helps procurers take a more holistic approach to sustainability and **accelerate the transition of supply chains to a more circular economy**.

(Interreg [NSR ProCirc project](#)).



<https://circularandfairictpact.com/>

*“To achieve **circular procurement**, we need to consider **circularity in the different stages** of the value chain of a product.*

*Thus, market engagement could go beyond collaboration with suppliers and **engage all the actors that have a role to play in the value chain.***

Yet, this approach needs to be further explored if we want to accelerate the transition towards a more circular economy”.

Interreg NSR Procirc

Circular Procurement Transformation Guidance, Interreg VB North Sea Region Programme

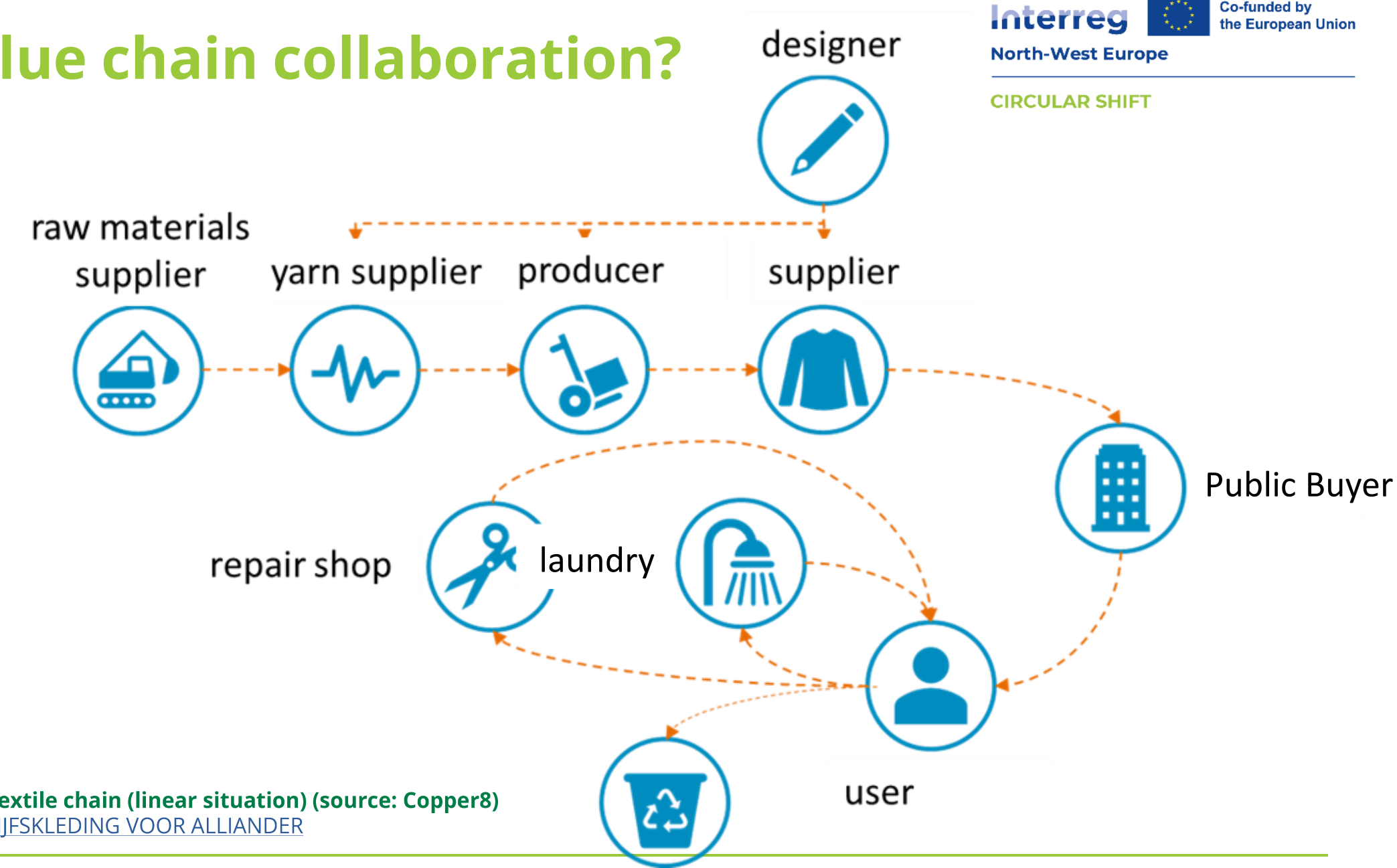
Interreg NWE project Circular Shift

- Accelerate the **circular economy** by **scaling up circular procurement (CP)** of phones, laptops and workwear (examples of “procured by all” products), in 5 NWE countries.
- Aims to:
 - Drive **Value Chain Collaboration (VCC)**
 - Enable the implementation of **circular strategies**
 - **Enable and activate** procuring organisations to **implement the organisational change** to make those practices the standard

Three work packages:

- Value Chain Cooperation
 - Internal Commitment and Behavioural Change
 - Impact Measuring and Forecasting for Informed Decision Making
-

Why value chain collaboration?



Schematic representation textile chain (linear situation) (source: Copper8)
VEILIGE EN DUURZAME BEDRIJFSKLEDING VOOR ALLIANDER

Focus workwear and ICT (laptops and smart phones)



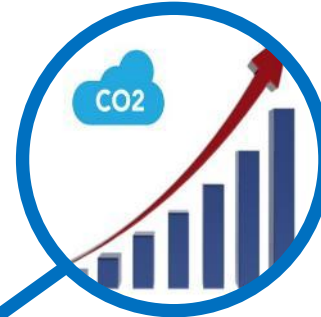
Laptops and Smartphones



Workwear

Why workwear and ICT?

