

RULEBOOK

Welcome to GREEN Choice

Can a single public procurement procedure make a real difference to the environment? Is it always possible to balance limited budgets with ambitious environmental objectives? Or does success depend on making informed choices that reflect the specific context of each procurement?

Welcome to **GREEN Choice**, a serious game in which you take on the role of a public procurement practitioner responsible for preparing different types of public procurement procedures. Throughout the game, you will assess alternative approaches, make strategic decisions, and seek the best balance between cost, environmental performance and the needs of the contracting authority.

There is no single formula for successful Green Public Procurement (GPP). Delivering sustainable procurement outcomes requires informed decision-making, an understanding of trade-offs, and the ability to identify solutions that are both practical and effective. The examples and good practices presented in the game are based on real-life approaches to Green Public Procurement and the Circular Economy (CE). By encouraging discussion, collaboration and the exchange of experience, the game demonstrates how these approaches can be translated into everyday procurement practice.

GREEN Choice has been developed for public authorities and small and medium-sized enterprises (SMEs) interested in integrating Circular Economy principles and Green Public Procurement into their activities. It is one of the outputs of the CE-PRINCE project (Circular Economy Platform for Innovation in Procurement through Networks and Clusters), co-funded by the Interreg Central Europe Programme. The project supports the transition towards a circular economy by strengthening the uptake of Green Public Procurement that incorporates circular economy principles.

CE-PRINCE brings together ten partner organisations from seven Central European countries — Austria, Croatia, Germany, Hungary, Italy, Poland and Slovenia—including regional and local public authorities, research organisations, development agencies and business support organisations. As a result, the game draws on a broad range of experience and good practices from countries where Green Public Procurement has developed under different policy and regulatory frameworks.

The project focuses on four sectors — manufacturing, construction, agri-food and tourism — where public procurement has significant potential to accelerate the transition to a circular economy. Public authorities are major purchasers in these sectors, and well-designed procurement criteria can reduce resource consumption, waste generation and greenhouse gas emissions while stimulating innovation and creating demand for more sustainable products and services.

GREEN Choice is one of the project's capacity-building tools, designed to strengthen the knowledge and skills of public authorities and businesses in applying Green Public Procurement principles in practice.

The game has been developed by Mazovia Development Agency S.A. in cooperation with the Innovatorium Foundation, drawing on the expertise of the project partners, an analysis of Green Public Procurement policies and guidance across Central Europe, and examples of good practice implemented by public authorities. While the use of environmental criteria in public procurement is mandatory in some countries and voluntary in others, all CE-PRINCE partners share the same objective: increasing the uptake of environmental and circular criteria in public procurement.

The game scenarios are based on procurement procedures typically carried out by local and regional authorities and cover the four sectors addressed by the project: construction, manufacturing, agri-food and tourism. Each mission reflects situations that procurement practitioners may encounter in their day-to-day work, encouraging players to explore different approaches and consider how environmental aspects can be integrated into procurement planning and decision-making.

The name "GREEN Choice" reflects the core message of the game: successful Green Public Procurement is not about identifying one „perfect" solution, but about making informed decisions and selecting the most appropriate approach for each specific procurement.

We hope that **GREEN Choice** will inspire discussion, encourage the wider application of Green Public Procurement, and promote the integration of environmental and circular economy principles into everyday procurement practice.

We wish you an engaging, inspiring and rewarding GREEN Choice experience!



AVAILABLE VARIANTS

Theme cards

- Food (green)
- Construction (yellow)
- Tourism (light blue)
- Manufacturing (dark blue)



Components

EACH GAME VARIANT INCLUDES:

- 6 types of Basic Cards, 60 cards in total (red)
- 5 types of Theme Cards, 50 cards in total (other colours)
- 110 cards in total (Basic and Theme Cards combined)
- 3 Mission Cards
- This Rulebook
- Game Board
- Score Track Boards
- Reference Tables for Environmental Criteria and Terms of Reference (ToR)

The Reference Tables for Environmental Criteria and Terms of Reference (ToR) explain how environmental criteria and technical specifications are applied in each sector. They also show the associated costs and scoring rules. The tables serve as supplementary material to help players understand the principles and mechanisms of GPP.

SETUP

The game is designed for 2–5 individual players or teams. It is best played with 3–4 players.
Before playing, prepare the Variant Deck. Each Variant Deck consists of:

- 60 Basic Cards (6 card types × 10 copies each)
- 50 Theme Cards (5 card types × 10 copies each)

Shuffle the completed deck thoroughly.

