



## Joining the Sustainable Warmth Supply Chain

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Guidance for installers on entering the scheme

# Agenda



## Introduction and overview

- Genevieve Dady, Greater South East Net Zero Hub

## Joining the Hub DPS

- Steven Eshiet, Greater South East Net Zero Hub

## Joining the Warmworks supply chain

- Clarissa Dow, Warmworks

## Questions

# What is the Greater South East Net Zero Hub?



- Five Local Net Zero Hubs across England working in collaboration
- Work with public sector organisations and their stakeholders to support the development and financing of local net zero projects.
- Partnership of 11 Local Enterprise Partnerships
- Includes 136 local authorities in the region



# Introduction to Sustainable Warmth



- Sustainable Warmth combines two schemes: LAD3 and HUG1
- Designed to lift households out of fuel poverty and decarbonise homes
- **LAD** = on-gas properties, av. £10k spend per household  
**HUG** = off-gas, up to £25k spend per household
- Eligibility criteria: income, EPC rating
- ‘Fabric first’, ‘no regrets’ approach
- Set measures: energy efficiency and low carbon
- Delivery timeline for the greater south east area  
September 2022 - March 2023

**So, how can you get involved?**

# Requirements



To join the supply chain and become an approved installer to deliver Sustainable Warmth, your company must :-

- have Trustmark certification
- be PAS 2030 accredited if delivering energy efficiency measures (such as insulation, ventilation, windows/doors)
- be MCS accredited if delivery low carbon heating (such as solar thermal, heat pumps)
- be of sound financial and legal standing
- meet the necessary thresholds for insurance

**How do you join?**

# Joining the DPS

Steven Eshiet

Supply Chain Engagement Officer



## What is a DPS?



DPS stands for - **D**ynamic **P**urchasing **S**ystem

Covered under Regulation 34 - Public Contract Regulations 2015

A modern day approved list

A pre-approval process, including:

- Contracting suitability – Regulation 57

- Financial stability and capacity – Regulation 58

- Technical ability and experience – Regulation 58

[The Public Contracts Regulations 2015 \(legislation.gov.uk\)](https://legislation.gov.uk)



### Log In

User Name

Password

 Please

enter your password

[Forgotten your username or password?](#)

Continue

### Welcome to ProContract

#### Important Notice

#### ProContract Maintenance – Advance Notification

In order to deploy the latest ProContract update there will be scheduled downtime for up to an hour:

- **Live** environment Thursday 11 March 2021 at 20:00

#### Already registered?

Simply enter your chosen username and password and click 'Continue'

#### New to ProContract?

**Suppliers** - If you are not currently registered on the ProContract procurement portal, you can complete a simple registration process by clicking the following link - [Register free](#)



## Joining the DPS



## Pro Contract E-Tendering Portal

[Log In \(due-north.com\)](https://due-north.com)

## Accessing this Project

[Greater South East Energy Hub Trades  
DPS \(due-north.com\)](https://due-north.com)

# Registering on the DPS



## Greater South East Energy Hub Trades DPS

### Main contract details

**Opportunity Id** DN525558  
**Title** Greater South East Energy Hub Trades DPS  
**Categories** 45000000-7 - Construction work  
**Description** The GSEEH, which covers 141 local authority areas, is seeking to establish a Trades DPS to deliver various Energy Efficiency Measure or related ancillary works to any type of property as may be required by the various GSEEH members as set out in the tender documents.

Please note the DPS rounds will open and close on a monthly basis.  
[Show more](#)

**Region(s) of supply** South East (England)  
East Midlands (England)  
East of England  
[More...](#)

**Estimated value** N/A

**Keywords** improvements, windows, energy efficiency, insulation, retrofit, solar

### Key dates

#### Estimated contract dates

**Start date** 01/04/2021

**End date** 31/03/2026

#### Current Dynamic Purchasing System (DPS) round information

**End date** 07/09/2022 12:00:00

### Expression of interest window

**From** 09/02/2021 12:00 to 31/03/2026 12:00

[Login and register interest in this opportunity](#)

#### New to ProContract?

If you are not currently registered on the ProContract procurement portal, you can complete a simple registration process by clicking the following link - [Register free](#)

### Contact details

**Buyer** Cambridgeshire & Peterborough Combined Authority  
**Contact** Saffron Bamforth  
**Email** [saffron.bamforth@cambridgeshirepeterborough.gov.uk](mailto:saffron.bamforth@cambridgeshirepeterborough.gov.uk)  
**Telephone** 01480 277180  
**Address** Cambridgeshire & Peterborough Combined Authority  
Ely  
Cambridgeshire  
CB7 4LS  
United Kingdom