Interreg
North
CI
Co-funded by
the European Union



Phase 1: Needs assessment

Assessment of needs and barriers

Literature review, Good practice interviews and an analysis of current way of working of Circular Shift partners

Shortlisted good practices (out of long list of ~30)

- **Municipality of Breda – life time extension of workwear through PAS**
 - **Bremerhaven (+5 municipalities) – Sustainable procurement of T-shirts in Bremen**
 - **City of Rennes - Transformation of used workwear for reuse**
 - **Groningen:** Developing a circular textile product from local post-consumer textile waste
-

Overall Findings: Barriers

- **Limited supply chain knowledge**
 - **Complexity of circular value chains**
 - **Insufficient alignment and collaboration within the public organisations**
 - Procurement structures and market concentration
 - Lack of trust, transparency and reciprocity
 - Organisational capacity and incentives
 - Insufficient needs and spend analysis
 - Risk aversion
 - Budgeting and cost logic
 - **Policies not aligned with specific departmental needs**
 - **Standardisation vs differentiation**
-

Overall findings: Needs

- Fostering a circular mindset across the whole procuring organisation
 - Building knowledge and capacity on supply chain collaboration
 - Embedding social and societal value
 - Improving inventory and asset management systems
-

In conclusion:

To advance circular procurement of ICT and workwear public buyers:

- Need to overcome **institutional, cultural, and market-related barriers** to value chain collaboration
- Invest in **capabilities, trust-based market engagement, lifecycle-oriented budgeting, and organisational structures**

Circular Shift: will deliver

- A Value Chain Collaboration (VCC) Methodology
 - Training modules for procuring organisations
 - A decision-making framework
-

Q&A



Interreg



**Co-funded by
the European Union**

North-West Europe

Thank you



**Cross cutting governance
support:
Circular Procurement Textiles**

Carolina Vogel City of Groningen
Nynke Telgenhof City of Groningen



Circular Economy Stakeholdermanagement

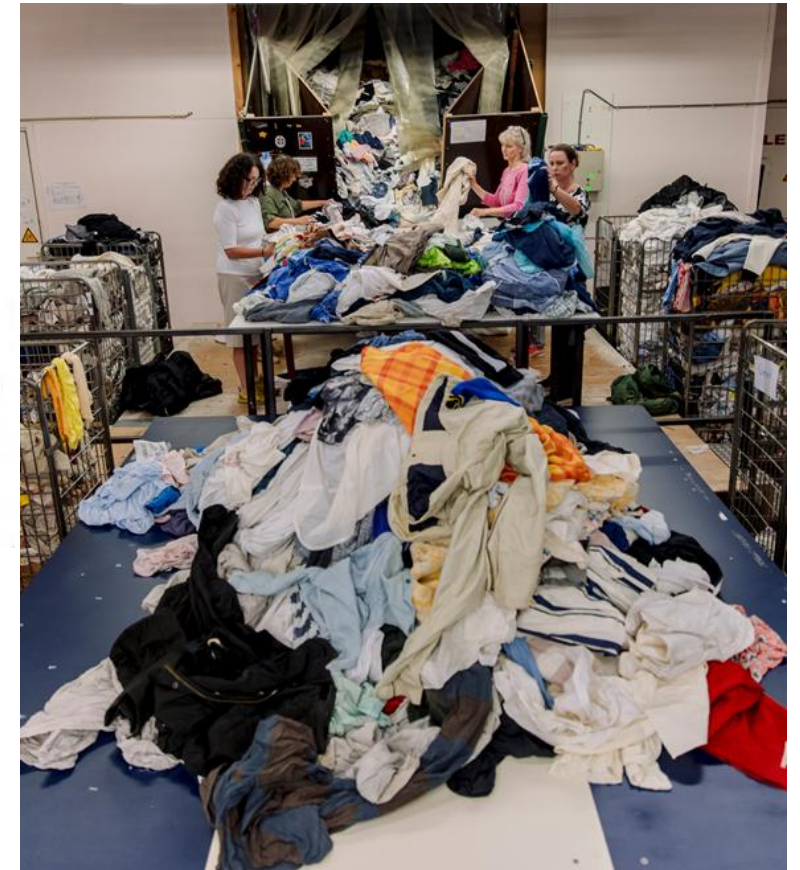
Business



Citizens



Education



Local Authorities



Reduce

Redesign

Repurpose

Recycle

Rethink

Re



Context / Background

- ▶ Textile hub Groningen
- ▶ Innovation: the local context enables a higher ambition than the market (% post-consumer materials)
- ▶ Innovations: Yarns for denim, T-shirts and sweater fabrics
- ▶ European tender for workwear, duration 7 years, maximum value €10 million

Reduce

Redesign

Repurpose

Recycle

Rethink

Re



Approach Workwear Tender

- ▶ **Opportunity: Groningen as launching customer for new innovative workwear products**
- ▶ **5 different lots**
- ▶ **Session city of Groningen customers:**
 - **Wearing comfort, availability and sustainability are the key criteria**