Then:

1. Place the Game Board in the centre of the table.
2. Each player chooses a colour and a small object to use as their playing piece.
3. Each player randomly draws one Mission Card for the selected game variant.
4. Deal 11 cards to each player.
5. Place the remaining cards face down to form the draw pile.

Players keep their hands secret throughout the game.

OBJECTIVE

In Green Choice, players take on the role of public buyers designing environmentally responsible procurement projects based on the principles of Green Public Procurement (GPP). Throughout the game, you will draft cards to build your Project, combine environmentally friendly solutions, complete your Mission, and stay within your Budget.
The player with the most Victory Points (VP), after scoring all cards and applying any budget penalties, wins.

GAME OVERVIEW

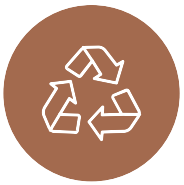
The game consists of three phases. During each phase, players simultaneously:
1. Choose one card.
2. Reveal and place it into their Project.
3. Pass the remaining cards to the player on their left (Phase I) or right (Phase II)

Continue until only one card remains in each player's hand.

CARD TYPES



Ecology



Circular Economy

Management



Logistics



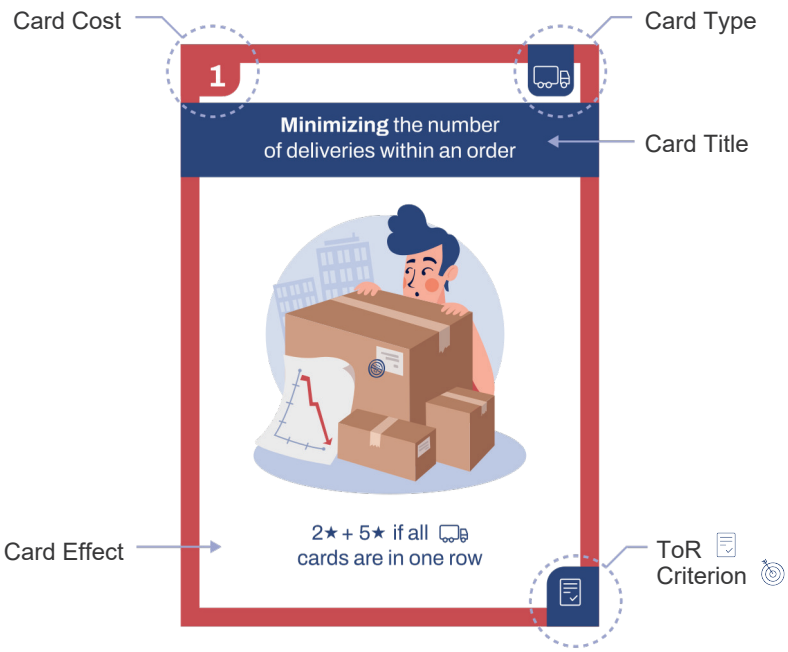
Infrastructure



Social Responsibility

A card may belong to more than one type.

CARD ANATOMY



MISSION CARDS

Each game variant includes three different Mission Cards.

At the beginning of the game, each player randomly draws one Mission Card.
Each Mission Card identifies six card types that can earn additional Victory Points. Players earn 1 additional Victory Point for each matching card in their Project.
More than one player may receive the same Mission Card.

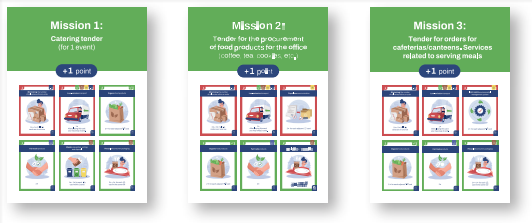


Food:

Mission 1:
Catering services for a single event

Mission 2:
Supply of food products for a public office (coffee, tea, biscuits, etc.)

Mission 3:
Food services for cafeterias and canteens

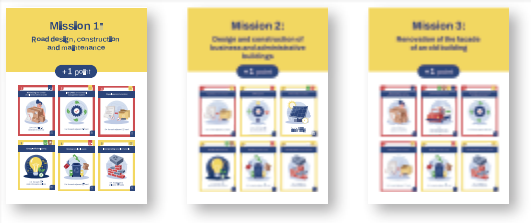


Construction:

Mission 1:
Design, construction, and maintenance of roads

Mission 2:
Design and construction of business and administrative building

Mission 3:
Renovation of an old building facade



Tourism:

Mission 1:
Maintenance of public park areas

Mission 2:
Creation of a historical walking trail through the Old Town

Mission 3:
Cultural events

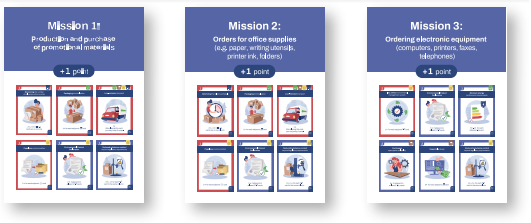


Manufacturing

Mission 1:
Production and procurement of promotional materials

Mission 2:
Procurement of office supplies (paper, writing materials, printer cartridges, folders, etc.)

