



From Procurement to Perfection: Getting the most from Procurement Frameworks

Andy Morgan – Assistant Director of Carbon & Energy Management

Key outputs for this session:

- Procurement strategy can have a big impact on project success
- Present relevant case studies of how other local authorities have used our frameworks to procure Net Zero projects
- Highlight the 'added' Frameworks can provide, above and beyond just a compliant procurement route

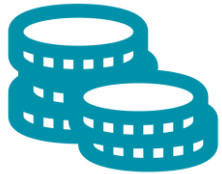
About us - LASER



Over **30 years** of Public Sector expertise in energy procurement, contract management and decarbonisation



We work with over **one-third** of Local Authorities in England and Wales as well as wider public sector energy users



Purchased over **£1.5 billion** of gas, electricity and water



Validate and process over **300,000** energy invoices each year

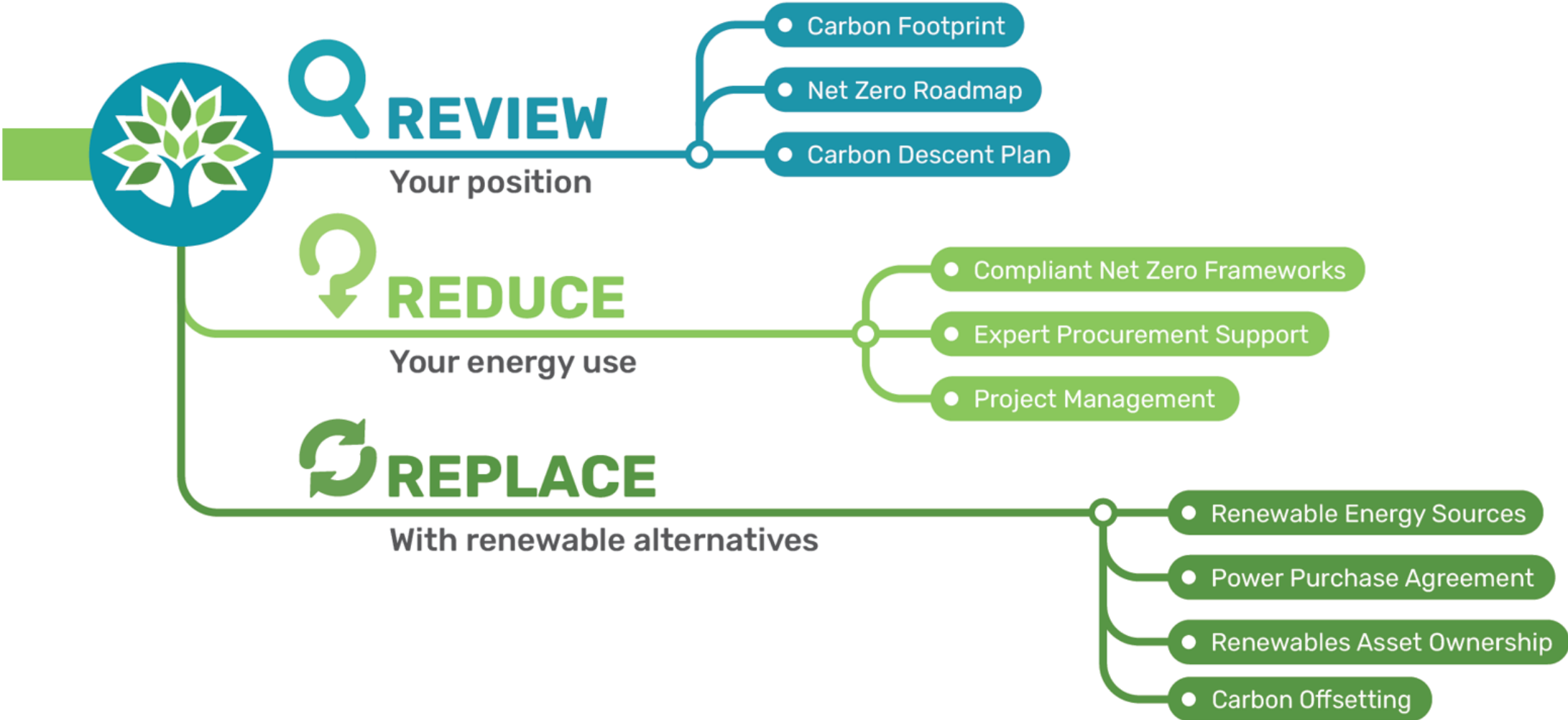


On behalf of around **85,000** end users



Our Zero Carbon services help public bodies **meet their Net Zero targets**

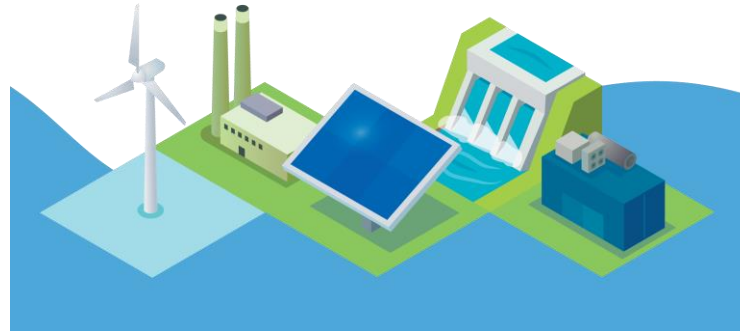
About us - LASER



Interaction



Who here is involved with procuring or delivering net zero projects?



What kinds of projects or technologies?



What are some of the challenges you have faced?

