

# ENERGY EFFICIENCY MEASURES & ASSOCIATED WORKS

9TH NOVEMBER 2020 - 8TH NOVEMBER 2024





## ABOUT THIS FRAMEWORK

This SWPA framework was developed to provide an efficient, value for money procurement route for local authorities, social landlords and other public sector bodies to source specialist suppliers who can provide a variety of carbon-reduction measures for domestic and public buildings and can carry out any associated repairs and retrofit work.

The tender was carried out in strict accordance with the EU Procurement Directive and UK public sector procurement rules.

Places on the framework were awarded to 18 different suppliers for the installation of 21 energy efficiency measures. These are split into two workstreams with three project value bands and across three regional lots.

The framework will run for a maximum of four years. However, individual call-off projects can be completed beyond the four-year duration of the framework as long as a contract is in place prior to the framework expiry date.

The term of the framework is from **9th November 2020 to 8th November 2024**.

Consultancy and project management support is available through the Energy Efficiency Consultancy Services (N8C) framework.

SWPA provides OJEU compliant frameworks, which can be used by local authorities, social landlords and other public sector organisations to procure works, products and services for the construction, refurbishment and maintenance of social housing, schools and public buildings.

The South West Procurement Alliance brand, which is part of the LHC Group, was launched in October 2019.

Our aims are to work closely with South West clients and appointed companies and to focus on regional priorities. We are a locally based, growing team with offices in Exeter.

LHC was established in 1966 and is acknowledged as one of the most experienced and respected providers of procurement frameworks in the construction sector.

The relationship between the LHC Group and the local SWPA team gives SWPA the unique position of having local knowledge and relationships, while also benefiting from additional resources and expertise from a national framework provider.

### South West Procurement Alliance (SWPA)

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@SWPAProcure  
South West Procurement Alliance (SWPA)

The 21 energy efficiency measures offered through N8 are:

• External wall insulation	• Cavity wall insulation	• Internal wall insulation
• Insulation materials (Loft)	• Biomass boilers	• Floor insulation
• Air to water heat pumps	• Rainscreen and cladding	• Traditional boilers
• District heating interface units	• Combined heat & power (CHP) or combined cooling & heat & power (CCHP)	• Gas absorption heat pumps
• Solar thermal systems	• Lighting controls	• EV charging infrastructure
• Boiler optimisation technologies	• Building energy management systems	• Solar PV with battery storage
• Ground source heat pumps	• Commercial boilers	• Electric heaters



# ABOUT THIS FRAMEWORK

## Workstream 1 (WS1) - Individual Measures

Relates to the provision of 21 individual energy efficiency measures across three value bands:

- £0 - £750,000
- £500,000 - £1.5 million
- Over £1.5 million

### A total of 18 suppliers have been appointed onto workstream 1:

- |                              |                       |                                      |
|------------------------------|-----------------------|--------------------------------------|
| > Ameresco                   | > Gibson STS          | > Sustainable Building Services (UK) |
| > British Gas Social Housing | > Ivor Cook           | > Swarco UK                          |
| > Crystal Electronics        | > Kensa               | > Synergize                          |
| > Custom Solar               | > Low Carbon Exchange | > Thermal Earth                      |
| > E.On (midlands)            | > Mi-Space            | > United Living (South)              |
| > Engie                      | > Sure Maintenance    | > Zing Energy                        |

