

Module 4: Introduction to Market Scoping for Sustainable Options

(RISE: Start Screen/Introduction Block)

Title: Module 4: Introduction to Market Scoping for Sustainable Options

Welcome Message: Welcome to Module 4 of the Foundational Level Course in the GPPB-TSO Sustainable Public Procurement (SPP) Competency Framework. This module introduces the essential practice of Market Scoping, specifically focusing on how to find 'greener' product options and more 'inclusive' suppliers.

Connection to Competency Framework: This module directly addresses Competency Area 4: Conducting Market Analysis for Sustainable Solutions at the Foundational Level. It explores *why* this analysis is crucial for modern public procurement and *how* practitioners can begin to incorporate it into their work.

(RISE: List Block - Numbered)

Learning Objectives: Upon completion of this module, learners will be able to:

1. Recognize the need to conduct market scoping to find green products and inclusive suppliers.
2. Identify basic sources of market information (e.g., PhilGEPS, internet searches, GPPB resources).
3. Perform simple online searches for green products or potential inclusive suppliers using provided keywords or databases.
4. Understand the importance of looking beyond existing suppliers for potential SPP opportunities.

(RISE: Text Block)

Why This Matters Now: The SPP Context

The landscape of public procurement in the Philippines is undergoing a significant transformation. The enactment of the New Government Procurement Act (NGPA), Republic Act No. 12009 ¹, and its Implementing Rules and Regulations (IRR) ³ places **Sustainability** at the core of government purchasing, alongside established principles like transparency and competitiveness ². This represents a fundamental shift from the previous framework under RA 9184, where environmental or social considerations might have been viewed as secondary. Now, sustainability is an explicit governing

principle ².

This shift means procurement decisions are no longer solely driven by achieving the lowest initial price. Instead, the focus is on attaining **value for money** across the *entire lifecycle* of a product, service, or infrastructure project ². This lifecycle perspective necessitates considering the environmental, social, and economic impacts associated with what the government buys ⁴. Market scoping, the process of researching the marketplace *before* finalizing requirements, becomes critically important in this new context. It is the essential first step in identifying goods and services with reduced environmental footprints and in finding suppliers who contribute to social and economic inclusivity goals. Understanding the market's offerings allows procurement entities to align their needs with the broader sustainability objectives mandated by law and national strategies like the Philippine Development Plan ⁶. The NGPA's IRR mandates market scoping as part of strategic procurement planning ³, making it not just a best practice, but a required step for effective and compliant procurement under the new law. Neglecting this step was previously identified as a contributor to procurement delays and failures, underscoring its importance for efficiency ⁷.

Lesson 1: Why Look Further? The Need for Green and Inclusive Options

(RISE: Lesson Introduction)

This lesson explores the rationale behind market scoping within the Sustainable Public Procurement (SPP) framework. It examines why relying solely on familiar suppliers may no longer suffice and delves into the specific drivers for seeking environmentally preferable ('green') products and socially responsible ('inclusive') suppliers.

(RISE: Accordion Interaction)

- **Accordion Item 1: What is Market Scoping in Procurement?**
 - **(Text Block) Definition:** Market scoping is the systematic process of researching the marketplace *prior* to finalizing the technical specifications and requirements for a procurement project ³. It involves identifying potential suppliers, understanding the range and capabilities of available products and services, assessing current market trends, evaluating supplier capacities, analyzing pricing structures, and identifying potential risks associated with the market ³.
 - **(Text Block) Mandate under RA 12009:** The significance of market scoping is formally recognized in the Implementing Rules and Regulations (IRR) of RA

12009. Section 10 explicitly requires Procuring Entities (PEs) to conduct market scoping as a preliminary undertaking when preparing their Project Procurement Management Plan (PPMP) ³. This integration into the strategic planning phase underscores that market scoping is not merely procedural but a foundational element for making informed and strategic procurement decisions ¹¹.

- **(Text Block) Purpose in SPP:** Within the context of Sustainable Public Procurement (SPP), market scoping serves a critical dual purpose. Firstly, it enables PEs to discover products and services that possess lower environmental impacts throughout their lifecycle – commonly referred to as 'Green Products' ⁴. Secondly, it facilitates the identification of suppliers from diverse, underrepresented, or specific target groups, such as microenterprises, social enterprises, startups, women-owned businesses, and marginalized sectors – known as 'Inclusive Suppliers' ¹. Market scoping, therefore, acts as the bridge connecting the high-level principles of sustainability and inclusivity mandated by RA 12009 ² with the practical identification of market options that can fulfill these requirements ³. It operationalizes these principles early in the procurement cycle, ensuring they are considered from the outset, rather than as an afterthought.

- **Accordion Item 2: The "Green" Imperative: Understanding Environmental Impact & GPP**

- **(Text Block) What is GPP?** Green Public Procurement (GPP) is defined as a process where public authorities aim to procure goods, services, and works that have a reduced environmental impact across their entire life cycle, from raw material extraction to disposal, compared to alternatives with the same primary function ⁴. GPP is a vital component of the broader SPP framework established under RA 12009 ¹.
- **(Text Block) Why GPP?** The government, as a major consumer (representing a significant portion of the national GDP, estimated around 20% in the GPP Roadmap ¹⁵), holds substantial market influence. By prioritizing green procurement, the government can achieve several objectives:
 - **Reduce Environmental Footprint:** Minimize negative environmental consequences stemming from government operations, such as reducing greenhouse gas emissions, conserving water and energy, and decreasing waste generation ⁴.
 - **Drive Market Transformation:** Create demand for environmentally preferable products and services, thereby encouraging manufacturers and suppliers to adopt greener technologies and practices ¹³. This "lead by example" approach helps shift the entire market towards sustainability ¹³.
 - **Support National Policies:** Contribute to achieving national environmental

targets related to climate change adaptation and mitigation, pollution control, resource conservation, and compliance with laws like the Ecological Solid Waste Management Act (RA 9003) ¹³.

