

Procura+ Seminar Hot Topic Tables

APUC: Circular, Upcycling & Re-use of Furniture

1. Challenges Identified:

- How to create a single all-inclusive furniture framework that includes maintenance, repair and refurbishment
- How to price refurb and repair into a framework agreement
- How to convince stakeholders that second hand / extended use etc is best
- How to deal with storage of furniture in between needs
- Persuading one company to maintain / repair another's product
- Established conventions such as the need for all chairs in a class to look the same
- How to extend life of furniture no longer required by a public body

2. Solutions Identified Already in Use

- Create multiple frameworks (or lots) to separate out long term (post warranty) maintenance & refurbishment
- Encourage micro businesses to commit to providing refurb and maintenance services by offering long term frameworks based on agreed pricing for specific services etc
- Be cautious of using new furniture providers on large frameworks for refurb etc as their interest will likely be focussed on selling new.
- Minimise the number of colours of textiles in use for seat cushions and colours of desks etc to make redeployment easier.
- Refurbish multiple furniture styles with one colour to bring uniformity and promote say different chair designs as a design feature
- Use per hour pricing for refurb and define a mechanism to agree pricing / time allocated to larger projects
- Use standard agreed pricing for retrim of seat chairs / backs etc – e.g 15 euros per chair etc and resizing of desks
- Have frameworks (or lots within a wider framework) for resale of redundant furniture via traders with an agreed percentage payment back to the public buyer

3. Further Potential Solutions that Could Work

- Obtain senior (CEO level) buy-in to a minimum % of reused / use of existing furniture in new builds (instead of replacing all furniture with new)
- Explore regional storage facilities to share storage and exchange product with other public bodies
- Create circular economy shared services to undertake storage, maintenance & refurb services for multiple public bodies in a region / country
- Challenge the culture that all chairs / desks etc have to match each other in style / colour