Reduce

Redesign

Repurpose

Recycle

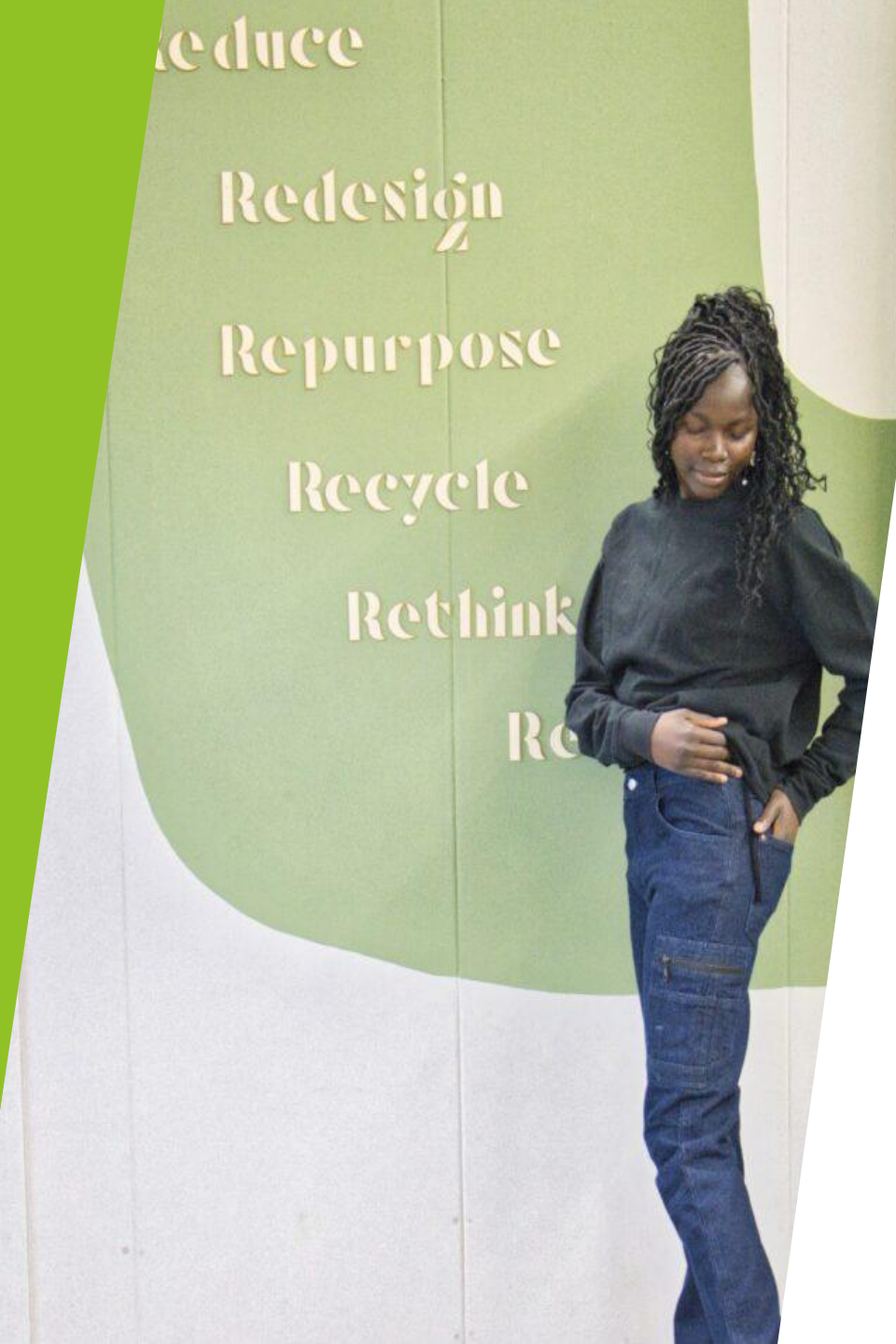
Rethink

Re



Approach sustainability

- ▶ Sustainability 2 parts
 - ▶ Operations & current product range of bidders
 - ▶ Future circular product range: how to implement local circular textile innovations (sweater fabric and denim)
 - ▶ Each tenderer was asked to draw up an action plan for our innovations
- ▶ Making the entry level accessible to the entire market



Project goals

- ▶ Making the innovative project accessible to the various market players (level playing field)
- ▶ Not imposing too many requirements at the outset, but working together on a concrete project
- ▶ ‘Reinventing’ the regional textile chain and linking it to what already exists
- ▶ Creating a regional scale

Reduce

Redesign

Repurpose

Recycle

Rethink

Re



Results

- ▶ 7 bidders submitted tenders:
 - ▶ 2 suppliers submitted tenders for a specific lot
 - ▶ 5 bidders submitted tenders for all lots (would have preferred specialists)
- ▶ 2 successful bidders:
 - ▶ 1 supplier of uniforms
 - ▶ 1 supplier for the remaining lots + project
- ▶ Currently working on the implementation

Reduce

Redesign

Repurpose

Recycle

Rethink

Re



Lessons learned

- ▶ Market consultation
- ▶ Three-way collaboration
 - ▶ Procurement
 - ▶ Contract management
 - ▶ Circular economy specialist
- ▶ Preparing robust contract management:
 - ▶ Creating scope
 - ▶ Setting out agreed outcomes with ‘high-potential departments’
 - ▶ Management reports & progress reviews (SMART)

Join our energy!

We are looking for:

- **Solutions:** How to stimulate the transition to a circular economy to the maximum!
- **Knowledge & skills:** for building a local textiles system that ensures positive environmental impact, creates positive jobs for people with a distance to the labour market and is economic viable/sustainable.

Nynke Telgenhof: nynke.Telgenhof@groningen.nl, +31 625402149





The Circular Shift

2026

Jan Merckx

Circular Economy



Jan Merckx



Batteries, Plastics, Textiles



Upcycling & Repair Atelier
(Social Initiative)



FABRIQUE DE BAIES FRISES & FLANELLES
FABRIQUE BREVETÉE DE COUVERTURES DE LAINE

ROYAUMES 1865
PARIS 1867
PARIS 1889
DIPLOME D'HONNEUR
& MEDAILLE D'OR
BRUXELLES 1897

FABRIQUE A MALINES PLACE SARRENO
SIÈGE SOCIAL
17, Place Raeheno, 17
MALINES

FABRIQUE A DUFFEL
FABRIQUES A MALINES A DUFFEL
FABRIQUE A MALINES RUE DE BRASSERIE
PLAGE DE LA CORNUË

BUREAUX & MAGASINS
ouverts de 8h à 12 & de 2h à 6
FERMÉS LES DIMANCHES & JOURS FÉRIÉS

Adresse Télégraphique
P. ROESTENBERG, MALINES
TÉLÉPHONE N° 95

SOCIÉTÉ ANONYME DES USINES LAINIÈRES DE MALINES & DE DUFFEL RÉUNIES
ANCIENNE FIRME P. ROESTENBERG

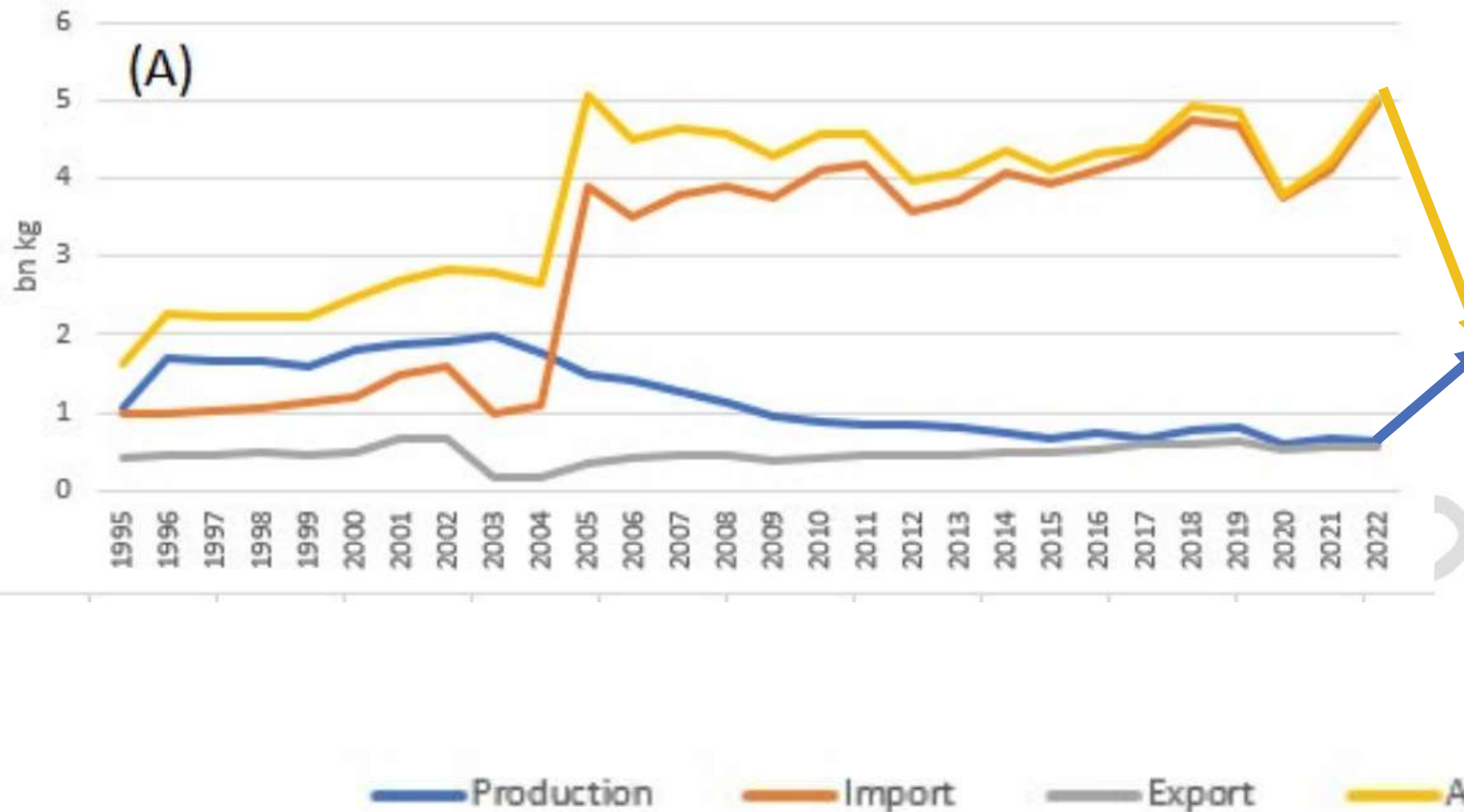
MECHELEN – Be.