- **Achieve Long-Term Value:** Realize potential cost savings through reduced operational expenses, particularly from energy-efficient ⁴ or water-efficient products, and lower disposal costs ¹⁷.
- **(Text Block) GPPB's Role:** The Government Procurement Policy Board (GPPB) is the central body guiding GPP implementation. It adopted the Philippine GPP Roadmap ¹⁸ and developed specific Green Technical Specifications for prioritized common-use supplies and equipment (CSEs) and non-CSEs ²⁰. These specifications provide concrete criteria for identifying green products ¹⁷. Section 73 of the RA 12009 IRR further mandates the integration of green practices and environmentally relevant criteria into procurement ³.
- **(Text Block) Need for Scoping:** To effectively implement GPP, PEs must first understand the market landscape. Market scoping is necessary to identify *what* green options are currently available (e.g., paper with 100% recycled fiber ²³, energy-efficient LED lighting compliant with PNS IEC 62612 ²³, cleaners free from chlorine and inorganic acids ²³) and *which* suppliers offer them. Without this initial research, PEs cannot effectively incorporate meaningful green criteria into their bidding documents.
- **Accordion Item 3: The "Inclusive" Imperative: Defining and Valuing Diverse Suppliers**
 - **(Text Block) What is Inclusive Procurement?** Inclusive Procurement, as established under Section 75 of the RA 12009 IRR ³, is a program designed to provide equal opportunities for specific groups to participate in government procurement. These groups include vulnerable and marginalized sectors, microenterprises, social enterprises, startups, and women-owned or women-led businesses ²⁴. It aims to integrate these groups into the government supply chain, contributing to poverty reduction and social equity ⁴.
 - **(Text Block) Who are Inclusive Suppliers?** The RA 12009 IRR (Section 76) ³ identifies several categories targeted for inclusion, anticipating a future registry based on certifications from relevant agencies:
 - **Microenterprises:** Businesses defined by asset size thresholds, often guided by laws like the Magna Carta for MSMEs (RA 9501 amending RA 6977/8289) ²⁵ or the BMBE Act (RA 9178) ²⁶. These enterprises constitute a vast majority of businesses in the Philippines ²⁸.
 - **Social Enterprises (SEs):** These are organizations driven by a primary social or environmental mission, conducting economic activities to achieve these goals and often reinvesting profits back into their mission ²⁹. They

frequently work directly with or employ individuals from poor or marginalized communities ³¹. It is important to note that currently, there is no single, universally adopted legal definition or mandatory accreditation for SEs in the Philippines ³². While bills like the Poverty Reduction Through Social Entrepreneurship (PRESENT) Act ³¹ were proposed, they have not been enacted into law ³⁰. Various definitions exist ²⁹, and while DTI has offered a Certified Social Enterprise (CSE) accreditation ³⁷, its current status and widespread use require verification. The RA 12009 IRR anticipates future certification by the MSMED Council for the registry ³. This lack of a unified formal structure makes identifying SEs challenging through standard registration checks alone, necessitating broader scoping methods.

- **Startups:** Defined under the Innovative Startup Act (RA 11337) ³⁸ as entities aiming to develop innovative products, processes, or business models ⁴⁰. These are often technology-focused and supported by agencies like DTI, DOST, and DICT ³⁹.
- **Women-Owned/Led Businesses:** The GPPB, through Resolution No. 01-2023 ⁴², adopted the definition used by the International Finance Corporation (IFC) and the MSMED Council. A **women-owned business** has at least 51% ownership by one or more women ⁴². A **women-led business** has at least 20% ownership by women, *and* at least one woman as CEO, COO, President, or Vice President, *and* at least 30% of the board members are women ⁴². Women entrepreneurs are recognized as significant contributors to economic growth ⁴⁴.
- **Cooperatives:** Entities duly registered with the Cooperative Development Authority (CDA) ⁴⁶.
- **Marginalized Sectors:** Includes groups such as farmers, fisherfolk, persons with disabilities (PWDs), solo parents, indigenous peoples, and urban poor, often defined by laws like the Social Reform and Poverty Alleviation Act (RA 8425) ³⁰. RA 12009 IRR Section 76 anticipates certifications from DA, BFAR, NCDA, and DSWD for these groups ³.
- **(Text Block) Why Seek Inclusive Suppliers? (Supplier Diversity)** Embracing supplier diversity offers multiple benefits aligned with government objectives:
 - **Promotes Social Equity:** Creates economic opportunities for historically underserved or marginalized groups, contributing to poverty reduction and more equitable development ⁴.
 - **Supports Government Policy:** Aligns procurement actions with national laws and policies aimed at supporting specific sectors like MSMEs (RA 9501 ²⁵) and the specific inclusivity goals of RA 12009 ³.
 - **Fosters Innovation:** Diverse suppliers can bring fresh perspectives, unique

solutions, and specialized expertise, potentially leading to innovation in public service delivery ⁴⁸.

