



Energy Savers Partnership Proposal for Shropshire Council



Saving energy. Saving money. Saving carbon.

Our Organisation

Carillion Energy Services is the UK's largest provider of energy efficiency solutions including cavity wall insulation, loft insulation, solid wall insulation, boiler replacement and micro generation.

Our Green Deal Provider status linked with our history delivering the Warm Front Scheme (replaced by ECO Affordable Warmth) means we are fully equipped to take on the challenge that Green Deal offers.

To date we have helped over 2.5m **vulnerable households** become warmer through the installation of energy efficiency products. As an **independent energy services provider** we are not tied to any utilities and are able to access the best possible rates of funding for your residents.

Our Solution

The **Shropshire Energy Savers (SES)** programme (should you choose this name) will improve the energy efficiency of homes, save residents money, reduce fuel poverty and cut carbon emissions.

Our approach uses a **local supply chain** providing **economic regeneration** to the county; creating jobs and directly improving the lives of the 20,000 Shropshire homes currently living in **fuel poverty**.

We will provide an end-to-end solution **free of charge** to the Council, leveraging ECO funding and managing finance solutions on your behalf in a market worth £14b p/a. A fund which is set to improve 26m homes and 2.8m commercial properties nationwide by 2030.

True Partnership

Our "Partnership" offer maximises ECO and Green Deal investment into the County **at no cost to the Council**. Working with your trusted partners we will **maximise funding opportunities** and **take up** through coordinated marketing campaigns and community engagement activities focused on your key areas of priority.

Customer Value

The use of the Council's brand and trusted partners will drive down our marketing costs enabling us to offer best value to our customers. Our ability to secure ECO and to mobilise quickly will ensure that owner occupiers gain good access to subsidies and incentives. We will commit to regular market testing and benchmarking a basket of Green Deal measures to ensure that Shropshire residents are offered **optimum value for money**. The inclusion of social housing and iconic public buildings such as schools will deliver increased economies of scale and further drives down the costs of the measures and increase the economic value to the region.

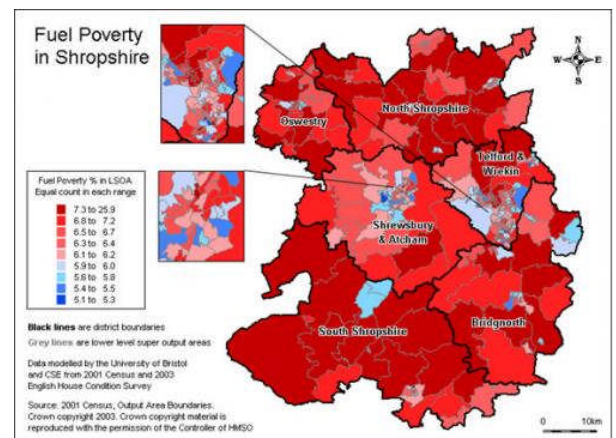
Social Benefits

We will contribute to the **health and well being** of residents in the County, whilst specifically helping those in **fuel poverty, priority groups** and all residents looking to reduce their carbon footprint.



At the heart of our commitment is a Green Deal delivery partnership that is flexible, resilient and robust enough to travel the journey with Shropshire. Carillion Energy Services is a distinctive Delivery Partner because we are:

- **Independent:** offering independent and impartial advice to the householder. We do not sell energy; we promote the ability to reduce its use.
- **Committed to whole house solutions** and county wide delivery – so we offer best priced deals and solutions to improve the home and save money. We will not be promoting our brand and we have only one purpose: **to drive down energy use**. Our independence also **delivers best price in ECO** funding with the ability to work with all ECO energy companies to get the most money for Shropshire.
- **Community focused:** we have significant experience of engaging with rural communities and will work at market town, parish, village, neighbourhood and street levels to engage, enthuse and persuade communities to improve energy efficiency. We will search out the most vulnerable and those who are struggling to pay bills. Via trusted friends and partners we will help them choose Green Deal and at the same time benefit from a safer home, cheaper fuel and changed energy use behaviour



Responsive to rural issues

We are committed to tackling the issues that create specific challenges for rural communities including park homes and homes that are off the gas grid. We are already taking to a number of partners both locally and nationally and will set up specific working groups to explore low cost solutions to such issues.