## Workstream 2 (WS2) - Multiple Measures

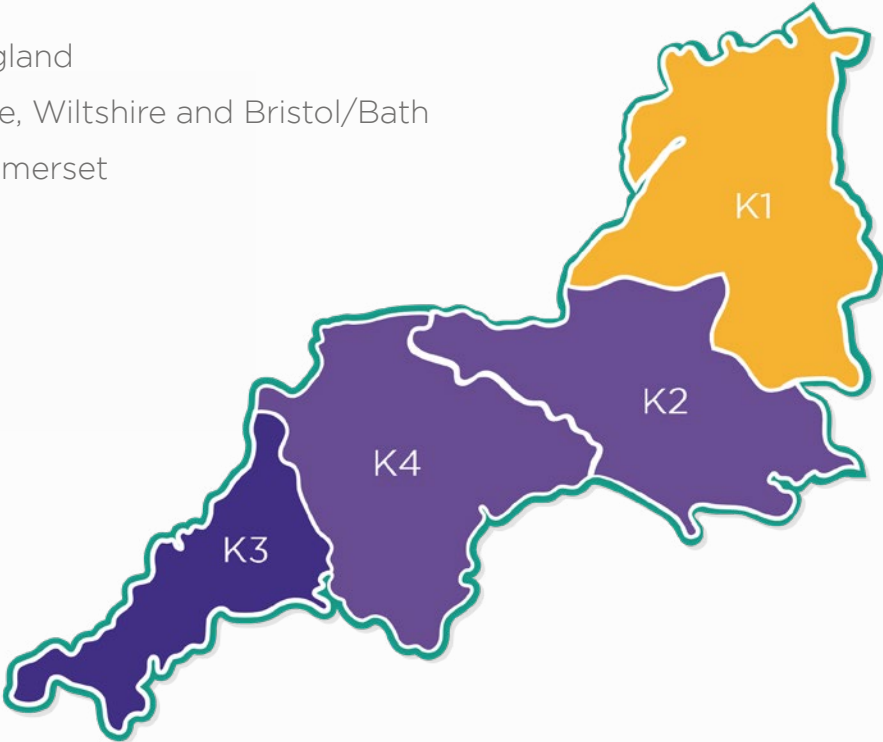
The suppliers on this workstream have proven that they can provide all 21 measures identified in workstream 1. This workstream is designed to accommodate large projects with a variety of energy efficiency measures required.

### A total of 3 suppliers have been appointed onto workstream 2:

- |            |         |            |
|------------|---------|------------|
| > Ameresco | > Engie | > Mi-Space |
|------------|---------|------------|

# APPOINTED COMPANIES REGIONAL AREAS

- K - South West England
- K1 - Gloucestershire, Wiltshire and Bristol/Bath
- K2 - Dorset and Somerset
- K3 - Cornwall
- K4 - Devon



# WS1 APPOINTED COMPANIES

## GLOUCESTERSHIRE, WILTSHIRE,

Measures	Value Bands	Appointed Companies
Air to Water Heat Pumps	£0 - £750k	Zing Energy, Thermal Earth, Gibson STS
	£500k - £1.5m	Engie, Zing Energy, Ameresco, Mi-Space, Gibson STS, Thermal Earth
	£1.5m+	Engie, Ameresco, Mi-Space
Biomass Boilers	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Boiler Optimisation Technologies	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Building Energy Management Systems	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Cavity Wall Insulation	£0 - £750k	E.On (Midlands), Low Carbon Exchange
	£500k - £1.5m	Engie, Ameresco, E.On (Midlands), Mi-Space,
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Combined Cooling Heat and Power (CCHP); CHP (L)	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Commercial Boilers	£0 - £750k	Gibson STS
	£500k - £1.5m	Engie, Ameresco, Gibson STS, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
District Heat Interface Unit	£0 - £750k	Ivor Cook, Gibson STS
	£500k - £1.5m	Engie, Ivor Cook, Ameresco, Mi-Space, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space
Electric Heaters	£0 - £750k	Zing Energy, Low Carbon Exchange
	£500k - £1.5m	Zing Energy, Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Low Carbon Exchange, Ameresco
EV Charging Infrastructure	£0 - £750k	Crystal Electronics, Swarco UK, Low Carbon Exchange, Gibson STS
	£500k - £1.5m	Engie, Ameresco, Crystal Electronics, Swarco UK, Mi-Space, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
External Wall Insulation	£0 - £750k	Zing Energy, E.On (Midlands), Synergize Ltd, Low Carbon Exchange, Gibson STS
	£500k - £1.5m	Sustainable Building Services (UK), Engie, E.On (Midlands), Zing Energy, Mi-Space, Ameresco
	£1.5m+	Sustainable Building Services (UK), Engie, Mi-Space, Ameresco, Low Carbon Exchange