- **Enhances Competition:** Broadening the supplier base can increase competition, potentially leading to better value for money, improved quality, and more responsive service ⁴⁸.
- **Strengthens Local Economies:** Supporting local MSMEs, cooperatives, and community-based enterprises keeps resources within the community and stimulates local economic activity ⁴⁸.
- **(Text Block) Need for Scoping:** Inclusive suppliers, particularly smaller enterprises or those from marginalized sectors, may not be part of the traditional government supplier pool or actively monitor bid notices. Proactive market scoping is therefore essential to identify these potential suppliers, understand their capabilities, and determine how to best engage them ³. The RA 12009 IRR specifically directs PEs to use market scoping activities to identify opportunities for engaging inclusive suppliers ³.
- **Accordion Item 4: Beyond Existing Suppliers: Unlocking New SPP Opportunities**
 - **(Text Block) The Comfort Zone:** It is often simpler and quicker for PEs to engage with suppliers they have worked with previously. These established relationships can streamline communication and processes.
 - **(Text Block) The Limitation:** However, relying exclusively on incumbent or familiar suppliers presents significant limitations in the context of SPP. These suppliers may not currently offer the most environmentally sound products available in the market, nor might they represent the diverse range of businesses the government aims to include through its Inclusive Procurement Program ³. Sticking only to known vendors restricts the PE's ability to fully meet the sustainability and inclusivity objectives mandated by RA 12009.
 - **(Text Block) The Opportunity:** Actively looking beyond the existing supplier base through market scoping can unlock numerous benefits:
 - **Discovery of Innovation:** Uncover new suppliers offering cutting-edge green technologies, more sustainable materials, or innovative service delivery models, potentially supported by initiatives like the Innovative Startup Act ³⁸, ⁴⁹.
 - **Increased Competition and Value:** Introduce new players into the bidding process, which can foster greater competition, potentially leading to more competitive pricing and better overall value for money ⁴⁹.
 - **Direct Alignment with Inclusivity Goals:** Identify and engage suppliers who inherently meet inclusivity criteria, such as certified women-owned businesses ⁴², registered cooperatives ⁴⁶, or local community groups eligible under specific programs ⁵³.

- **Better SPP Outcomes:** Find suppliers whose products or services offer superior environmental performance (e.g., higher energy efficiency, greater recycled content) or stronger social benefits, leading to better alignment with the holistic value-for-money principle emphasized in RA 12009 ².
- **(Text Block)** Market scoping is the *proactive mechanism* for identifying these new opportunities and ensuring that procurement decisions are based on a comprehensive understanding of the available market, not just historical relationships.

(RISE: Scenario Block)

- **Scenario:** An office requires new office chairs. The usual supplier offers standard plastic chairs meeting basic functional needs. A colleague mentions the government's push for Green Public Procurement (GPP). What is the most appropriate first step *before* finalizing the purchase request or issuing a Request for Quotation (RFQ)?
 - Option A: Assume the usual supplier's chairs are acceptable and proceed with the order to save time.
 - Option B: Contact the usual supplier and ask if they happen to offer any "eco-friendly" chair options.
 - Option C: Conduct market scoping to research the availability of chairs meeting GPPB's green technical specifications (e.g., containing no specified hazardous substances like lead or mercury, marked for recycling per ISO 11469 ²³) from a range of potential suppliers, including those not previously used.
- **Feedback:** Option C represents the best practice under SPP principles and the requirements of RA 12009 ³. Market scoping allows the PE to understand the available green options that meet official criteria *before* defining the requirement. This ensures compliance with GPP mandates ⁴ and opens the possibility of finding better value or more sustainable solutions. Option B is a limited approach, relying solely on the current supplier's offerings. Option A disregards the sustainability principles now embedded in the procurement law ².

(RISE: Knowledge Check - Multiple Choice)

- **Question:** According to the principles of Sustainable Public Procurement (SPP), why is it crucial for procuring entities to actively look beyond their current list of suppliers?
 - A. To find the supplier offering the absolute lowest initial purchase price.
 - B. To identify potential suppliers offering greener products or belonging to inclusive categories (like MSMEs, women-owned businesses, or social enterprises) that existing vendors might not provide.

- C. Solely to comply with requirements set by international funding institutions.
- D. To intentionally make the procurement process more complex and time-consuming.
- **Correct Answer: B**
- **Feedback:** Exploring beyond the usual suppliers is fundamental to SPP. It allows PEs to discover innovative green solutions ⁴⁹ and engage with diverse, inclusive businesses ³, aligning procurement with national goals for environmental sustainability and social equity, as mandated by RA 12009 and its IRR ³. While value for money is key, SPP considers lifecycle costs and broader benefits, not just the initial price tag ².

Lesson 2: Where to Look: Basic Information Sources

(RISE: Lesson Introduction)

Having established the importance of scoping the market for sustainable options, this lesson focuses on identifying the primary sources of information available to procurement practitioners in the Philippines. Knowing where to find reliable data is fundamental to conducting effective market scoping.

(RISE: Tabs Interaction)

- **Tab 1: PhilGEPS (Philippine Government Electronic Procurement System)**
 - **(Text Block) Overview:** PhilGEPS is the official, single, centralized electronic portal for all government procurement information in the Philippines ⁵⁴. Its use is mandated by law (originally RA 9184, and continued under RA 12009 ⁵) to promote transparency and efficiency ⁵⁴.
 - **(Text Block) Relevance for Scoping:** PhilGEPS offers several features useful during the initial stages of market scoping:
 - **Supplier Directory/Registry:** PEs can search the Government Official Merchants' Registry (GOP-OMR) for suppliers, manufacturers, distributors, contractors, and consultants registered in the system ⁵⁸. Basic search functionality typically allows filtering by organization name or location ⁵⁹. Suppliers registered under the Platinum Membership category are required to upload and maintain current eligibility documents (like DTI/SEC registration, Mayor's Permit, Tax Clearance, Audited Financial Statements) ⁶¹, providing a source for verifying basic legal and financial standing ⁶³.
 - **Bid Notices and Awards:** Reviewing current and past bid opportunities and award notices can provide insights into which companies are actively participating in specific markets and the types of projects being procured ⁶¹.

This helps identify active players.