Mission 3:
Procurement of electronic equipment (computers, printers, fax machines, telephones)



CARD COSTS AND BUDGET

Each card has a Cost, shown in its upper-left corner. The total Cost of all cards in your Project is your **Budget**. Players may track their Budget using the Budget Track on the Game Board.

Unless all players agree otherwise before the game begins, the **Budget limit is 35**.

If your Budget exceeds this limit, lose 1 Victory Point for every point **above 35**.

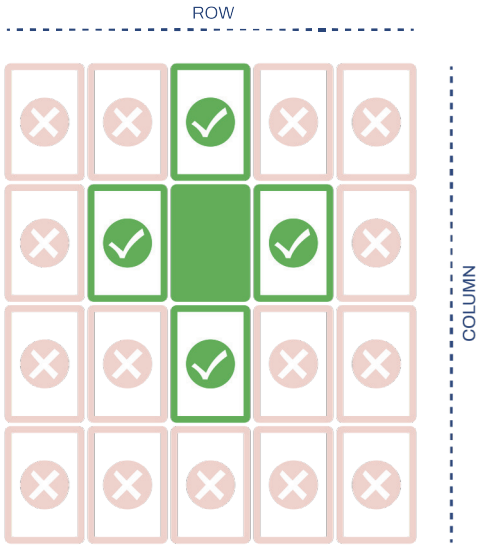
Example:

Total Budget = **37**
Budget exceeded: **2**
Penalty: **−2** Victory Points

CARD EFFECTS

Adjacent Cards

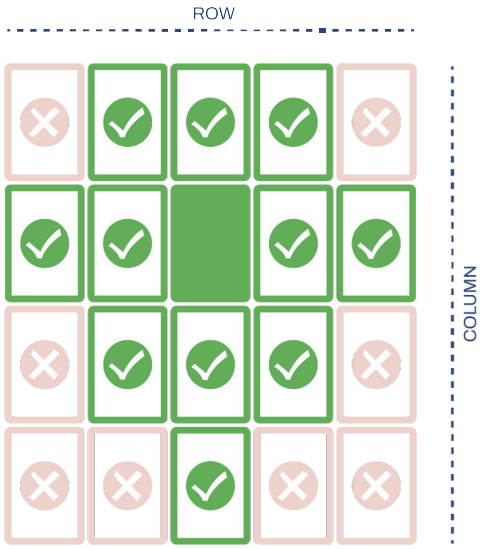
Two cards are adjacent if they share a common edge.



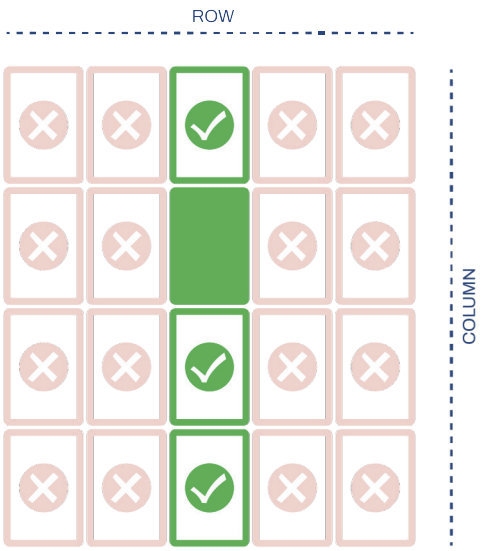
Cards touching only at their corners are not adjacent.

Cards within two-card distance

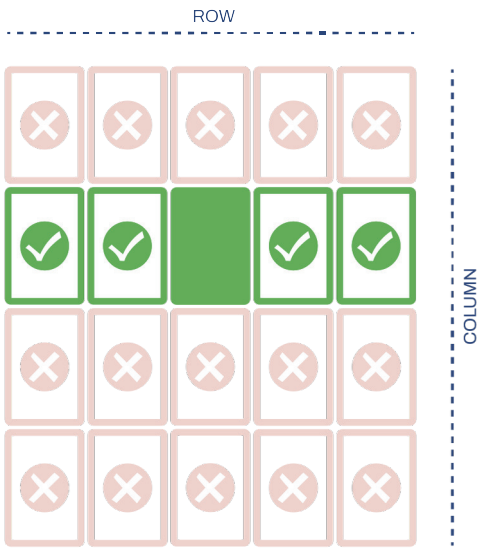
A card is considered within two spaces if it can be reached by moving through adjacent cards in no more than two orthogonal steps.



