



Frameworks for Net Zero Initiatives

Case Studies of Local Authorities Driving a Sustainable future

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Our Structure



About us - LASER

History

- Formed in 1989, **30+ years experience** of energy procurement & energy management
- Compliant frameworks for the public sector
- Work with over 200 public sector bodies

Team of experts

- **Over 100 staff across a range of specialisms**
- Energy procurement, customer services, billing services, energy management, reporting, net zero

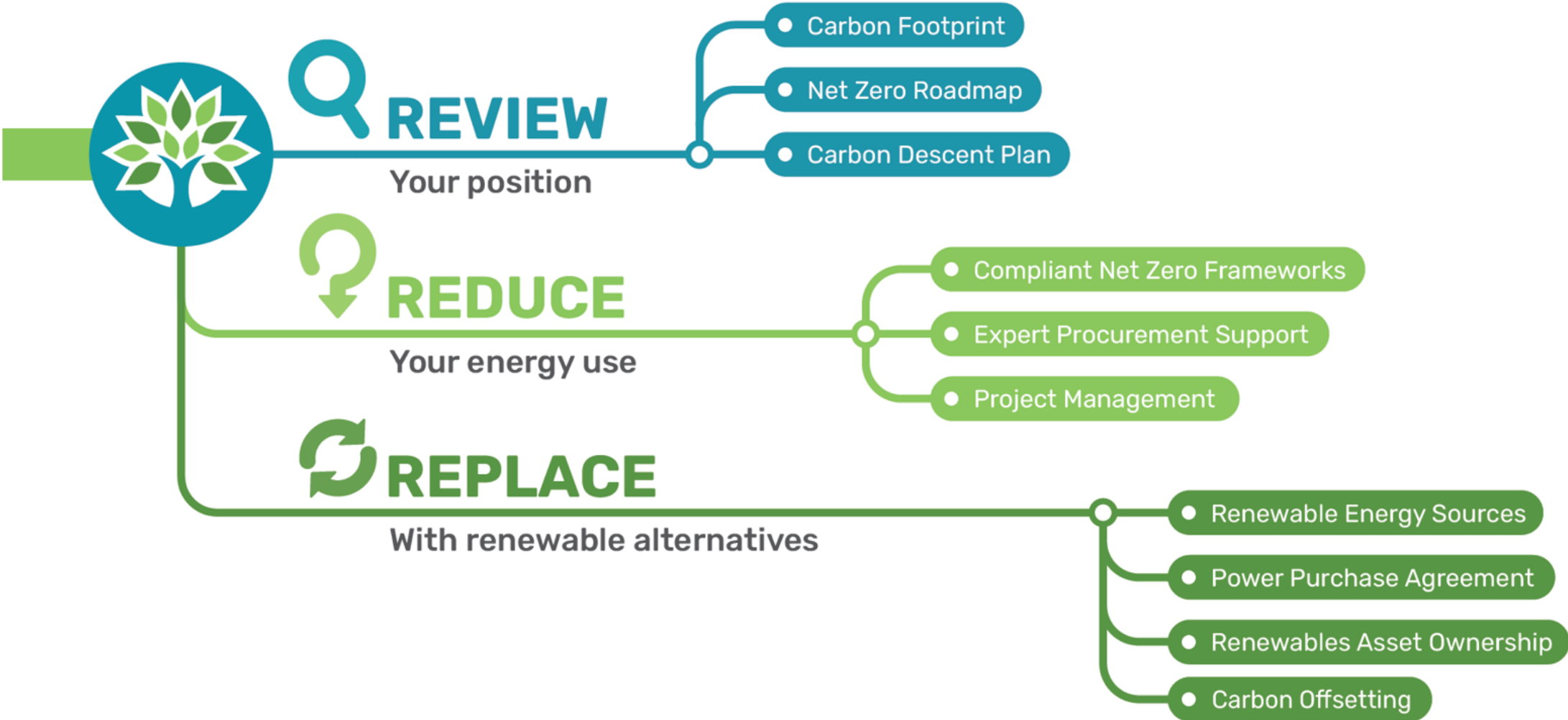
Track Record

- >£1bn per annum group spend & >80,000 meters
- **>£100ms savings delivered** through procurement, energy reduction and bill validation services

Net Zero Mission

- Based on shifting markets and challenges we've evolved to support the Net Zero agenda
- Frameworks and services developed to **support Local Authorities with the end to end journey**