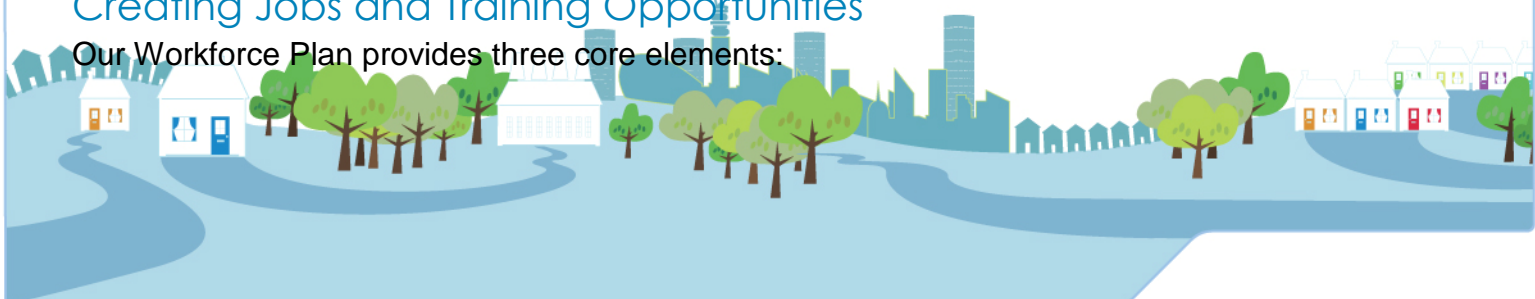
Economic Benefits

We are in no doubt that the Green Deal offers an ideal launch-pad for new jobs and skills in Shropshire. SES offers a tremendous opportunity for local people to gain skills, access sustainable jobs and careers in the emerging green economy.

- Assisting people from priority groups to access placements, training and job / apprenticeship opportunities
- Creating & safeguarding jobs in the local economy
- Deliver pre-employment training to residents

Creating Jobs and Training Opportunities

Our Workforce Plan provides three core elements:



1. **Beneficiary Engagement Plan** engages key priority groups in the local area – young people at risk of unemployment or not in employment or education (NEET). We are committed to engaging those in the older workforce at risk of redundancy to up-skill or re-skill to access new opportunities.
2. **Workforce Opportunity Plan** provides a framework for our supply chain to support the creation of work placements, apprenticeships and vacancies for local people.
3. **Green Deal Careers Plan** for Shropshire will comprise a schools engagement plan which aims to raise awareness, increase attainment and provide real progression routes into Science, Technology, Engineering and Maths (STEM) careers. Early investigations show that the Project could result in **28 jobs** safeguarded & created, **6 apprenticeships** and **55 young people supported** over 8 years. Further work is required to test these numbers and they will change once the scoping exercise has been completed through the dialogue process

Establishing the County as a Leader of the Green Economy

Our brand identity emphasises the endorsement of the Council, showing them as a leader in the improvement of the community and its housing stock. The success of our delivery is built on our proven experience.

Our Green Deal Works Portfolio is focussed on the customer and the effective use of a local supply chain and **innovative technology solutions** to manage the end to end process from Initial contact right through to aftercare and one that is fully compliant with government legislation.

We are able to provide additional works for Shropshire given our current works in non-domestic and commercial energy performance management. As well as commercial properties, Carillion Energy Services possesses the knowledge and experience of delivery large scale Solar PV Farms, should this become of interest to the Council

