

# Contracts Advance Bid Clinic

## Environmental – Carbon Reduction Planning



Matt Mitchell and Julian Wathen

Thursday 23<sup>rd</sup> June 2022

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# Introduction & Housekeeping



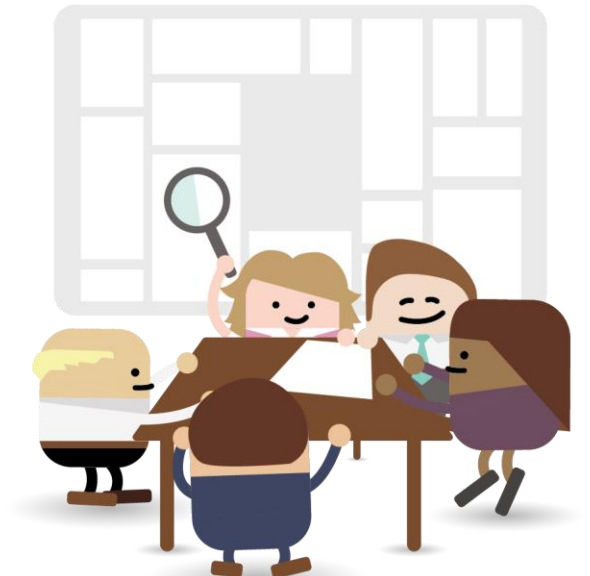
A discussion webinar



Audience participation



Our insights and experience



## Matt Mitchell & Julian Wathen



Matt has over 25 years of bidding experience with considerable managerial expertise in corporate and operational services. Matt has supported CA and our clients to project manage a multitude of bids in industries ranging from; defence, healthcare, print, FM and many more. Matt has previously held a number of senior roles including Director of Development and is the Lead Consultant at CA.



Julian is a tender professional with 12 years' experience, specialising in Public Sector bids, including the Crown Commercial Service (CCS). Worked across defence, healthcare, education, marketing, logistics, and IT/digital/data. Was a Business Development Director in national and multi-national service companies. First career was in the British Army, where he was trained in and had experience of planning, operations and Defence Policy. Julian is a CA Consultant and a certified Change Management Practitioner (Prosci) and has supported CA to achieve their bid win rate of over 84%.

# Who are Contracts Advance?

2008:

- (7House) Business development & advisory

2012:

- (CA) Business development software platform


Today:

- Circa 50 staff
- Over the last 3 years CA has generated over £5 bn of revenue for clients
- Circa 1,200 clients on platform
- Circa 90% client retention

2018:

- Integration of platform and Advisory - significant investment
- Find and win business development solution


# Setting the scene for Carbon Reduction Planning



**Context:** Given the scale of the climate change debate and material – focus on carbon reduction planning to meet tender requirements.



**Legal Requirement:** UK to be carbon net zero by 2050. It will take time ...



**Definition:** For the purposes of this webinar, Carbon Net Zero (CNZ):  
A “net-zero” target refers to reaching net-zero carbon emissions by a selected date through balancing the amount of greenhouse gases emitted into the atmosphere with the equivalent emissions being offset or sequestered.

# Why Carbon Reduction Planning




**Tender Compliance.** For certain Public Sector tenders over £5m ACV having a Carbon Reduction Plan (CRP) – often a Pass/Fail requirement.



**Assessments.** Authorities consider whether a contract:

- ❖ Has a direct impact on the environment.
- ❖ Requires the use of buildings by staff.
- ❖ Requires the transportation of goods or people.
- ❖ Requires the use of natural resources.



**Social Value.** HMG Social Value Model, Theme 3 focuses on fighting climate change. SV in most CCS tenders has an evaluation weighting of 10%.



# Why Carbon Reduction Planning



## Good Business Sense.

- As the climate change debate increases in influence across commerce,
- as more public bodies demand a CRP in procurement requirements,
- as energy costs and dependencies increase,
- as more customers/employees align themselves with climate change,
- then, the business case for adopting carbon reduction strategies and having a CRP increases in importance.



## HMG argues:

- Good for growth
- Future proof the business
- Be part of the solution



# What are the elements of Carbon Reduction Planning?



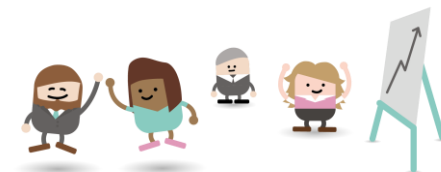
## HMG Notice PPN 06/21:

- **Purpose:** sets out how to take account of suppliers' Net Zero Carbon Reduction Plans in the procurement of major Government contracts.
- **Applies:** To all Central Government Departments, their Executive Agencies and Non Departmental Public Bodies.
- **Value:** £5m ACV.