CILAB/AMAcI





Figure 7. Market indicators for apparel textiles in the EU-27



**Sustainable Products
(ESPR)**

**Better Waste Treatment
(Waste Directive)**

Right to Repair

**Governance Responsibility
CSRD - CSDDD**

Source: own production based on PRODCOM database (Sold production, exports and imports – DS-056120)

Cilab is created to facilitate the transition to circular textiles and to provide inspiration for a human centric economy



We inspire, coach, help in transitioning to a circular world

We imagine ourself ^{four} ~~ten~~ years from now

We act on an unconventional business model

May 2020

Research



Rework



Repair

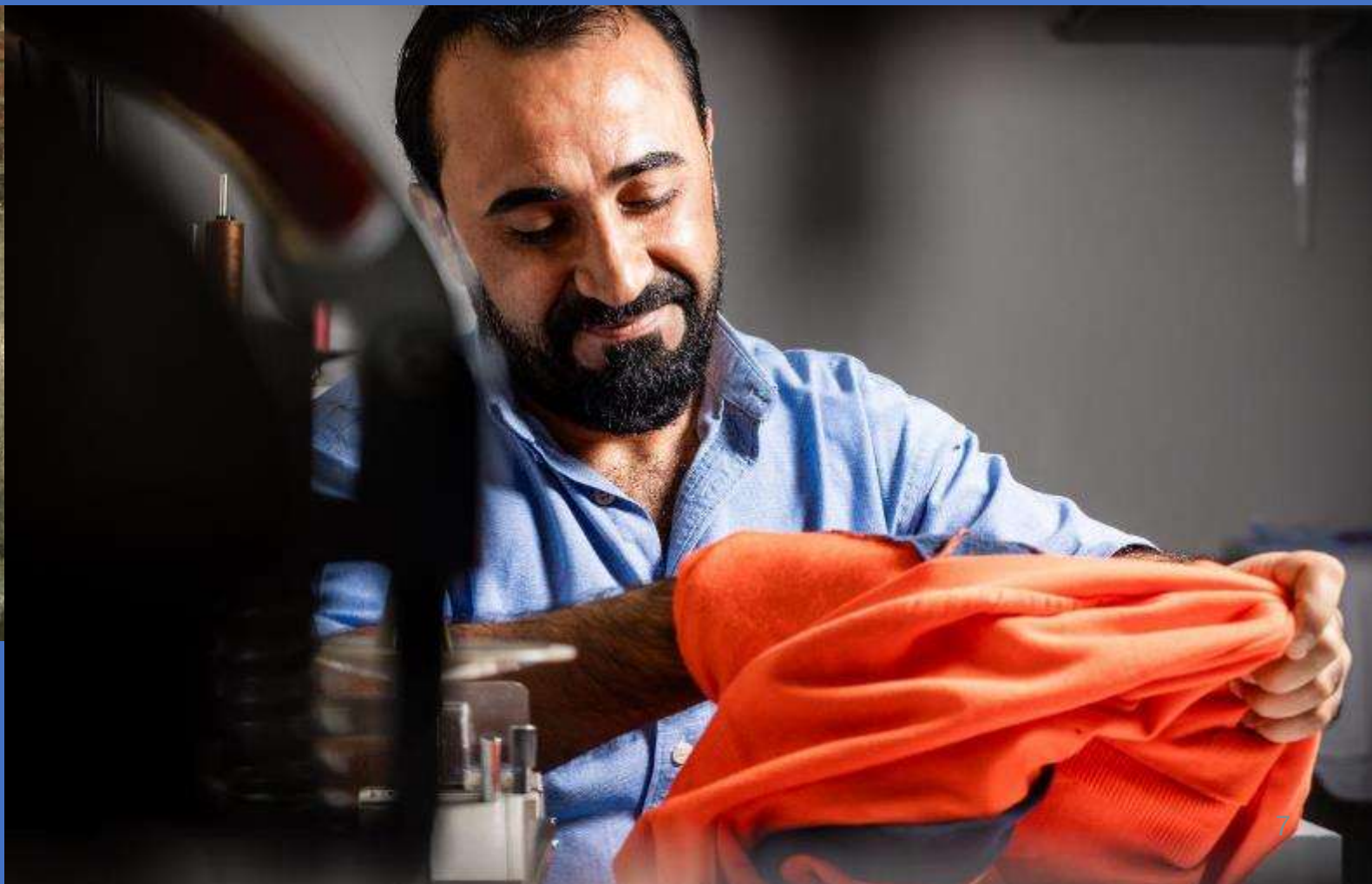


September 2020

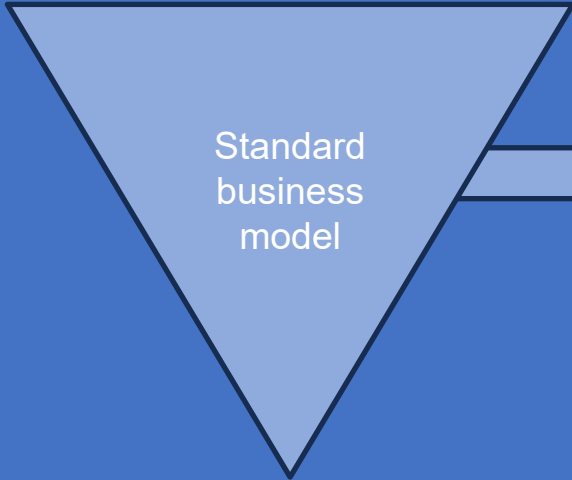
Research

Rework

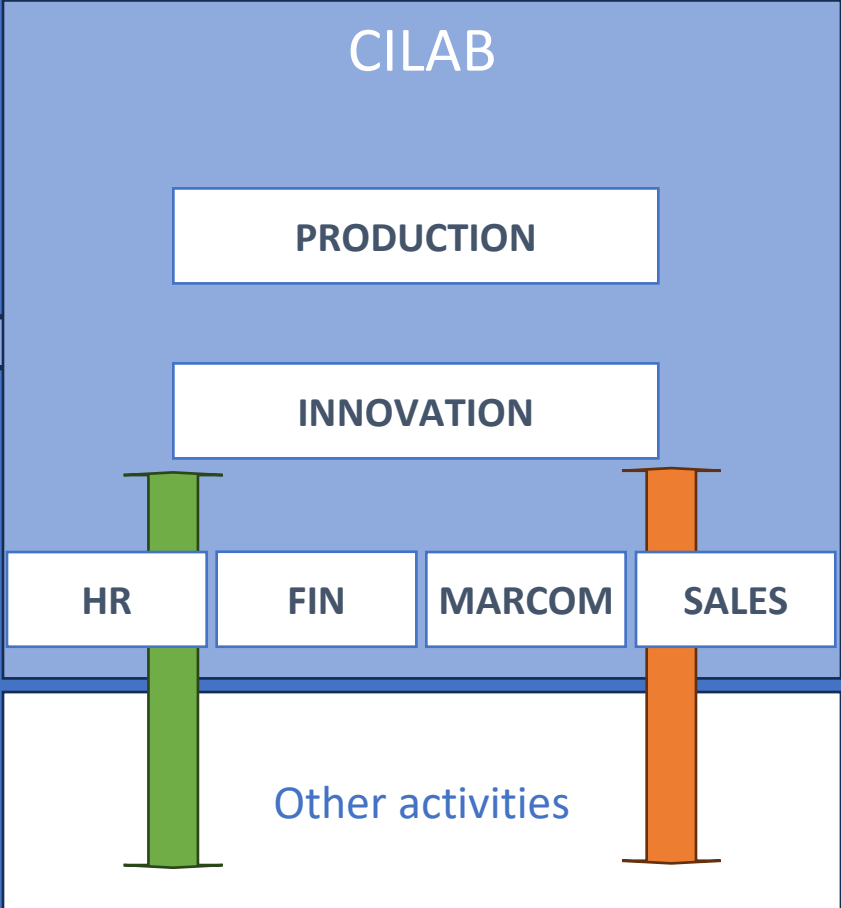
Repair



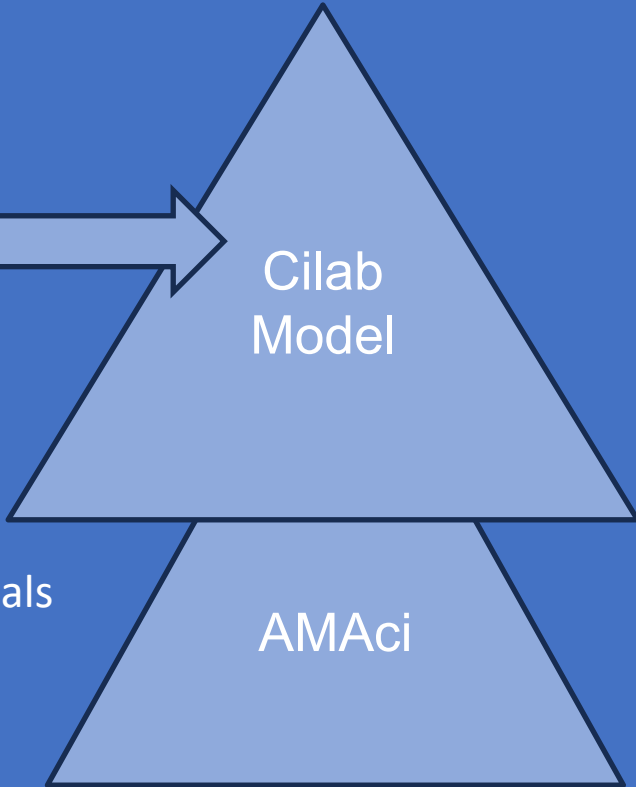
Approach



knowledge



financials



Research project (2017)



Start of Collective Lab (2020)