- **Future Potential: Sectoral Registry (RA 12009, Sec 76):** The NGPA mandates the GPPB to eventually establish and maintain, through PhilGEPS, a registry of entities belonging to specific inclusive sectors ³. This includes farmers, fisherfolk, PWDs, solo parents, microenterprises, social enterprises, startups, cooperatives, and potentially others ⁴. Certification for inclusion in this registry would come from designated government agencies (e.g., DA, BFAR, NCD, DSWD, MSMED Council, DTI, DOST, CDA) ³. However, the implementation of this registry is dependent on data availability from these certifying agencies and the development of the necessary PhilGEPS functionalities ³. As the IRR for RA 12009 only took effect in February 2025 ¹, this specific, searchable registry for inclusive suppliers is likely still under development and not yet fully operational for PEs to use for scoping.
- **(Text Block) Limitations for SPP Scoping:** It is crucial for foundational learners to understand the current limitations of PhilGEPS for targeted SPP market scoping:
 - **Lack of SPP Filters:** The existing PhilGEPS search functions are generally not designed to allow filtering specifically for "green products" based on environmental criteria or for detailed "inclusive supplier" categories beyond basic business type (e.g., sole prop, corporation) or potentially broad industry classification ⁵⁹.
 - **Reliance on Self-Classification:** Supplier categorization often relies on information provided by the merchants themselves during registration ⁵⁸, which may not be standardized or perfectly aligned with the specific definitions used in SPP (e.g., the nuanced definition of "women-led" ⁴²).
 - **Membership Tiers:** Access to full information and bidding capabilities can differ between Red (free, basic) and Platinum (paid, full document upload) memberships ⁶¹.
- **(Text Block) Conclusion:** PhilGEPS serves as an indispensable starting point for verifying a supplier's registration with the government and for gaining a general sense of market activity. However, PEs must recognize that, at present, its capabilities for specifically identifying green products or diverse inclusive suppliers are limited. This necessitates supplementing PhilGEPS searches with information gathered from other sources. The future development of the Sectoral Registry under RA 12009 Section 76 ³ holds significant promise for improving targeted SPP scoping within PhilGEPS, but until it is fully functional, the alternative methods discussed in this module remain essential.
- **Tab 2: The Internet (Targeted Searches)**
 - **(Text Block) Overview:** The internet provides access to a vast repository of

information. However, its effective use for market scoping requires a strategic and targeted approach, focusing on credible sources.

○ **(Text Block) Key Online Resources:**

- **Government Agency Websites:** Official websites of key agencies are primary sources. Examples include:
 - Government Procurement Policy Board (gppb.gov.ph⁶⁹): For policies, resolutions, GPP guidelines, and standard documents.
 - Department of Trade and Industry (dti.gov.ph²⁰): For business registration information (BNRS⁷⁰), MSME programs, potentially lists related to the Innovative Startup Act³⁸.
 - Department of Environment and Natural Resources (denr.gov.ph⁷¹): For environmental regulations and potentially information related to GPP or eco-labeling partners¹⁶.
 - Department of Science and Technology (dost.gov.ph⁷²): For information on innovation, R&D, and potentially lists of supported startups³⁹.
 - Procurement Service - DBM (ps-philgeps.gov.ph⁷³): For information on Common-Use Supplies and Equipment (CSEs) and potentially their specifications⁷⁴.
 - Philippine Commission on Women (pcw.gov.ph⁷⁵): For gender-related policies and potentially information on women's economic empowerment initiatives⁴⁵.
- **Industry Association Websites:** Organizations representing specific sectors often maintain member directories, which can be valuable for identifying potential suppliers. Examples include the Philippine Chamber of Commerce and Industry (PCCI)⁷⁶, IT and Business Process Association of the Philippines (IBPAP)⁷⁷, and the Philippine Constructors Association (PCA)⁷⁸. Searching these directories can help find established businesses within a target industry⁷⁹.
- **Specific Program/Initiative Websites:** Look for websites dedicated to relevant programs:
 - National Ecolabelling Program - Green Choice Philippines (NELP-GCP), often managed via the Philippine Center for Environmental Protection and Sustainable Development, Inc. (PCEPSDI)⁸²: Provides lists of certified green products⁸⁴.
 - Startup Ecosystem Hubs (e.g., QBO Innovation Hub⁸⁶): May list supported startups, particularly those focused on technology and innovation⁸⁷.
 - Social Enterprise Networks (e.g., Ashoka Philippines⁸⁹, Villgro Philippines⁹⁰): Can be sources for identifying mission-driven social

enterprises.

- **News Articles and Reports:** Reputable news sources and industry reports can offer insights into market trends, new product launches (especially green innovations), and success stories of inclusive enterprises.
- **(Text Block) Key Skill:** Effective searching relies heavily on using precise and relevant keywords, which will be covered in Lesson 3.
- **(Text Block) Caution:** Information found online, especially from non-official sources, must be critically evaluated for credibility and accuracy. Always prioritize official government websites (typically ending in .gov.ph). Be wary of unsubstantiated claims or "greenwashing," where companies make misleading environmental claims ⁹¹.
- **Tab 3: GPPB Resources**
 - **(Text Block) Overview:** The Government Procurement Policy Board (GPPB) and its Technical Support Office (TSO) provide authoritative resources specifically related to GPP and SPP policies and their implementation.
 - **(Text Block) Key GPPB Resources for Scoping:**
 - **GPP Roadmap:** This document outlines the national strategy, principles, and phased approach for implementing Green Public Procurement in the Philippines ¹³. It provides the context and priorities for GPP efforts.
 - **GPP Technical Specifications:** These crucial documents detail the specific green criteria that prioritized CSEs and non-CSEs must meet ¹⁷. They define what constitutes a "green" product for items like multi-copy paper (e.g., 100% recycled fiber ²³), LEDs (e.g., compliance with PNS IEC 62612 ²³), cleaners (e.g., chlorine-free ²³), chairs (e.g., no hazardous substances ²³), IT equipment, vehicles, etc. ²¹. These are essential references for understanding the required green attributes during market scoping ¹⁷.
 - **GPPB Resolutions:** Official issuances that formally adopt policies, roadmaps, technical specifications, or specific programs. Key examples include Resolution No. 25-2017 (adopting the GPP Roadmap and initial technical specifications ¹⁸), Resolution No. 19-2023 (introducing mandatory green specifications for certain non-CSE categories ¹⁸), and Resolution No. 01-2023 (adopting definitions for women-owned and women-led businesses ⁴²).
 - **Generic Procurement Manuals / Philippine Bidding Documents (PBDs):** These are the standard templates used for government bidding ⁹³. While not sources of market information themselves, understanding their structure (e.g., Section VII: Technical Specifications ⁹⁵) is vital for knowing where the green criteria identified during scoping will eventually need to be incorporated. Current publicly available samples of specific Requests for

Quotation (RFQs) or Terms of Reference (TORs) may not yet consistently show explicit green criteria clauses ⁹⁶, reflecting the ongoing nature of GPP implementation across all agencies.