Cards in the same column



Cards in the same row



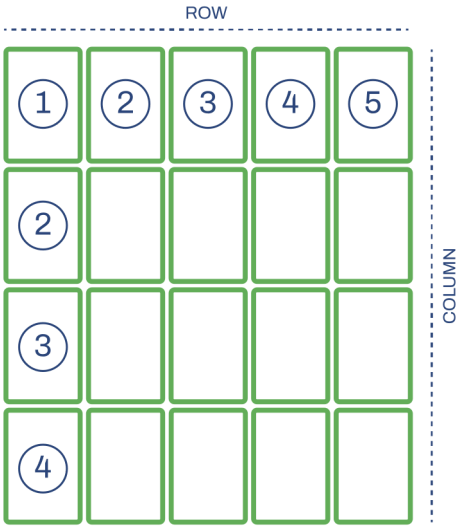
Building your Project

1. Your Project must contain exactly 20 cards arranged as a 5 × 4 grid.
   While building your Project, it may expand in any direction. By the end of the game, however, it must form a complete rectangle consisting of five columns and four rows.

2. Every newly placed card must share at least one side with a card already in your Project.

3. Cards may never be rearranged after being placed unless instructed by a card The Low-Emission Transport effect.

4. There are no restrictions on which card types may be adjacent.



Game overview

The game consists of three phases, each following the same sequence of steps.

Phase I

Drafting and Building the First Part of the Project

1. Choose

Each player secretly selects one card from their hand and places it face down.
Choose the card that best helps you complete your Mission.

2. Reveal & Place

All players reveal their chosen cards simultaneously and place them face up into their Projects.
Once a card has been placed, it cannot normally be moved.

> The **exception** is the special effect of the Low-Emission Transport card, which allows you to swap two cards.

3. Pass

Pass all remaining cards to the player **on your left**.
Repeat these three steps until every player has built a Project containing 10 cards.
Each player keeps the final remaining card in hand.

Phase II

Drafting and Completing the Project

1. Deal 10 new cards to each player.
2. Players should now have 11 cards in hand again.
3. Projects built during Phase I remain in play and continue to expand.
4. The drafting procedure remains the same, except that players now pass cards to the player **on their right**.

Phase II ends after every player has placed their 20th card, leaving one card unplayed.

SUMMARY

Leave your Project on the table and take another look at it as a whole.
Now it's time to check whether the procurement you have put together actually achieves the objective of your assigned mission.

Discuss your Project and answer the following questions:

- Which cards best support the achievement of the mission's objective?
- Which elements should be included in the Terms of Reference (ToR), and which would be better used as bid evaluation criteria?
- How do the selected solutions affect:
    - the contract price,
    - the attractiveness of the procurement procedure to contractors,
    - competition,
    - the difficulty of preparing a bid,
    - the difficulty of performing the contract,
    - the risk of exceeding the budget?
- Are any requirements too demanding, disproportionate, or unnecessarily restrictive for contractors?
- Do the selected cards complement one another?
- Which solutions turned out to be misguided, unnecessary, or ineffective?
- Could any of the elements used lead to unintended consequences, such as a price increase, reduced competition, or increased delivery risk?

To wrap up, decide:

- What stays? What needs to be changed? What should be discarded?
- Justify your choices by referring to the mission's objective, the budget, the contracting authority's needs, and the contractors' capabilities.

END OF THE GAME

Each player:

Each player calculates their points using the provided player board. Each card is scored one at a time, following the steps below:

1. Read the card and calculate the points it scores.

- How many points the card is worth (shown as a number of stars).
- How many points the card scores for adjacent cards or cards of a given type located two spaces away, according to the card effects shown.
- How many points the card scores for rows and columns.

2. If the card being scored is part of the randomly drawn mission, add 1 point.

3. Move on to the next card.

4. Once all cards have been scored, each player calculates their total budget. If a player has exceeded the budget, subtract 1 point for each budget unit above 35.

The player with the highest total wins the game.

TIE BREAKER

If two or more players are tied:

1. The tied player with the lower Budget wins.

2. If still tied, the player with more Ecology cards wins.

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CE-PRINCE