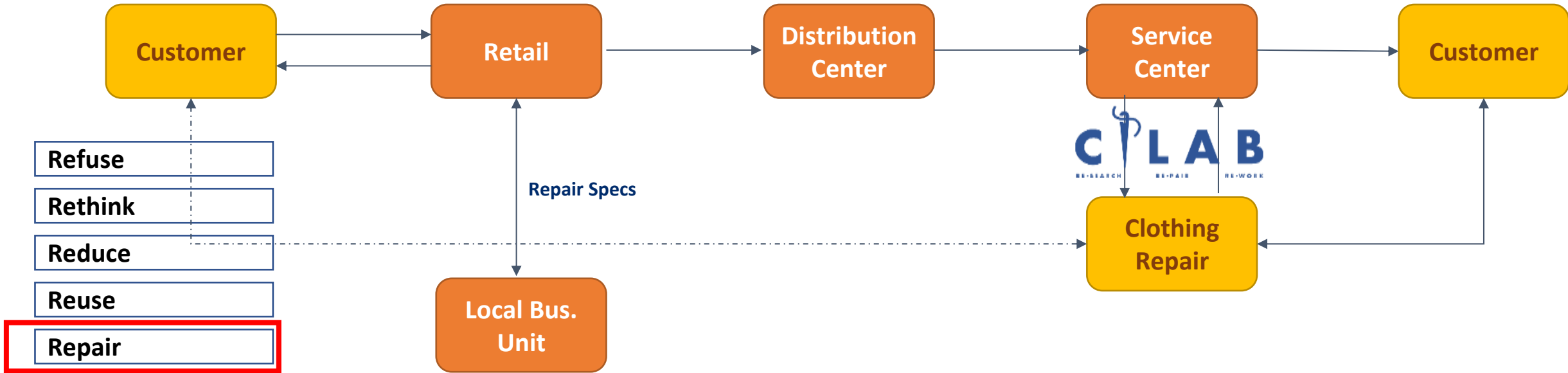
Shawkat Khalil



Commercial enterprise built on a social foundation

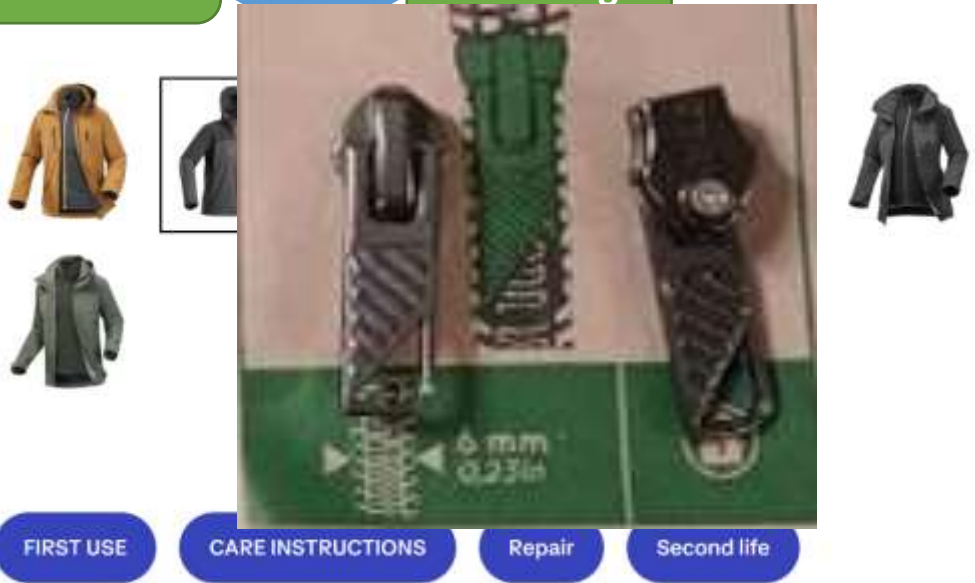
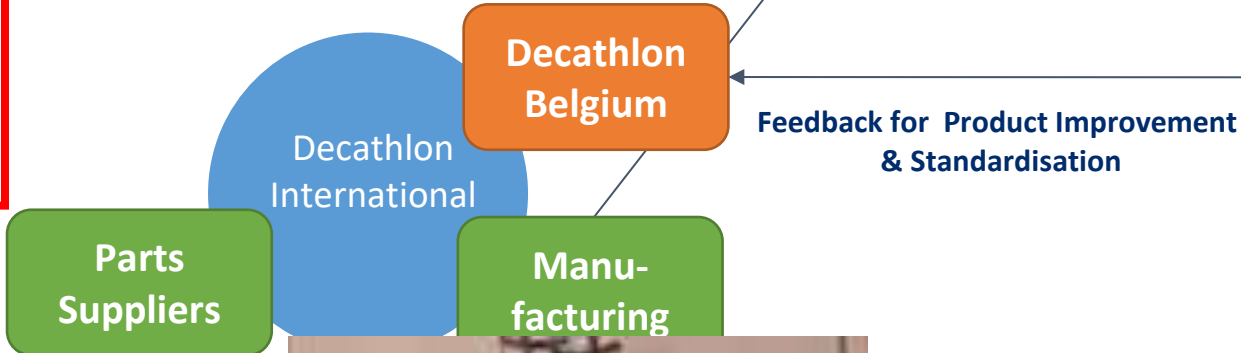








- Refuse
- Rethink
- Reduce
- Reuse
- Repair
- Refurbish
- Remanufacture
- Repurpose
- RECY - Mechanical
- RECY - Chemical