- **(Text Block) Access:** These resources are primarily accessible through the official GPPB website: gppb.gov.ph ⁶⁹. Look under sections like "Issuances," "Downloads," or dedicated "Green Public Procurement" pages ⁹⁹.

- **Tab 4: Other Potential Directories & Resources**

- **(Text Block)** Beyond the primary sources, several other directories and platforms can aid in market scoping, particularly for verifying suppliers or finding specific types:
 - **DTI Business Name Registration System (BNRS):** Primarily used to verify the registration and ownership details of sole proprietorships ¹⁰⁰. Searchable online via bnrs.dti.gov.ph ⁷⁰.
 - **Securities and Exchange Commission (SEC):** Used to verify the registration status and basic details of corporations and partnerships ¹⁰⁰. Online search tools may be available on sec.gov.ph ¹⁰¹.
 - **Chambers of Commerce (e.g., PCCI):** National and local chambers often maintain member directories accessible online ⁷⁶. These can be useful for identifying established businesses across various sectors.
 - **Industry-Specific Associations (e.g., IBPAP, PCA):** Associations for specific industries like IT-BPM ⁷⁷ or construction ⁷⁸ may provide member lists, helping to find specialized suppliers.
 - **Startup/Social Enterprise Hubs & Networks:** Organizations like QBO Innovation Hub ⁸⁶, Ashoka Philippines ⁸⁹, and Villgro Philippines ⁹⁰ often feature portfolios or lists of the innovative or impact-focused enterprises they support.
 - **Women-Focused Business Organizations:** Groups like the Women's Business Council Philippines (WomenBizPH) ¹¹⁰ maintain networks and may have member directories useful for identifying women-owned or women-led businesses. Initiatives like the GREAT Women Project ¹¹², while project-based, may also yield contacts or lists of participating women micro-entrepreneurs.
 - **Eco-label Databases:** The National Ecolabelling Program - Green Choice Philippines (NELP-GCP) ¹⁶ provides a list of products that have met its certification criteria ⁸⁴. Websites like Ecolabel Index ¹¹⁴ may list NELP-GCP and other potentially relevant international eco-labels (e.g., Energy Star, FSC) recognized in the market.

(RISE: Add Table)

• **Table 1: Key Information Sources for SPP Market Scoping**

Source	Type of Information	Relevance to Green Products	Relevance to Inclusive Suppliers	Access Method/Link (Examples)
PhilGEPS	Registered Suppliers (Basic Info), Bid Notices, Future Sectoral Registry (Sec 76) ³	Limited (no specific filter currently)	Limited (basic info; future registry planned ³)	philgeps.gov.ph ⁵⁴ , notices.philgeps.gov.ph ⁵⁵ , open.philgeps.gov.ph ¹¹⁶
GPPB Website	GPP Roadmap ¹³ , GPP Tech Specs ¹⁷ , Resolutions, Manuals	High (Defines official criteria)	Moderate (Policies like Res 01-2023 on WOBs ⁴²)	gppb.gov.ph ⁶⁹
DTI Website/BNRS	Registered Sole Proprietors ¹⁰⁰ , MSME/Startup Programs (RA 11337 ³⁸)	Low	High (Verify MSMEs, Startups; Info on WOBs ⁴²)	dti.gov.ph ²⁰ , bnrs.dti.gov.ph ⁷⁰
SEC Website	Registered Corporations/Partnerships ¹⁰⁰	Low	Moderate (Verify legal status of potential corporate/partnership suppliers)	sec.gov.ph ¹⁰¹
NELP-GCP (via PCEPSDI)	List of certified Green Choice products ⁸⁴	High (Specific certified products)	Low	pcepsdi.org.ph ⁸²
Industry Associations (PCCI, IBPAP, PCA etc.)	Member Directories	Low-Moderate (Depends on industry focus)	Moderate (Find potential suppliers by sector)	e.g., philippinechamber.com ⁷⁶ , ibpap.org ⁷⁷ , Check specific

				association sites
Startup/SE Hubs (QBO, Ashoka, Villgro)	Lists/Portfolios of supported startups/SEs	Moderate (If focused on green tech/solutions)	High (Identify Startups, Social Enterprises)	e.g., qbo.com.ph ⁸⁶ , ashoka.org/en-us/country/philippines ⁸⁹ , villgrophilippines.org ⁹⁰
Women Business Groups (WomenBizPH)	Member lists/Networks	Low	High (Identify Women-owned/led businesses)	womenbiz.ph ¹¹⁰

(RISE: Knowledge Check - Matching)

- **Instructions:** Match the information source on the left with the type of SPP-related information it is *most* likely to provide directly on the right.
 - **Sources:**
 - A) PhilGEPS Website
 - B) GPPB Technical Specifications Document
 - C) NELP-GCP / Green Choice Philippines Website
 - D) DTI Business Name Registration System (BNRS)
 - **Information:**
 1. A list of specific products (e.g., certain brands of paint or detergent) certified under the Philippine national eco-labeling program.
 2. The official, detailed green criteria (e.g., percentage of recycled content required, energy efficiency standards) for commonly procured government items like LED lights or multi-copy paper.
 3. Confirmation that a specific business name for a sole proprietorship is officially registered and identifies the owner.
 4. A general registry of suppliers, contractors, and consultants registered to participate in government procurement, showing basic company information and membership status (Red/Platinum).
- **Correct Matches:** A-4, B-2, C-1, D-3
- **Feedback:** Efficient market scoping requires knowing the best source for specific information. The GPPB Technical Specifications¹⁷ define the official green criteria. The NELP-GCP website⁸² lists products certified under its eco-label. The DTI BNRS⁷⁰ is used to verify sole proprietorship business names. PhilGEPS⁵⁴ serves as the central registry for government suppliers.