## BRISTOL AND BATH (K1)

Measures	Value Bands	Appointed Companies
Floor Insulation	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Gas Absorption Heat Pumps	£0 - £750k	Zing Energy, Thermal Earth, Gibson STS
	£500k - £1.5m	Engie, Zing Energy, Ameresco, Mi-Space, Kensa, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Kensa
Ground Source Heat Pumps	£0 - £750k	Zing Energy, Thermal Earth, Gibson STS
	£500k - £1.5m	Engie, Zing Energy, Ameresco, Mi-Space, Kensa, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Kensa
Insulation	£0 - £750k	E.On (Midlands), Low Carbon Exchange, Gibson STS
	£500k - £1.5m	Engie, Ameresco, Mi-Space, E.On (Midlands), Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Internal Wall Insulation	£0 - £750k	
	£500k - £1.5m	Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Ameresco
Lighting Controls	£0 - £750k	
	£500k - £1.5m	Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Ameresco
Rainscreen and Cladding	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Solar PV with co-located battery	£0 - £750k	Custom Solar, Gibson STS, Low Carbon Exchange
	£500k - £1.5m	Engie, Custom Solar, Ameresco, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Solar Thermal Systems	£0 - £750k	Gibson STS
	£500k - £1.5m	Ameresco, Mi-Space, Gibson STS
	£1.5m+	Ameresco, Mi-Space
Traditional Boilers	£0 - £750k	British Gas Social Housing, Ivor Cook, Sure Maintenance, Gibson STS
	£500k - £1.5m	Engie, British Gas Social Housing, Ivor Cook, Sure Maintenance, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space

The standard SWPA process for call-off applies, but note the ability in Workstream 1 to go to the next value band, if limited or no bidders available in the required value band.



# WS1 APPOINTED COMPANIES

## DORSET, SOMERSET AND DEVON

Measures	Value Bands	Appointed Companies
Air to Water Heat Pumps	£0 - £750k	Zing Energy, Thermal Earth, Gibson STS
	£500k - £1.5m	Engie, Zing Energy, Ameresco, Mi-Space, Gibson STS, Thermal Earth
	£1.5m+	Engie, Ameresco, Mi-Space
Biomass Boilers	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Boiler Optimisation Technologies	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Building Energy Management Systems	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Cavity Wall Insulation	£0 - £750k	E.On (Midlands), Low Carbon Exchange
	£500k - £1.5m	Engie, Ameresco, E.On (Midlands), Mi-Space,
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Combined Cooling Heat and Power (CCHP); CHP (L)	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Commercial Boilers	£0 - £750k	Gibson STS
	£500k - £1.5m	Engie, Ameresco, Gibson STS, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
District Heat Interface Unit	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space
Electric Heaters	£0 - £750k	Zing Energy, Low Carbon Exchange
	£500k - £1.5m	Zing Energy, Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Low Carbon Exchange, Ameresco
EV Charging Infrastructure	£0 - £750k	Crystal Electronics, Swarco UK, Low Carbon Exchange, Gibson STS
	£500k - £1.5m	Engie, Ameresco, Crystal Electronics, Swarco UK, Mi-Space, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
External Wall Insulation	£0 - £750k	Zing Energy, E.On (Midlands), Synergize Ltd, Low Carbon Exchange, Gibson STS
	£500k - £1.5m	Sustainable Building Services (UK), Engie, E.On (Midlands), United Living (South), Zing Energy, Mi-Space
	£1.5m+	Sustainable Building Services (UK), Engie, United Living (South), Mi-Space, Ameresco, Low Carbon Exchange

## (K2 AND K4)

Measures	Value Bands	Appointed Companies
Floor Insulation	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Gas Absorption Heat Pumps	£0 - £750k	Zing Energy, Thermal Earth, Gibson STS
	£500k - £1.5m	Engie, Zing Energy, Ameresco, Mi-Space, Kensa, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Kensa
Ground Source Heat Pumps	£0 - £750k	Zing Energy, Thermal Earth, Gibson STS
	£500k - £1.5m	Engie, Zing Energy, Ameresco, Mi-Space, Kensa, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Kensa
Insulation	£0 - £750k	E.On (Midlands), Low Carbon Exchange, Gibson STS
	£500k - £1.5m	Engie, Ameresco, Mi-Space, E.On (Midlands), Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Internal Wall Insulation	£0 - £750k	
	£500k - £1.5m	Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Ameresco
Lighting Controls	£0 - £750k	
	£500k - £1.5m	Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Ameresco
Rainscreen and Cladding	£0 - £750k	
	£500k - £1.5m	Engie, United Living (South), Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Solar PV with co-located battery	£0 - £750k	Custom Solar, Gibson STS, Low Carbon Exchange
	£500k - £1.5m	Engie, Custom Solar, Ameresco, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Solar Thermal Systems	£0 - £750k	Gibson STS
	£500k - £1.5m	Ameresco, Mi-Space, Gibson STS
	£1.5m+	Ameresco, Mi-Space
Traditional Boilers	£0 - £750k	British Gas Social Housing, Sure Maintenance, Gibson STS
	£500k - £1.5m	Engie, British Gas Social Housing, Sure Maintenance, Ameresco, Mi-Space, Gibson STS
	£1.5m+	Engie, Ameresco, Mi-Space