Challenges faced by Local Authorities

Funding

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

Technical Expertise

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

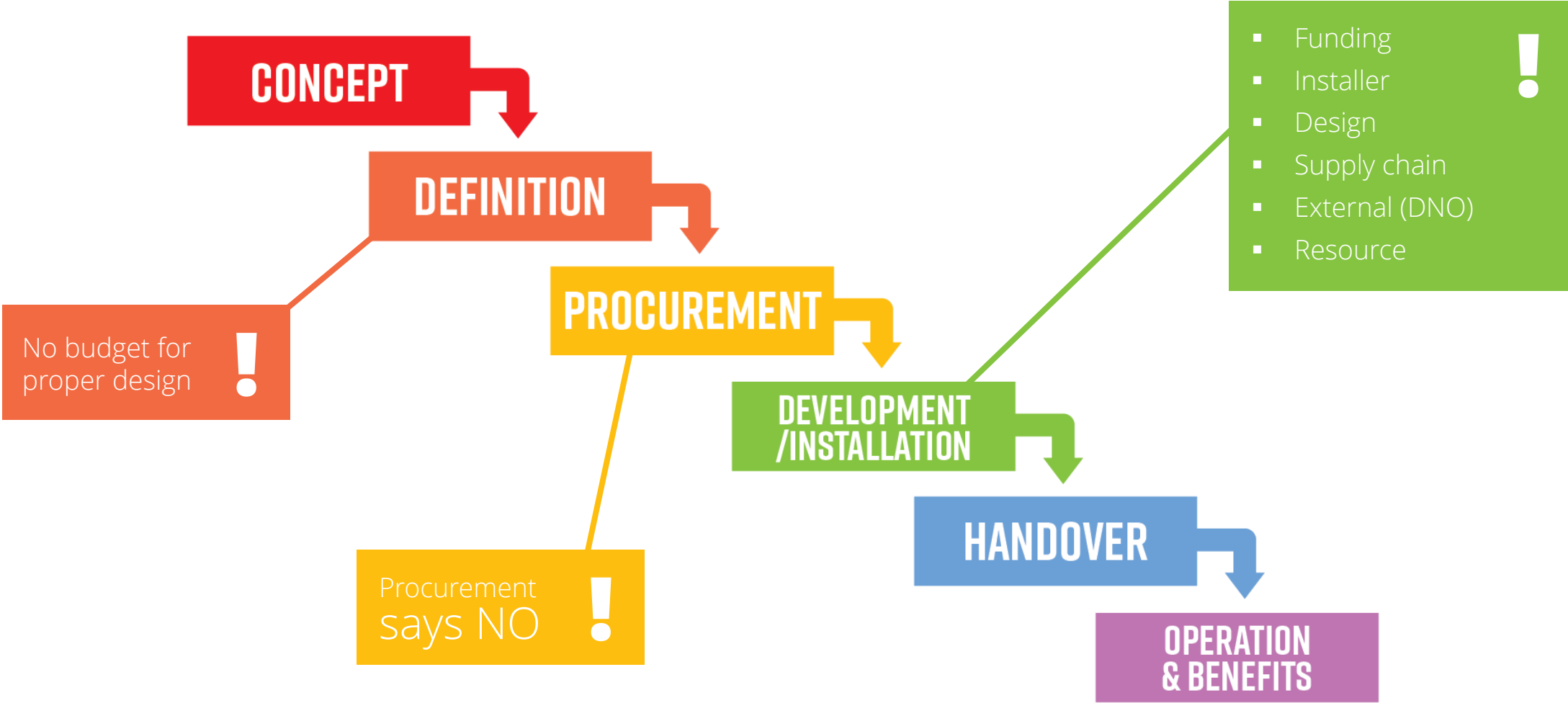
Timelines

- 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 (bottlenecks)
- Supply chain cost pressures knock on effect

Procuring & Delivering Net-Zero Projects



LASER Zero Carbon Project Procurement routes

DPS

(Dynamic purchasing system)

- New Suppliers can join
- Easier for suppliers
- Every opportunity must be mini-tendered

- Options
- Self-serve
- Managed Access
- Full Project Management

Framework

- Fixed set of suppliers
- Mini tender OR
- Direct Award

- Options
- Self-serve
- Managed Access
- Full Project Management

Frameworks for Zero Carbon Technologies

We have procurement 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

Case Study : Southampton City Council

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

- 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



Case Study : University of Bristol

Challenge: Source a smart battery system for the Sustainable Campus Testbed

- Research England grant funded
- Maximise on-site use of rooftop solar
- Maximise use of grid renewable power
- Research bed for Bristol Digital Futures Institute
- Mini Tendered under LASER DPS
- Containerised used EV batteries
- 600kW, 720kWh system installed