Lesson 3: How to Look: Performing Simple Searches

(RISE: Lesson Introduction)

Having identified *where* to find information in Lesson 2, this lesson focuses on *how* to conduct basic searches using these sources. The goal is to equip learners with practical techniques and effective keyword strategies to locate potential green products and inclusive suppliers as part of their market scoping efforts.

(RISE: Process Interaction)

- **Step 1: Searching PhilGEPS**

- **(Text Block) Objective:** To find suppliers officially registered with the government or to gather context by looking at past procurement awards for similar items.
- **(Text Block) Basic Procedure:**
 1. Access the PhilGEPS portal (e.g., philgeps.gov.ph⁵⁴, notices.philgeps.gov.ph⁵⁵).
 2. Utilize the available search functions, typically labeled "Opportunities" (for bid notices¹¹⁷) or "Supplier Search" / "Merchant Registry"⁵⁹.
 3. Enter relevant keywords. For supplier search, this could be the company's registered name or keywords related to their location⁵⁹. For opportunities, use terms describing the product or service needed (e.g., "janitorial services," "desktop computer," "vehicle rental").
 4. Analyze the search results. Look for supplier names, their registration status (Red or Platinum⁶¹), contact information, and potentially details from past awarded contracts⁶⁵.
- **(Text Block) SPP Context Reminder:** As emphasized in Lesson 2, the current PhilGEPS system generally lacks specific filters for "green" attributes or detailed "inclusive supplier" categories (like women-owned, social enterprise). Therefore, use PhilGEPS primarily to confirm a potential supplier's registration status or to identify companies active in a general market sector, rather than for targeted SPP discovery. The development of the Section 76 registry³ may enhance these capabilities in the future.

- **Step 2: Smart Internet Searching for Green Products**

- **(Text Block) Objective:** To identify suppliers offering products or services that meet specific environmental criteria outlined in GPPB guidelines or recognized eco-labels.
- **(Text Block) Keyword Strategy:** Specificity is key. Combine the general

product/service type with relevant green terminology. Effective keywords include:

- **Terms from GPPB Technical Specifications:** Use precise criteria mentioned in the official GPPB documents ¹⁷, such as "100% recycled fiber" ²³, "energy efficient" ⁴, "elementary chlorine free (ECF)" ²³, "totally chlorine free (TCF)" ²³, "biodegradable" ¹¹⁸, "hazardous substance free," "low VOC" (for paints ²¹), "water-based paint" ⁸⁵.
- **Eco-label Names:** Search for products certified under recognized schemes. Use terms like "Green Choice Philippines certified," "NELP-GCP approved" ⁸⁴. Depending on the product category and market availability, relevant international labels like "Energy Star," "FSC certified" (for wood/paper products ¹¹⁴), or "WaterSense" might also yield results.
- **Location Modifiers:** Combine green terms with geographic locations if searching for local suppliers, e.g., "Manila," "Cebu," "Philippines."
- **(Text Block) Example Search Strings:**
 - "Green Choice Philippines" certified laundry detergent supplier ⁸⁴
 - supplier paper "100% recycled fiber" Philippines ²³
 - "energy efficient" LED lighting supplier government Philippines PNS IEC 62612 ²³
 - "low VOC" paint supplier Philippines ²¹
 - "non-toxic" "biodegradable" cleaning supplies supplier Philippines ²³
- **(Text Block) Where to Focus Search:** Utilize standard search engines (like Google, Bing) but prioritize results from official government domains (.gov.ph), websites of known manufacturers or suppliers, reputable industry association portals, and the websites of eco-labeling bodies (like PCEPSDI for NELP-GCP ⁸²).
- **Step 3: Smart Internet Searching for Inclusive Suppliers**
 - **(Text Block) Objective:** To locate potential suppliers that fall under the specific inclusive categories defined by RA 12009 IRR Section 75/76 ³ and GPPB policies ⁴².
 - **(Text Block) Keyword Strategy:** Combine the type of supplier or business sector with the specific inclusive identifier. Given the current lack of a single, comprehensive government registry for all inclusive types, searching through directories and membership lists of relevant organizations is often necessary. Effective keywords include:
 - **Official Categories/Definitions:** Use terms based on legal definitions or program names, such as "women-owned business Philippines GPPB definition" ⁴², "social enterprise Philippines [sector, e.g., agriculture, education]", "startup Philippines RA 11337" ³⁸, "MSME supplier", "CDA

registered cooperative [service type, e.g., catering]".