About us - LASER



Key outputs for this session:

- Discuss the changing landscape of the past few years for the journey to Net Zero and challenges faced by Local Authorities
- Share insight into successful outcomes for a variety of Public Sector organisations with case studies and how they managed the procurement process
- Highlight key feedback regarding framework requirements and considerations for the future

Drive to net zero: a changing landscape



Politics

Public opinion shifting (ER protests, Green Party)
Impacting policy decisions
Media attention – energy markets & lack of action
Pressure from Members

Funding

Significant funding rounds, albeit oversubscribed
Essential to be prepared; project plans and feasibility

Economics

Short term; impact on Business Cases, e.g. LED projects dropping to 2/3 year paybacks
Long term - Need to mitigate future high energy costs

Essential to have a Net Zero Strategy and forward plan in place

Challenges faced by Local Authorities

Funding

- Uncertainty of likelihood of a successful bid
- PSDS rule changes
- Future availability of funding is unknown

Technical Expertise

- Lack of internal resource & expertise to prepare for bids
- How do you develop specifications for unfamiliar technologies

Timelines

- Timescales to comply with funding
- Need for agile, quick procurement
- Potential unexpected delays – e.g. DNO works

Supply chain

- Limited supply chain for key technologies (rat race effect)
- Supply chain cost pressures knock on effect

What's your organisation's biggest challenge on hitting net zero targets? 47 👤

Understanding the activity needed



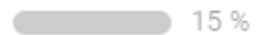
Funding projects



Capacity to Manage Projects



Organisational commitment



Other



Are you planning a PSDS3b bid tomorrow? 25 👤

Yes



No



How much help do you need managing energy/carbon projects? 19 👤

None - we have well established project management



Some - depends on the type of project



Lots - managing projects is a real challenge for us



Case Study 1: West Sussex County Council

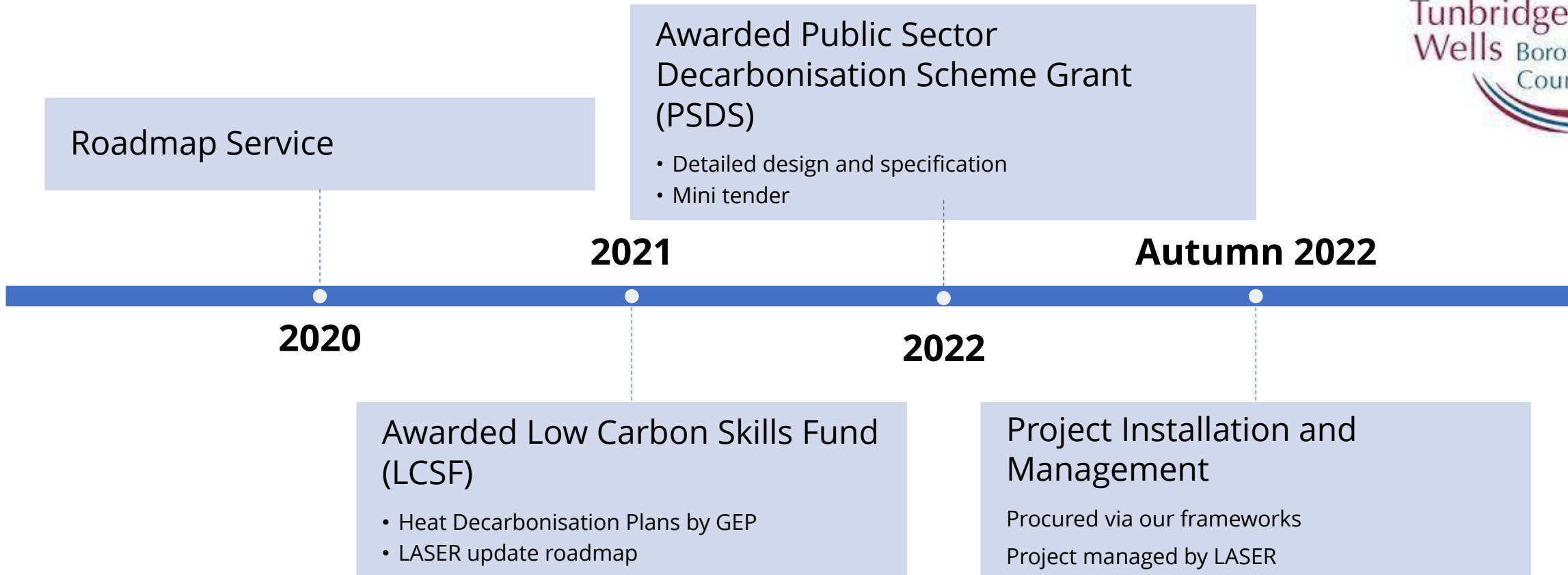
Challenge: Leveraging effective trading strategy for Tangmere Solar Park to maximise returns