Battery storage containers

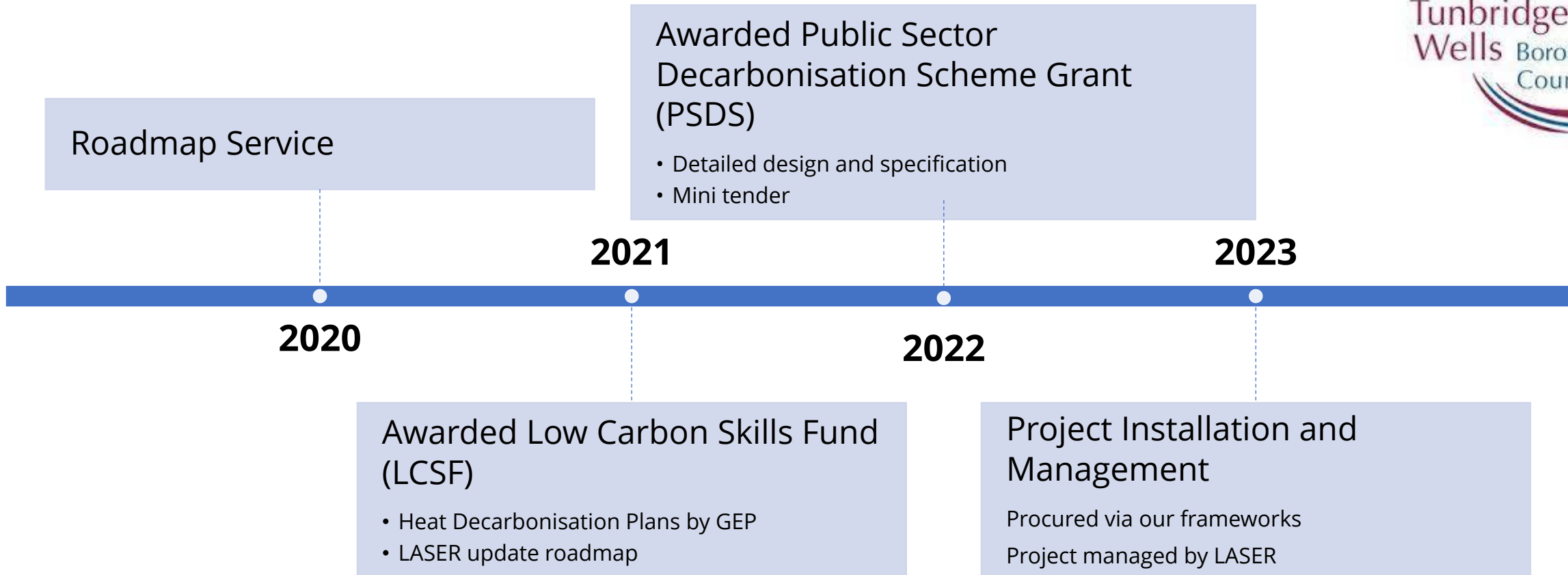
Image credit: University of Bristol



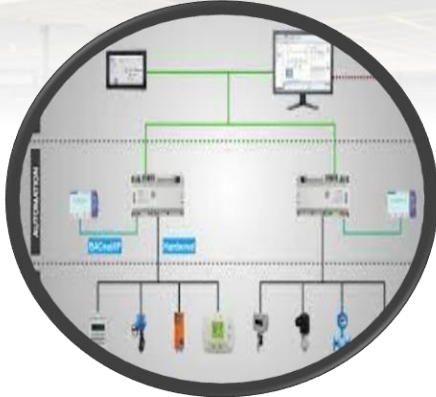
Bristol Digital Futures Institute

Case Study : Tunbridge Wells BC

Challenge: needed a partner to support zero carbon journey



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



Case Study : Warrington Borough Council

Challenge: Source a Ground Source heat pump system to meet PSDS timelines

- Walton Hall historic country house
- Replacing end of life gas boilers
- Mini tendered under DPS
- Self-Serve arrangement