- **Directory/Organization Names:** Search specifically within the context of relevant organizations, e.g., "PCCI member directory search" ⁷⁶, "IBPAP member list IT" ⁷⁷, "QBO innovation hub startup portfolio" ⁸⁶, "Villgro social enterprise list" ⁹⁰, "WomenBizPH member directory" ¹¹⁰.
- **Programs/Initiatives:** Reference specific government or NGO programs supporting these groups, e.g., "GREAT Women Project participant list" ¹¹³, "DTI Go Negosyo MSME" ¹¹⁹.
- **(Text Block) Example Search Strings:**
 - Philippine Chamber Commerce Industry member directory manufacturing ⁷⁶
 - list social enterprise Philippines healthcare Villgro ⁹⁰
 - "Innovative Startup Act" registered software company Philippines DOST ³⁸
 - women-owned construction company Philippines WomenBizPH ¹¹⁰
 - supplier diversity program government Philippines (to find agencies or large companies with existing programs ⁴⁸)
- **(Text Block) Where to Focus Search:** Use general search engines but also directly target the websites of relevant government agencies (DTI, DOST, CDA, PCW), national and local Chambers of Commerce ⁷⁶, industry associations ⁸⁰, startup incubators/accelerators ⁸⁶, social enterprise support organizations ⁸⁹, and women's business councils ¹¹⁰. Finding inclusive suppliers often requires navigating these specific organizational networks and directories, as a simple web search may not easily surface them, especially for less formalized groups like social enterprises or microenterprises.
- **Step 4: Finding GPPB Technical Specifications**
 - **(Text Block) Objective:** To locate and access the official GPPB documents that define the specific green criteria for prioritized products.
 - **(Text Block) Procedure:**
 1. Navigate to the official GPPB website: gppb.gov.ph ⁶⁹.
 2. Explore sections typically containing official documents, such as "Issuances," "Resolutions," "Downloads," or a dedicated section for "Green Public Procurement" or "Sustainable Public Procurement" ⁹⁹.
 3. Search specifically for the "Philippine Green Public Procurement (GPP) Roadmap" ¹³ and, more importantly, the "GPP Technical Specifications" document ¹⁷. These might be linked within GPPB Resolutions, particularly Resolution No. 25-2017 ¹⁸, which adopted the initial set.
 4. Download the relevant document(s). The technical specifications document often exists as a separate file (e.g., GPP-Technical-Specifications-Doc-Final.docx referenced in ¹⁷).
 5. Once downloaded, locate the specific section within the document that

details the green criteria, evidence requirements, and verification methods for the product category you are procuring (e.g., multi-copy paper, LEDs, cleaners, chairs, IT equipment, vehicles) ¹⁷.

(RISE: Interactive Simulation)

- **Activity Title:** Scoping for Energy-Efficient LED Lighting Suppliers
 - **Prompt 1:** You need to find suppliers for energy-efficient LED lights for a government office renovation, adhering to GPP guidelines. What are two distinct keyword phrases you could use in an internet search engine to start your scoping?
 - *(Learner input field 1)*
 - *(Learner input field 2)*
 - **Feedback:** Good starting points could include: "LED lighting supplier Philippines energy efficient", "GPPB LED specifications supplier Philippines", "PNS IEC 62612 compliant LED supplier", or "Energy Star LED Philippines". Using terms like "energy efficient" or specific standards (like PNS IEC 62612 mentioned in GPPB specs ²³) is crucial.
 - **Prompt 2:** You identify a potential supplier's website claiming their LEDs are "eco-friendly." Where should you look to find the *official* Philippine government green criteria that these LEDs should meet?
 - *(Multiple Choice: A) Supplier's Marketing Brochure, B) PhilGEPS Homepage, C) GPPB Technical Specifications Document, D) DTI Website)*
 - **Feedback:** Correct answer is C. The GPPB Technical Specifications document ¹⁷ contains the official, detailed green criteria mandated for government procurement of prioritized items like LEDs ²¹. While supplier information is useful, it must be checked against the official standards.
 - **Prompt 3:** After finding a promising supplier online that seems to meet the GPPB specifications, what is a fundamental first step to verify if they are eligible to participate in government procurement?
 - *(Multiple Choice: A) Check their social media reviews, B) Verify their registration status on PhilGEPS, C) Ask them for a discount, D) Check if they have an international office)*
 - **Feedback:** Correct answer is B. Before proceeding further, verifying that the supplier is registered on PhilGEPS ⁵⁴ is a basic eligibility check for participation in government procurement ¹²⁰.

(RISE: Add Table)

- **Table 2: Sample Keywords for SPP Market Scoping**

Procurement Need	Potential Keywords for PhilGEPS Search	Potential Keywords for Internet Search	Potential Keywords for Specific Directories/Sites
Eco-friendly Multi-copy Paper	Paper, Multi-copy Paper, Office Supplies	"recycled content paper supplier Philippines", "Green Choice Philippines paper", "FSC certified paper supplier", "ECF paper supplier"	Search supplier websites for product specs, environmental certifications (e.g., Quanta Paper mentioned ²⁰). Check NELP-GCP awarded list ⁸⁴ .
Women-owned Catering Service	Catering Service, Food Service, Meals	"women-owned catering service", "DTI registered women-owned business food service", "inclusive procurement catering"	Search WomenBizPH directory ¹¹⁰ , PCCI Directory ⁷⁶ (filter by sector/keywords), check lists from relevant LGU/agency programs.
Startup providing IT Support Services	IT Services, Technical Support, Consultant	"startup IT support Philippines DOST", "QBO innovation hub IT services startup", "Innovative Startup Act IT company" ³⁸	Search QBO ⁸⁶ , Ideaspace ¹⁰⁸ portfolios. Search IBPAP member directory ⁸⁰ . Check DICT/DOST startup program lists.
Social Enterprise (Agricultural Inputs)	Agriculture Supplier, Fertilizer, Seeds	"social enterprise agriculture inputs Philippines", "organic fertilizer cooperative Philippines", "Villgro agriculture portfolio"	Search Ashoka/Villgro ⁸⁹ databases. Search CDA website/directory for agricultural cooperatives ⁴⁷ . Check DA program participant lists.
Energy Efficient Air Conditioner	Air Conditioner, HVAC, Cooling Equipment	"energy efficient aircon supplier Philippines", "GPPB air	Search GPPB Tech Specs ²¹ . Check websites of major

		conditioner specification supplier", "Energy Star air conditioner Philippines"	manufacturers/suppliers (e.g., Concepcion Industries mentioned ²⁰) for energy ratings (EER) and specifications.
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(RISE: Knowledge Check - Fill-in-the-blank)

- **Question:** When searching for suppliers of products certified under the Philippine national eco-labeling program, a useful keyword phrase would include " _____ Philippines certified."
- **Answer:** Green Choice
- **Feedback:** Correct! "Green Choice Philippines" (or NELP-GCP) is the name of the national eco-labeling program ⁸². Using this term helps target searches for certified products and suppliers.