The standard SWPA process for call-off applies, but note the ability in Workstream 1 to go to the next value band, if limited or no bidders available in the required value band.

WS1 APPOINTED COMPANIES

CORNWALL AND ISLES OF SCILLY

(K3)

Measures	Value Bands	Appointed Companies
Air to Water Heat Pumps	£0 - £750k	Thermal Earth
	£500k - £1.5m	Engie, Ameresco, Mi-Space, Thermal Earth
	£1.5m+	Engie, Ameresco, Mi-Space
Biomass Boilers	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Boiler Optimisation Technologies	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Building Energy Management Systems	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Cavity Wall Insulation	£0 - £750k	E.On (Midlands), Low Carbon Exchange
	£500k - £1.5m	Engie, Ameresco, E.On (Midlands), Mi-Space,
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Combined Cooling Heat and Power (CCHP); CHP (L)	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Commercial Boilers	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
District Heat Interface Unit	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Electric Heaters	£0 - £750k	Low Carbon Exchange
	£500k - £1.5m	Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Low Carbon Exchange, Ameresco
EV Charging Infrastructure	£0 - £750k	Crystal Electronics, Swarco UK, Low Carbon Exchange
	£500k - £1.5m	Engie, Ameresco, Crystal Electronics, Swarco UK, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
External Wall Insulation	£0 - £750k	E.On (Midlands), Synergize, Low Carbon Exchange
	£500k - £1.5m	Engie, E.On (Midlands), Synergize, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Ameresco, Low Carbon Exchange

Measures	Value Bands	Appointed Companies
Floor Insulation	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Gas Absorption Heat Pumps	£0 - £750k	Thermal Earth
	£500k - £1.5m	Engie, Zing Energy, Ameresco, Mi-Space, Kensa, Thermal Earth
	£1.5m+	Engie, Ameresco, Mi-Space, Kensa
Ground Source Heat Pumps	£0 - £750k	Thermal Earth
	£500k - £1.5m	Engie, Zing Energy, Ameresco, Mi-Space, Kensa, Thermal Earth
	£1.5m+	Engie, Ameresco, Mi-Space, Kensa
Insulation	£0 - £750k	E.On (Midlands), Low Carbon Exchange
	£500k - £1.5m	Engie, Ameresco, Mi-Space, E.On (Midlands)
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Internal Wall Insulation	£0 - £750k	
	£500k - £1.5m	Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Ameresco
Lighting Controls	£0 - £750k	
	£500k - £1.5m	Engie, Mi-Space, Ameresco
	£1.5m+	Engie, Mi-Space, Ameresco
Rainscreen and Cladding	£0 - £750k	
	£500k - £1.5m	Engie, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space
Solar PV with co-located battery	£0 - £750k	Custom Solar, Low Carbon Exchange
	£500k - £1.5m	Engie, Custom Solar, Ameresco
	£1.5m+	Engie, Ameresco, Mi-Space, Low Carbon Exchange
Solar Thermal Systems	£0 - £750k	
	£500k - £1.5m	Ameresco, Mi-Space
	£1.5m+	Ameresco, Mi-Space
Traditional Boilers	£0 - £750k	Sure Maintenance
	£500k - £1.5m	Engie, British Gas Social Housing, Sure Maintenance, Ameresco, Mi-Space
	£1.5m+	Engie, Ameresco, Mi-Space

The standard SWPA process for call-off applies, but note the ability in Workstream 1 to go to the next value band, if limited or no bidders available in the required value band.