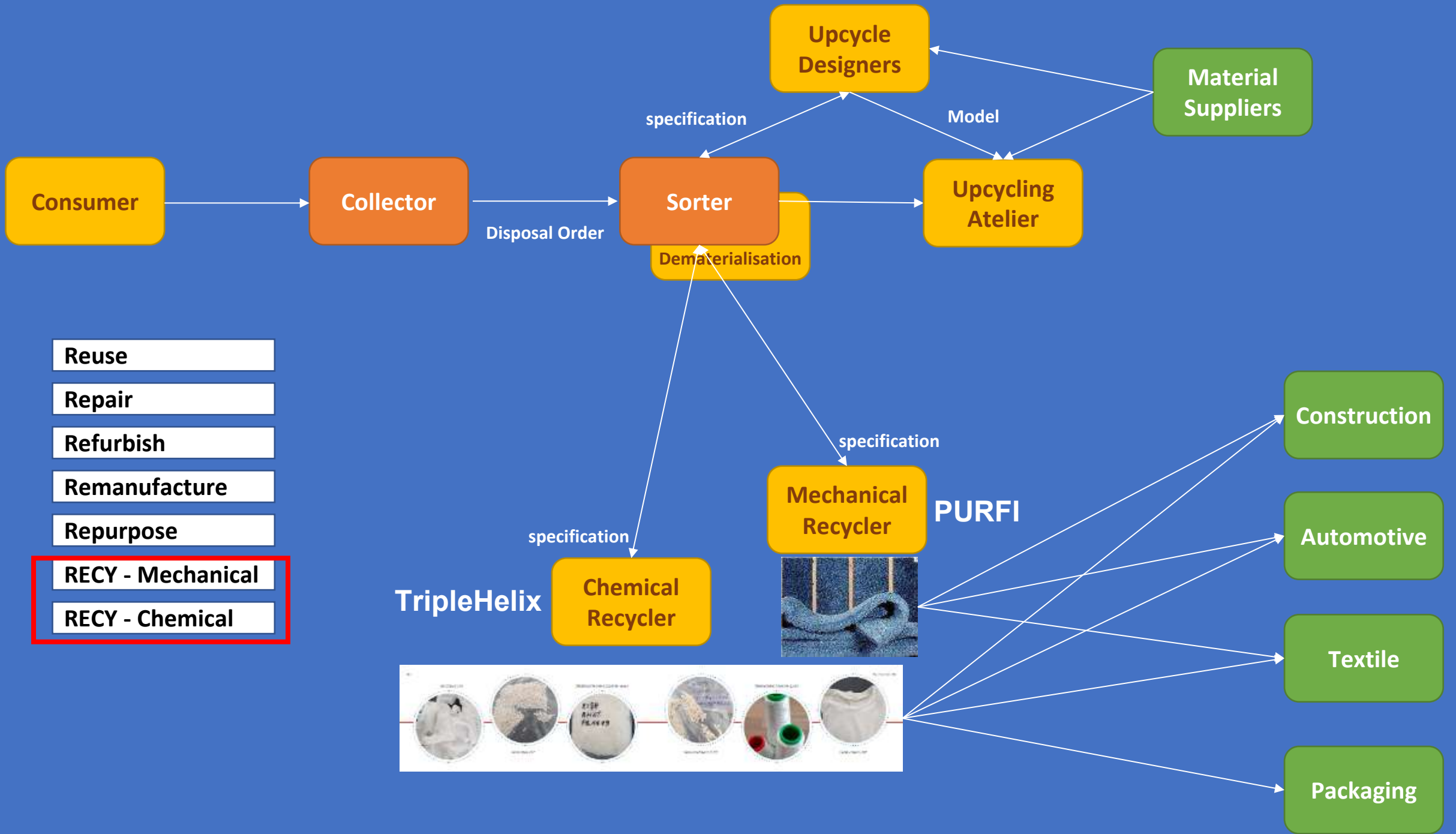






Functional Repair:

- Need for Spare Parts (Fabric)
- Need for the right specifications, delivery time & price
- Repair is not part of the eco-design parameters for textiles



- Reuse
- Repair
- Refurbish
- Remanufacture
- Repurpose
- RECY - Mechanical**
- RECY - Chemical**

TripleHelix



PURFI



CILAB
RE-SEARCH RE-PAIR RE-WORK

collective

Thank you

www.cilab.be

We inspire, coach, help in transitioning to a circular world

We imagine ourself two years from now

We act on an unconventional business model

City and Métropole of Rennes Upcycling workwear into children's outdoor clothing in France

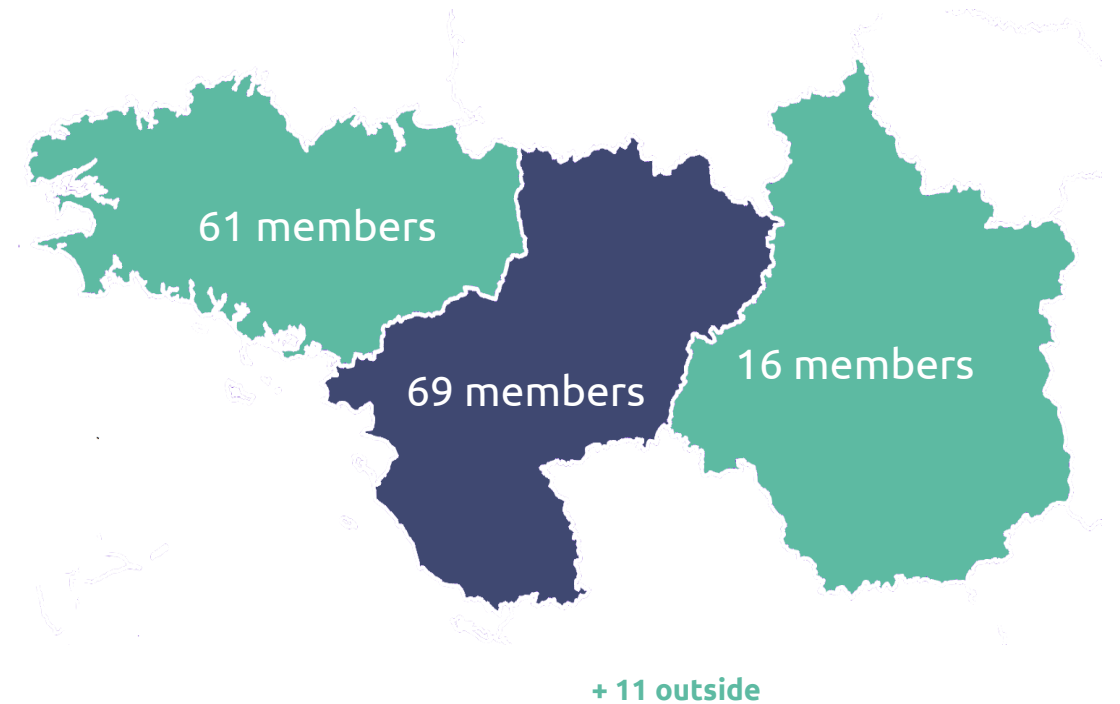
13 May 2026

Audrey Bonabeau, RESECO, Sustainable Public Procurement
Project Officer

RESECO, a regional network for sustainable public procurement since 2006

1 association: 157 public entities in the northwestern France

Region, cities, EPCI, hospitals, universities, ports... public employees and elected officials committed to sustainable procurement



Our financial supports

Rennes Métropole Strategic Plan for Socially and Ecologically Responsible Purchasing

Schéma de promotion
des achats socialement
et écologiquement
responsables

2024-2027



Goal n°5

Promoting the circular economy and
adopting a life-cycle approach

Goal n°7

Promoting the social economy through
public procurement

Textile-tailored roadmap: Sustainable Clothing Plan

1. Buy better and more responsibly
2. Extend the life of purchased clothing, manage their end of life
3. Stick to the essentials for day-to-day work