Module Summary & Next Steps

(RISE: Summary Block)

- **Key Learning Points Recap:**
 - Market scoping is a foundational and mandated activity within the strategic procurement planning process under RA 12009 ³. Its purpose extends beyond finding any supplier to identifying options that align with the core principles of Sustainability and Inclusivity ².
 - Sustainable Public Procurement (SPP) necessitates looking beyond familiar suppliers. This proactive search is crucial for discovering innovative green products, engaging diverse and inclusive businesses (MSMEs, women-owned, social enterprises, startups, etc.), and ultimately achieving better value for money considering lifecycle impacts ⁴⁸.
 - Basic sources for market scoping information include the Philippine Government Electronic Procurement System (PhilGEPS) for supplier registration verification ⁵⁴; targeted internet searches focusing on official government websites (GPPB, DTI, DENR, DOST, etc.), industry association directories (PCCI, IBPAP, etc.), and specific program/initiative sites (NELP-GCP, QBO, Ashoka, etc.) ¹⁰⁰; and authoritative GPPB resources like the GPP Roadmap and Technical Specifications ¹³.
 - Effective searching requires using specific and relevant keywords. For green products, combine the product type with terms from GPPB specifications (e.g., "recycled content," "energy efficient") or eco-label names ("Green Choice

Philippines")²³. For inclusive suppliers, combine the business sector with category identifiers ("women-owned," "startup," "social enterprise") and search within relevant organizational directories²⁹.

- **Reinforcing Value:** Conducting market scoping, even at a basic level, empowers procurement practitioners to make more informed decisions. It helps ensure compliance with the sustainability and inclusivity mandates of RA 12009³, supports the discovery of innovative solutions⁴⁹, potentially increases competition⁵², and contributes to broader national development goals⁶. Proactive scoping helps avoid planning pitfalls and delays⁷ and moves procurement towards a more strategic function focused on long-term value¹¹.
- **Looking Ahead:** This foundational module provides the 'why' and basic 'how' of market scoping for sustainable options. Subsequent modules within the GPPB-TSO SPP Competency Framework will likely explore more advanced market analysis techniques, methods for evaluating supplier capacity and verifying claims, and the process of incorporating specific SPP criteria into bidding documents (like TORs and RFQs) and bid evaluation procedures.
- **Final Encouragement:** The techniques covered in this module are practical starting points. Begin incorporating simple market searches into the early stages of procurement planning. Even preliminary scoping can significantly improve the quality and sustainability of procurement outcomes, contributing to more efficient and impactful public service delivery¹²¹.

(RISE: Final Quiz)

- **Question 1 (True/False):** Under the New Government Procurement Act (RA 12009) and its IRR, market scoping is considered an optional activity, recommended only for very large or complex procurement projects.
 - A) True
 - B) False
 - **Correct Answer:** B
 - **Feedback:** False. RA 12009 IRR Section 10 mandates market scoping as a preliminary undertaking in preparing the Project Procurement Management Plan (PPMP) for all procurement, making it a required part of strategic planning³.
- **Question 2 (Multiple Choice):** Which information source is the *most* authoritative for finding the GPPB's officially adopted green technical specifications for commonly used items like LED lights or multi-copy paper?
 - A) A supplier's product catalogue found online.
 - B) The PhilGEPS supplier directory search results.
 - C) The official GPPB Technical Specifications document, accessible via the

GPPB website.

- D) The member directory of the Philippine Chamber of Commerce and Industry (PCCI).
- **Correct Answer: C**
- **Feedback:** The GPPB website is the official source for GPP policies and documents, including the GPP Technical Specifications which detail the required green criteria ¹⁷.
- **Question 3 (Multiple Choice):** Which of the following keyword search phrases is MOST likely to be effective for specifically finding women-owned businesses that provide catering services in the Philippines via an internet search?
 - A) "Catering services Philippines price"
 - B) "DTI registered food business"
 - C) "Women-owned business catering Philippines GPPB definition"
 - D) "List of suppliers government"
 - **Correct Answer: C**
 - **Feedback:** This phrase combines the service type ("catering"), the specific inclusive category ("women-owned business"), the location ("Philippines"), and references the official definition source ("GPPB definition" based on Res 01-2023 ⁴²), making it highly targeted for SPP scoping.
- **Question 4 (True/False):** The current PhilGEPS platform allows users to easily search and filter the supplier registry specifically for businesses certified as "Social Enterprises" based on a standardized national definition.
 - A) True
 - B) False
 - **Correct Answer: B**
 - **Feedback:** False. While RA 12009 IRR Section 76 ³ mandates a future registry for specific sectors including social enterprises, this is dependent on data from certifying agencies and system development. Currently, PhilGEPS lacks specific filters for this category, and a single, universally adopted legal definition and certification for social enterprises is not yet fully established in the Philippines ³².
- **Question 5 (Multiple Choice):** What is a primary benefit of actively seeking out and including diverse suppliers (e.g., MSMEs, women-owned businesses, startups) in government procurement, as promoted by the Inclusive Procurement Program?
 - A) It guarantees that the procuring entity will always get the lowest possible initial price.
 - B) It supports national goals of social equity and economic development, and can potentially introduce innovation and increase competition.
 - C) It significantly simplifies the bid evaluation process for the Bids and Awards

Committee (BAC).

- D) It is a requirement applicable only to projects funded by foreign aid organizations.
- **Correct Answer: B**
- **Feedback:** Inclusive procurement aims to foster social equity and economic development by providing opportunities to diverse suppliers ⁴. This can also lead to benefits like increased innovation and a broader competitive landscape ⁴⁸. While value for money is sought, it's not solely about the lowest initial price ².

End of Module Script

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