# WS2 APPOINTED COMPANIES

## SOUTH WEST ENGLAND (K)

### Suppliers (Listed Alphabetically)

#### Multiple Measures covering all 21 measures throughout the whole of South West England:

- > Air to Water Heat Pumps
- > Biomass Boilers
- > Boiler Optimisation Technologies
- > Building Energy Management Systems
- > Cavity Wall Insulation
- > Combined Cooling Heat and Power (CCHP); CHP (L)
- > Commercial Boilers
- > District Heat Interface Unit
- > Electric Heaters
- > EV Charging Infrastructure
- > External Wall Insulation
- > Floor Insulation
- > Gas Absorption Heat Pumps
- > Ground Source Heat Pumps
- > Insulation
- > Internal Wall Insulation
- > Lighting Controls
- > Rainscreen and Cladding
- > Solar PV with co-located battery
- > Solar Thermal Systems
- > Traditional Boilers

Ameresco, Engie, Mi-Space



# EVALUATION

## CRITERIA

A single stage open tender process was used.

Appointed companies are required to have in place the following minimum insurances:

- > Public/Third Party Liability Insurance – £5 million
- > Employers Liability Insurance – £5 million
- > Professional Indemnity Insurance – £5 million
- > Product Liability Insurance – £5 million

Financial due diligence - applicants were assessed on their turnover and checked via Credit Safe. The results of this check were assessed on a pass/fail basis.

### Quality 60%

Measure specific question such as product recommendation, accreditation, warranties and product training	15%
Project resource	10%
Defects resolution	7%
Contract management	7%
Safe working	5%
Customer care	5%
CDM compliance	5%
Social value	6%

### Price 40%

Profit, overhead & prelims	20%
NHF adjustment	10%
Scenario pricing and regional uplift	10%





# CALL-OFF ADWARD OPTIONS

The Framework allows clients the option of:

**Direct award** without further competition, where all terms and conditions of the call-off project are within the terms and conditions of the framework

OR

**Mini-competition**, where terms and conditions of the call-off may vary or be modified from the framework or at the choice of the Client.

When calling off projects, clients can use any one of a range of standard forms of building contract including JCT/SBCC, NEC/NEC4, ACE, PPC, TPC, FAC1, or their own in-house agreement.

## Eligibility

SWPA is a not-for-profit organisation, governed by public law and a central purchasing body providing procurement services. Publicly funded organisations throughout the South West use SWPA frameworks to procure works, goods and services to construct, refurbish and maintain social housing, schools and public buildings. These include:

- > Local Authorities and any subsidiaries and joint-venture vehicles of those Local Authorities.
- > Registered Social Landlords (RSL), Tenant Management Organisations (TMOs) & Arm's Length Management Organisations (ALMOs)
- > Health Authorities, Councils, Boards and Trusts
- > Publicly Funded Schools
- > Universities and Further Education Establishments
- > Colleges
- > Police Forces
- > Fire and Rescue services
- > Registered Charities

Details of those contracting authorities identified are listed at [www.swpa.org.uk/who-we-work-with/](http://www.swpa.org.uk/who-we-work-with/)

