



Procuring Better Outcomes: Deep domestic retrofit projects



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IMPORTANT NOTICE:
This webinar will be recorded and uploaded to REMOURBAN's website and YouTube channel.





Do you want to know more about this project and the opportunities that it holds for you and your organization?

Get in touch with us!

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Agenda & Speakers

INTRODUCTORY WORDS

PART 1 - PROCUREMENT FOR BETTER OUTCOMES

Emily Braham: Head of Sustainable Energy, Nottingham City Homes

How to procure an energy performance guarantee in retrofitting projects? Focus on outcomes rather than solutions.

PART 2 - FACILITATING A NEW PROCUREMENT PROCESS

Jonathan Whitmarsh: Corporate Procurement Officer, Nottingham City Council

How this differs from the traditional procurement process? Implications and approaches for professionals.

PART 3 - DELIVERING AN ENERGY PERFORMANCE GUARANTEE

David Adams: Technical Director, Melius Homes

A contractors experience of this new process: “it’s an opportunity, and not a threat to the construction process”.

QUESTIONS & ANSWERS





PART 1

Procurement for better outcomes





PART 1

Procurement for better outcomes

Typical Procurement Exercises



- Lowest up front cost can reward lower quality and puts contractor against client from the start.





PART 1

Procurement for better outcomes

Procuring Innovation

- What?
- Who?
- How?





PART 1

Procurement for better outcomes

Our Approach – Ask for a new product



ASSURED QUALITY

30+ years performance guaranteed



AFFORDABLE

Financed from energy & maintenance savings



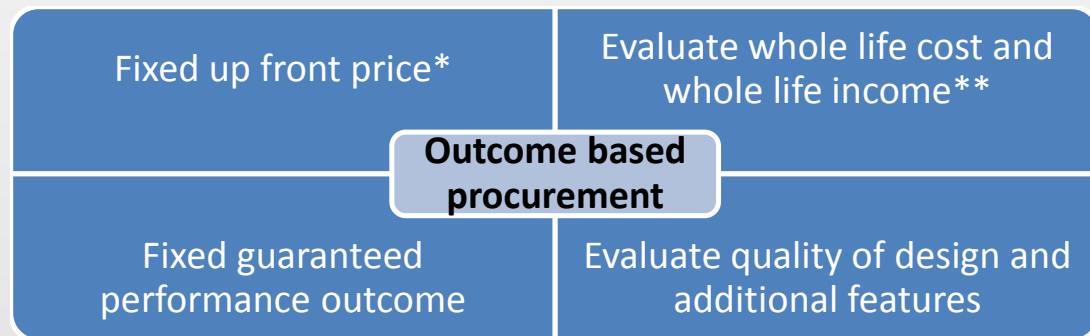
NON-INTRUSIVE

Refurbishment within one week



DESIGN

Looks & feels good – desirable product



* price calculated on housing providers' investment envelope + available grant

** whole life income calculated on the NPV of the Comfort Plan Fee plus income from RHI / FIT





PART 1

Procurement for better outcomes

Challenges

- Setting the price
- Evaluating design
- Allowing flexibility





PART 1

Procurement for better outcomes

Summary

- Think about the outcome
- Base your evaluation on the long term
- Consider what sort of relationship you want with the contractor
- For a long term partnership, invest the time – it's worth it
- Approach procurement regs with a can do attitude



- And involve tenants as they know their house the best





PART 2

Facilitating a new procurement process





PART 2

Facilitating a new procurement process

Comparison of Tender Procedures



- Open Procedure
- Restricted Procedure
- Competitive Procedure with Negotiation
- Competitive Dialogue





PART 2

Facilitating a new procurement process

Competitive Dialogue Procedure



- Regulations
- Process





PART 2

Facilitating a new procurement process

How to Facilitate



- Outcomes
- Specifications
- Collaboration
- Approach to risk
- Buy in





PART 3

Delivering an energy performance guarantee





A new opportunity for
contractors



PART 3

Delivering an energy
performance guarantee





Questions & Answers





**Upcoming Webinar:
How Innovation in Community Heating can alleviate Fuel Poverty
February 11th at 14hs (UTC +0) / 15 hs (UTC +1)**



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