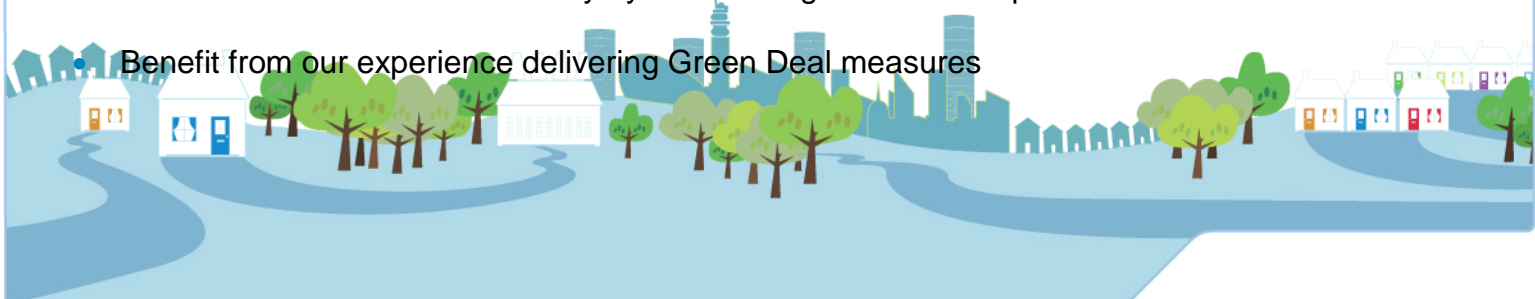
Local Supply Chain

We are engaging with our existing delivery partners whilst working with METNET to source a local supply chain, meeting with members to promote the opportunity and issue RFIs and supporting those contractors wishing to take part.

Our Delivery Model will:

- Provide services to the Council free of charge
- Maximise funding opportunities at no cost to the Council.
- Maximise uptake through Council's reputation
- Save the Council time and money by not needing to become a provider

- Benefit from our experience delivering Green Deal measures



- Show the Council as being a proactive member of the green economy
- Provide control of quality through a range of KPIs and Performance Measures reducing the risk to the Council's reputation.
- Maximises/Drives Business Investment:
 - High levels of Local Spend
 - Non-Domestic Green Deal
 - Energy Performance Contracting
 - Framework allows wider, larger scale procurement – support more local businesses
 - Access wider framework group through SPB

Route to Dialogue

Set out below is an estimated timeframe which covers, in broad terms, the steps required from Shropshire approval to proceed through to financial close. This process typically takes three to four months (but we will work with you to speed up the process if possible), by which point an agreement should be in place for the delivery of Shropshire's Framework.

Cabinet Approval	First Meeting	1 st Dialogue	2 nd Dialogue	3 rd Dialogue	Stage 1 Proposal	Review in Dialogue	Final Proposal	Financial Close
June	1 st week July	Early July	Mid July	Early August	Mid August	End August	Early September	Mid September

Following Shropshire's approval, there would be a period of time dedicated to theme dialogue and development. Each theme represents a key aspect of the partnership and should reflect Shropshire Council's key priorities. The purpose of the dialogue process is to ensure that the Partnership Agreement incorporates what the key deliverables will be, ensuring that Shropshire Council's priorities and desired outcomes are reflected in the key performance indicators and performance measures.

What documentation will be produced as part of the dialogue process?

A number of documents will be produced as part of the dialogue process and will be agreed before reaching financial close. It is important to note that all of these documents are already in place and therefore the Carillion Energy Service's Theme leads will take information extracted from Shropshire's strategic plans, and the discussions undertaken in the three dialogue sessions, in order to create the Shropshire portfolio of documentation for review and approval. By managing the process in this way, we will limit the amount of time and resource that Shropshire Council will need to allocate to the project.



What resource will be required from Shropshire Council?

The dialogue process is flexible and can be structured and tailored to fit the requirements of Shropshire Council. In terms of resource requirements, a Shropshire Council officer will be required to spend a portion of their time acting as the main conduit between Carillion Energy Services and Shropshire Council.

The officer would be required to engage with various officers from across the local authority and ensure they are involved in the dialogue process for their specific themes. For example, an economic development officer would likely be involved in the development of the Workforce Plan theme and the Supply Chain theme.

There will also be some legal costs required in order to bring the project documentation together for financial close. There is an opportunity to utilise the legal teams involved in the Birmingham Energy Savers financial close and contract negotiation. They are fully versed in the project documentation and therefore can ensure a smooth process through to Contract sign. Carillion Energy Services would also be happy to commit a contribution to these costs and would be happy to discuss this further in order to finalise any proposal to Shropshire's cabinet. These costs could be reduced further if the dialogue takes place alongside similar discussions with Herefordshire.