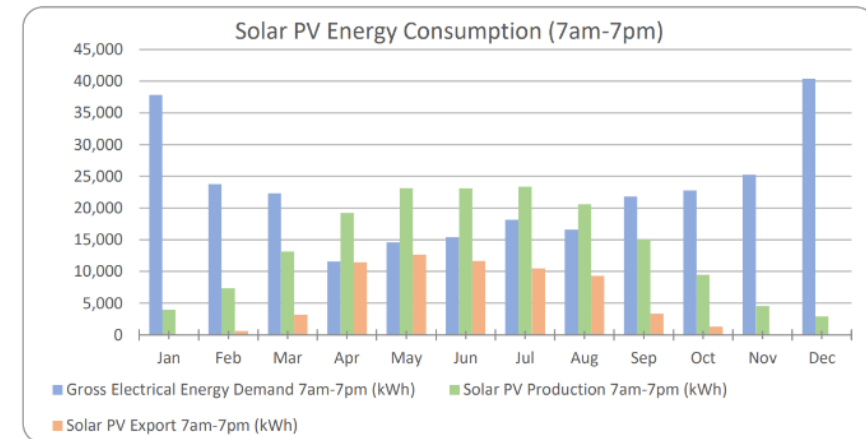
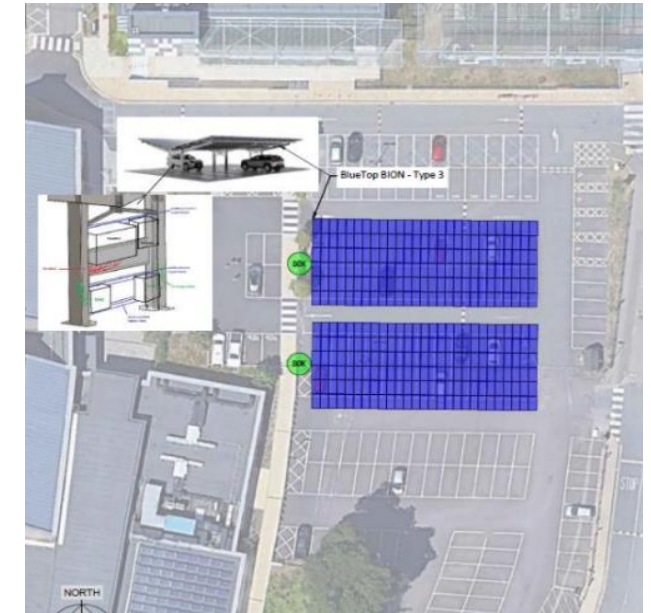


WARRINGTON
Borough Council

Case Study : Council Car Park Solar

Challenge: Design, spec and manage 170kWp car park solar project.

- Car park covering 50 spaces
- Utilise maximum space vs. nearby buildings
- Design and build mini tender under the LASER Zero Carbon DPS
- Full spec, tender and project manage process for the project



Case Study : Tonbridge & Malling BC

Challenge: facing rising energy costs, needed to reduce operational costs of leisure facilities

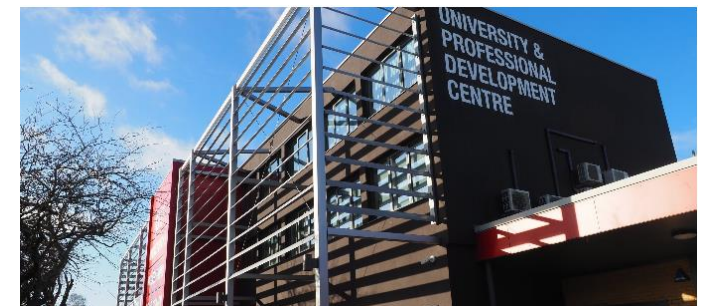
- Zero Carbon Roadmap identified, costs and opportunities
- Rooftop PV project on leisure centre
- Self funded and utilised supplier engagement for free survey
- Direct award to SAS Energy via LOT2 of our Energy Framework



Case Study : West Suffolk College

Challenge: install an energy storage system to maximise on-site use of 500kW rooftop solar

- Solar installed in response to high energy prices
- Campus has long operational hours
- Storage system needed to charge when the sun shines
- Feasibility study recommended 300kW battery unit
- Procured by direct award through LASER framework



Case Study: Solar Farm Developer Procurement

Council looking to build a 20MW solar farm, need a compliant procurement route and support to write specs etc.

- Outline designs and planning already completed
- Design and build mini tender under DPS
- LASER Managed Procurement (specification, mini tender)
- LASER PM through to construction and defects stage

Utilise learnings from our own (KCC) solar farms.

What to look for in a framework

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

Summary

- Procurement strategy can have a big impact on project success
- There are multiple options on different approaches with Frameworks
- Framework operators can do more than just provide framework access
- Consider procurement routes and speak to Framework providers early in the process.

L•A•S•E•R[®]

ZERO
CARBON FUTURE

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**Andy Morgan – Assistant Director of
Carbon & Energy Management**

Andy.Morgan@laserenergy.org.uk

Any Questions?

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laserenergy.org.uk**