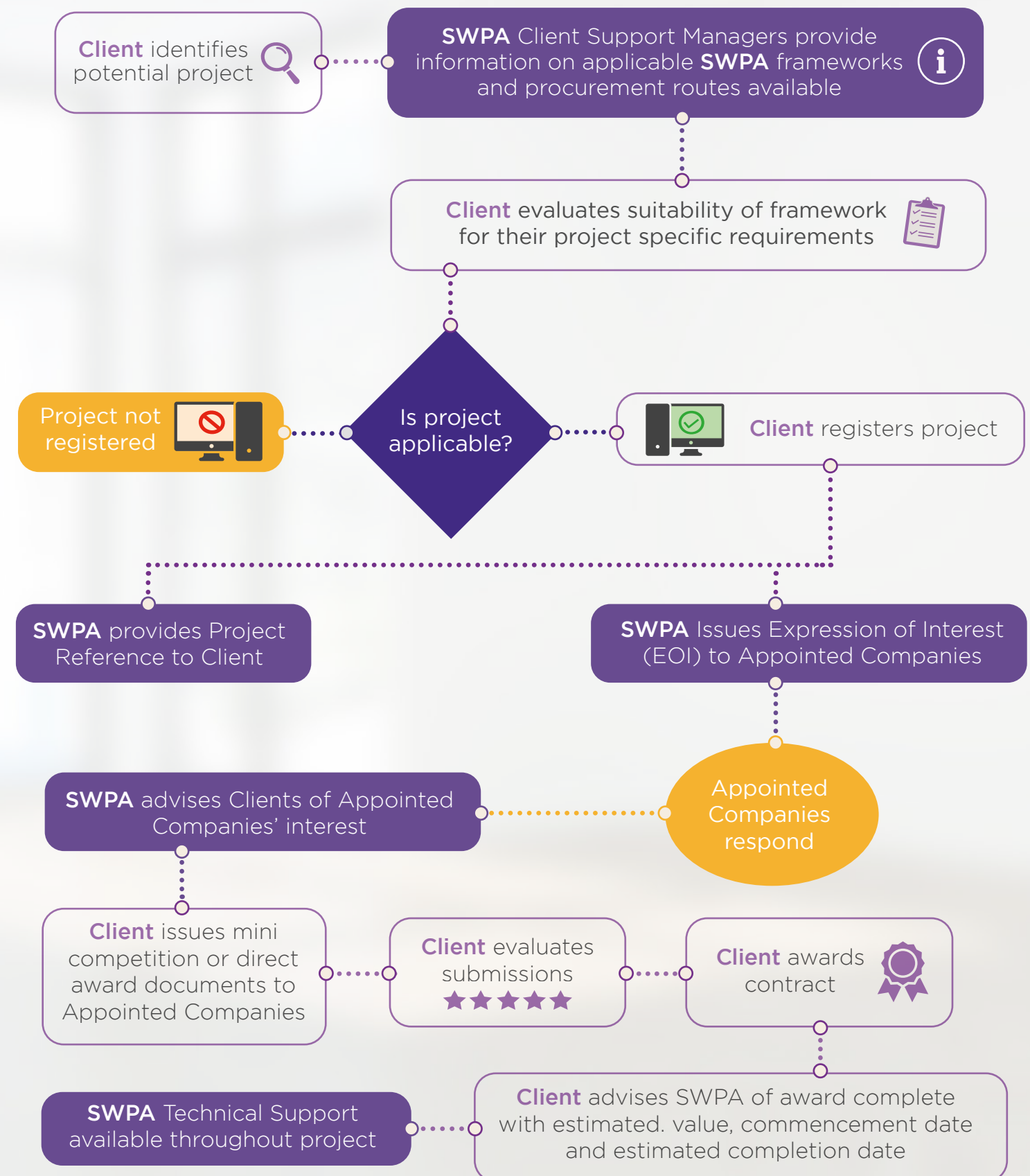
## Cost of Accessing the Framework

Although the framework is free to access for our public sector clients, companies appointed to SWPA frameworks are required to pay a small percentage ('the levy') of the total value of every invoice submitted to clients and to submit quotations to clients that are inclusive of the levy. As a not-for-profit organisation, SWPA returns surplus levy income to our clients to support social value initiatives in the local communities they serve.

## General Terms and Conditions

LHC uses the FAC-1 standard form of contract to manage our frameworks. The LHC pro forma, which should be read in conjunction with the FAC-1 in published form, details the terms and conditions that govern the operation of the framework, including the procedures to call off projects under the framework. A free copy of the LHC proforma is available upon request. The FAC-1 in standard published form can be purchased at a negotiated rate from ACA, by emailing [office@acarchitects.co.uk](mailto:office@acarchitects.co.uk) and quoting discount code reference: LHCFAC2516102017.

# THE PROCESS OF USING OUR FRAMEWORK







01392 574 100



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[swpa-south-west-procurement-alliance](https://www.linkedin.com/company/swpa-south-west-procurement-alliance)



[South West Procurement Alliance](https://www.youtube.com/SouthWestProcurementAlliance)

IN ASSOCIATION WITH:



Trusted procurement for  
better buildings and homes