- Market dynamics in 2022 (record high's) meant there was an opportunity for to maximise returns from its renewable energy.
- Challenge to capitalise on this market high by utilising Flexible Framework to secure a PPA.
- Undertook mini-competition to highlight price savings across various suppliers, allowing West Sussex to identify the best option to maximise it's returns.
- LASER able to facilitate a dynamic approach through our framework

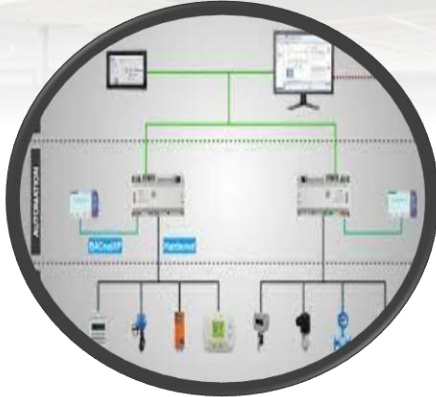


Case Study 2: Tunbridge Wells BC

Challenge: needed a partner to support zero carbon journey



Challenge: to run a well-specified tender covering multiple technologies



Case Study 3: 7 Forces Commercial Services

Challenge: fractured approach and no clear plan or route to net-zero.

- Engaged with LASER to establish expertise and create a 'taskforce' structure
- Undertook the groundwork to build a base line and capture consistent data
- Delivered the options appraisals to provide a clear and commercially focused report on how best to proceed
- Enabled 7 Forces to take planned and structured steps through PPA's, Energy procurement alignment, Solar Farm feasibility studies & Roof top solar surveys



Case Study 4: Southampton City Council

Challenge: successful with £1.7m bid for PSD1, needed a single contractor to deliver in a short timescale

- Long term LASER customer – Energy Procurement
- Rooftop PV, ASHP, LED, BMS, windows, draught proofing and insulation
- 6 key buildings including Civic Centre
- Direct Award to NPower via LOT1 of our Energy Framework
- Utilised wider energy services available from their electricity supplier



Feedback on framework requirements

Important to have a wide range of options available

- Service levels – range from self-service to fully project managed
- Procurement routes - framework access (incl direct award) & DPS (Dynamic Purchasing System) for wide supply chain

Agility with the procurement process

- Require support on projects with quick turnaround times
- Require robust but simple procurement documentation, not an arduous 'DIY' approach
- Ability to engage with the supply chain
 - Pre competition – engagement with suppliers can help shape specification and design, in some cases suppliers will offer free surveys
 - Helps avoid unexpected surprises – supply capacity, timelines, cost pressures

Frameworks for Zero Carbon Technologies

We have four framework routes to **access over 100 suppliers, consultants or contractors** who specialise in a range of energy and carbon reduction technologies; plus in house project management available

Site surveys and modelling	Supply chain / lifecycle analysis
Education and communication programmes	Financial / legal advice
Grid connection and renewables consultancy	Vehicle fleet low carbon alternatives

Heat pump systems	Combined Heat and Power	Hydro power
District Heating schemes	Battery Storage	HVAC System Upgrade
Heat metering for District Heating	Building Management Systems	Site level Smart grid
Rooftop Solar PV	Biomass heating	Virtual power plant technologies
Ground mounted solar PV farm	Insulation of buildings and pipework	LED Lighting
Solar Thermal heating systems	Anaerobic digestion	Hydrogen systems

Summary

- **Push forward with your Net Zero plans** – do not miss out on opportunities to reduce carbon & cost
- **Preparation is key** – whether bidding for funding or not, prepare a range of options & a pipeline of projects so you are ready
- **Consider internal finance** – either to support PSDS or for entire projects where paybacks are strong
- **The procurement process doesn't have to be a pain** – engage the supply chain early, find partners that are agile and pre-plan your procurement route

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ZERO
CARBON FUTURE

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Contact us if you have any questions

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