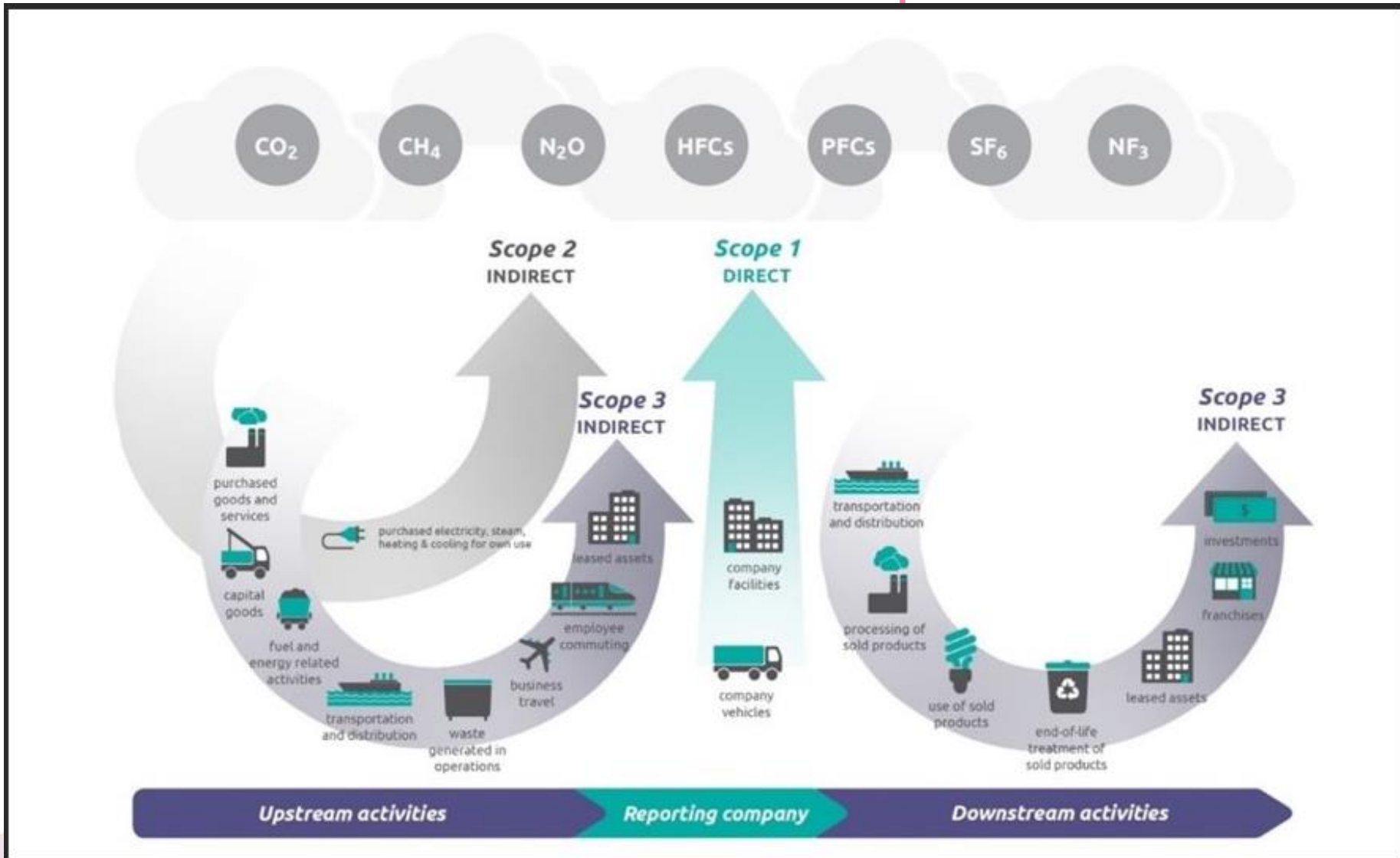


## However, three trends:

- In a recent CCS framework/tender £5m ACV was changed to TCV.
- Take up by wider public sector bodies increasing.
- Prime contractors are likely to seek a similar commitment from supply chain partners in order to uphold their credentials.



# What are the 3 Scopes?



## What are the 6 elements of a CRP?



A compliant CRP comprises:

- A commitment to achieve CNZ by 2050 for their UK operations (or earlier).
- A statement of the company's emissions footprint for the baseline year for Scopes 1 and 2 and a subset of five Scope 3 emissions.
- A statement of the current emissions for the three Scopes.
- A projection of the carbon emissions reductions year on year out to the target year.
- A statement of carbon reduction initiatives and environmental management measures and projects to achieve net zero by the target year.
- A declaration and signing of the CRP by a board member and the CRP posted on the company's website.



# How can you deliver carbon reductions?



## How should you prepare?

- **Stage 1.** Pre-tender, complete CRP, sign/post it.
- **Stage 2.** Tender, respond to tender climate questions with evidence.
- **Stage 3.** Post tender, report on CRP's outcomes.



## Should you conduct Pre-Bid Engagement?

- Insufficient time in ITT period to complete CRP work.
- PBE can effectively provide source material for SV and CRP with evidence.
- Conducting PBE allows time in ITT to focus on technical and commercial requirements.



## Implementing and reporting

- Implement CRP with SLT sponsorship.
- Measure and report annually against the CRP's projected Year-on-Year reductions in emissions.
- Adjust, if necessary, the pace of reductions to meet net zero by target year.



## Changing behaviours

- Success is largely predicted on changing people's behaviours.
- Make employees **Aware** of the challenge and create a **Desire** in them to achieve the target.
- Give them **Knowledge** and **Ability** to act.
- **Reinforce** environmental behaviours to succeed.

# The CA 7-stage Bid Management Process





# Summary & Final Questions

<https://contractsadvance.co.uk/resources/webinars/>