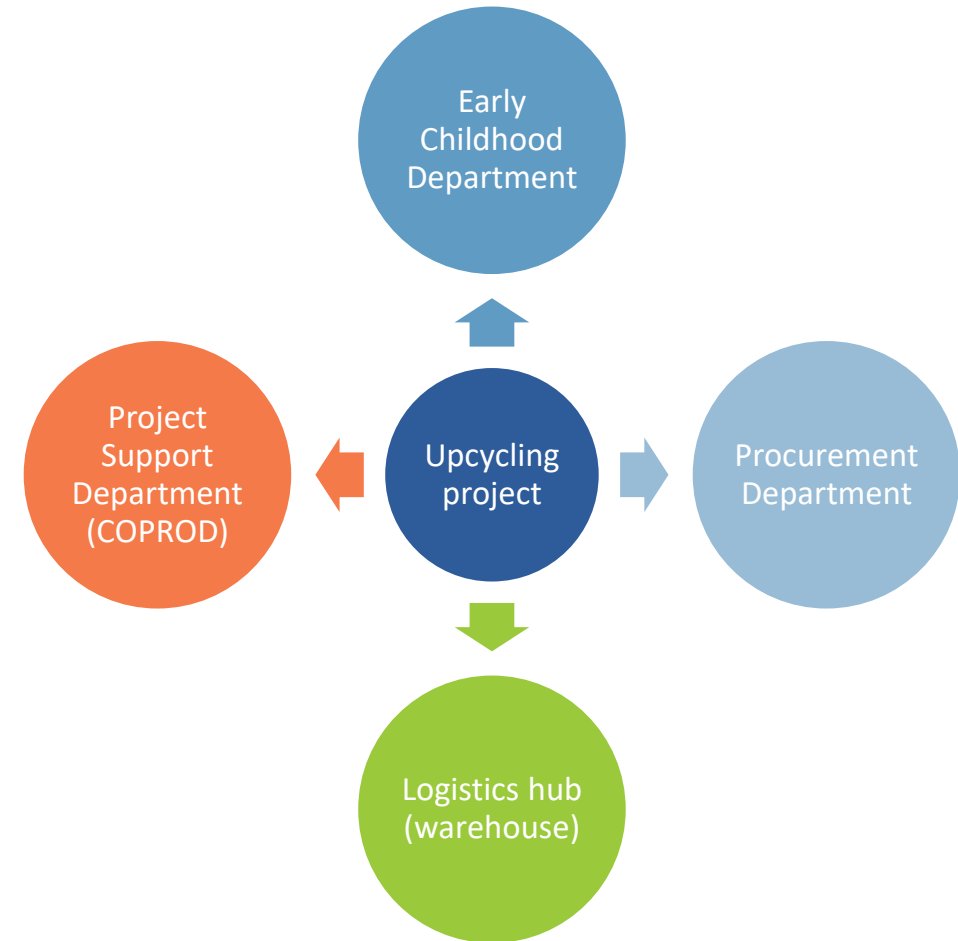


Redefine the provision of workwear supplied to public employees

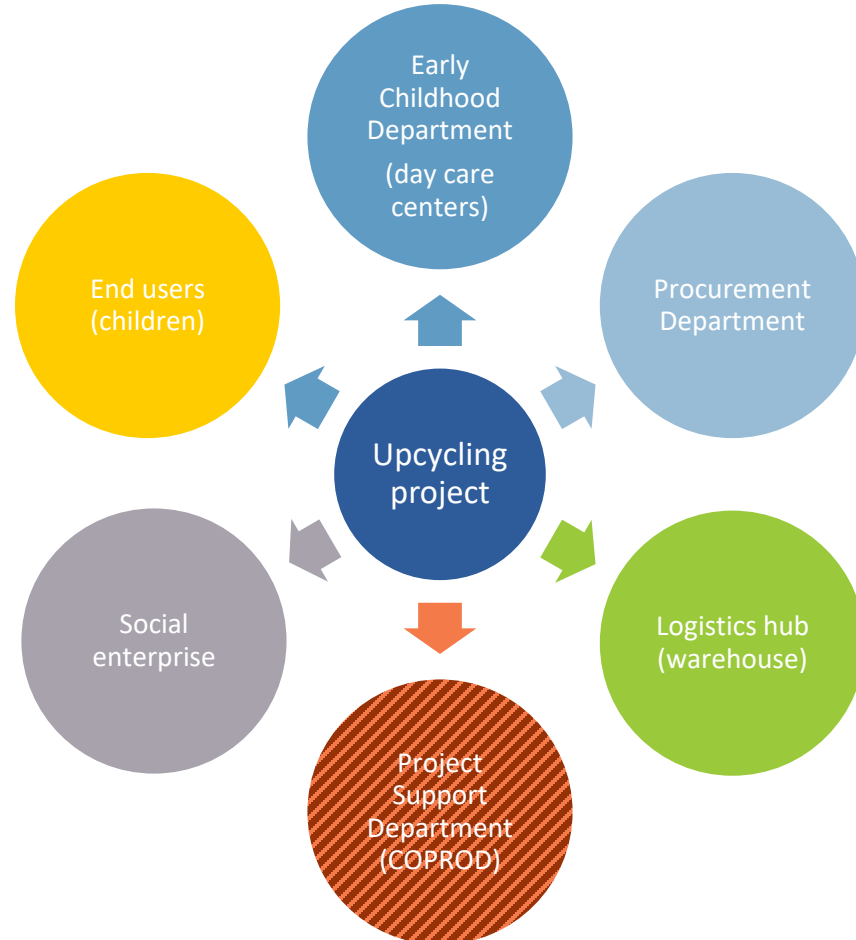
The project: Upcycling from worn-out workwear



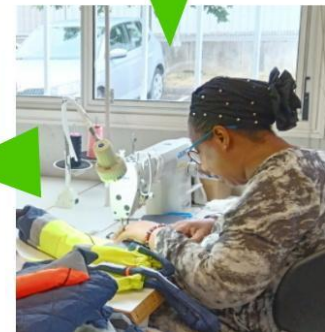
Cross-departmental project team



Public contract awarded to a local work integration social enterprise



Des tenues professionnelles recyclées en vêtements pour enfants



Interreg

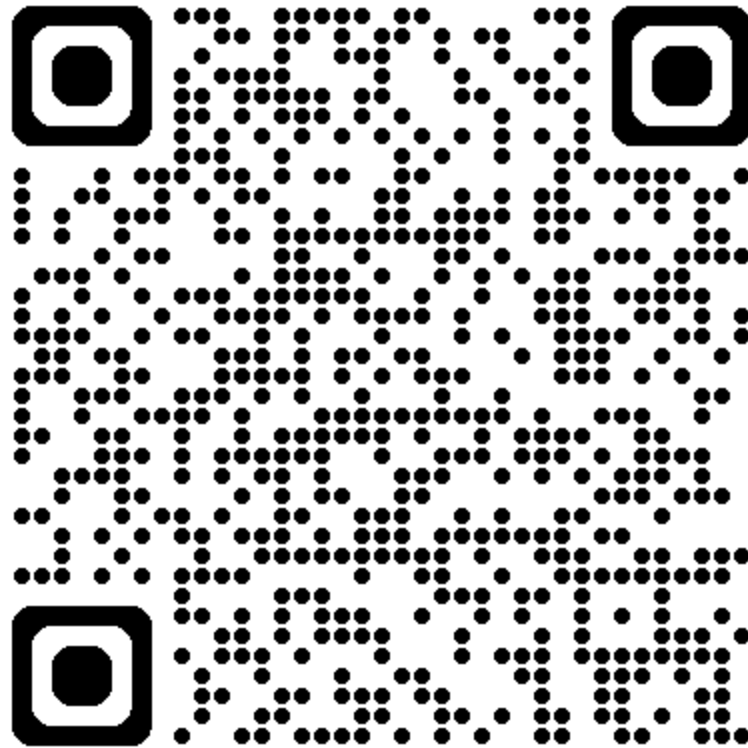


**Co-funded by
the European Union**

North-West Europe

Thank you

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<https://mailchi.mp/e2fbfc0aa49f/sign-up-to-circular-shift-news>