### Attachments

No attachments

# SSQ Standard Selection Questionnaire



Home SRM Sourcing Contracts Help



Home > Projects > View projects > Greater South East Energy Hub Trades DPS > DPS Round > Greater South East Energy Hub Trades DPS > Evaluation summary

## Evaluation summary

[Return to DPS](#)

### Evaluation details

**Title**  
SSQ - GSEEH Trades DPS  
**Description**  
Maximum score per question  
5

### Control Panel

[View audit history](#)

### Public Attachments

No attachments

### Private Attachments

No attachments

### Sections and questions

Section / question	Weight	Question type
1 Potential supplier information	0.00%	
1.1 Company Information	0.00%	
1.2 Bidding Model	0.00%	
1.3 Declaration	0.00%	
2 Mandatory Exclusion Grounds	0.00%	
2.1 Regulations 57(1) and (2)	0.00%	
2.2 Self-Cleaning	0.00%	
2.3 Regulation 57(3)	0.00%	
3 Discretionary Exclusions	0.00%	



Home <span>SRM</span> <span>Sourcing</span> <span>Contracts</span> <span>Help</span>		
▶ <a href="#">4.1 Equality and Diversity P/F</a>	0.00%	
▶ <a href="#">4.2 Legislation</a>	0.00%	
▶ <a href="#">5 Environmental Management</a>	0.00%	
▶ <a href="#">6 Termination, Court Actions and Litigation</a>	0.00%	
▶ <a href="#">7 Modern Slavery Act 2015: Requirements under Modern Slavery Act 2015</a>	0.00%	
▶ <a href="#">8 Economic and Financial Standing</a>	0.00%	
▼ <a href="#">9 Additional Questions</a>	0.00%	
▼ <a href="#">9.1 Insurance</a>	0.00%	
<a href="#">9.1.1 Please self-certify whether you already have, or can commit to obtain, prior to the commencement of the contract, the levels of insurance cover indicated below</a>	N/A	Library question
▼ <a href="#">10 Project Specific</a>	0.00%	
<a href="#">10.1 Relevant Experience and Capability</a>	N/A	Questionnaire

# Measures Form



In order that we can assess your ability to deliver **retrofit energy efficiency improvement, to domestic properties**

please complete the following

**FOR EACH OF THE MEASURES THAT YOU WISH TO DELIVER**

<b>Measure to be provided</b>				
<b>Consortia / Area of Delivery *</b>				
<b>Company Name</b>				
Average Annual Value EEM Installations (Forecasted) over the next 24 months				
Maximum quantity of dwellings your organisation could complete for over a 30-day period	0-10	11-25	26-50	50+
Years of experience held in this measure				
<b><i>If operating as a Supplier / Installer:</i></b> Percentage for <b>in-house delivery</b> for this measure	%			
<b><i>If operating as a Supplier / Installer:</i></b> Percentage to <b>be subcontracted</b> delivery for this measure (please note this is capped at 40%)	%			
<b><i>If operating as a Main Contractor:</i></b> Percentage for <b>in-house delivery</b> for this measure	%			
<b><i>If operating as a Main Contractor:</i></b> Percentage to <b>be subcontracted</b> delivery for this measure (please note this is capped at 70%)	%			
<b><i>If operating as a Main Contractor:</i></b> Please provide your maximum Percentages for both Overheads and Profit	Overheads: % Profit: %			
Accreditations held directly for this measure	e.g. PAS 2035			
Accreditation for subcontractors – do they have their own accreditation or will then be managed under yours				

# Measures List



Energy Efficiency Measures	Range of Dwellings per 30-day period				Areas EEMs can be installed in
	0 - 10	11 - 25	26 - 50	50+	
1. Floor Insulation - Suspended					
2. Cavity Wall Insulation					
3. External Solid Wall Insulation					
4. Internal Solid Wall Insulation					
5. Replacement Windows and External Doors					
6. Loft Insulation					
7. Pitched Roof Insulation					
8. Flat Roof Insulation					
9. Intermittent Extract Ventilation					
10. Centralised Mechanical Extract Ventilation					
11. Decentralised Mechanical Extract Ventilation					
12. Mechanical Ventilation with Heat Recovery					
13. Heating System Replacement					
14. Heating Controls Upgrade					
15. Hot Water Systems					
16. Ground Source Heat Pumps					
17. Air Source Heat Pumps					
18. Low Energy Lighting					
19. Solar Thermal					
20. Solar Photovoltaic					
21. Park Homes Insulation					
22. Enabling Measures e.g. Loft Clearance, Furniture Removals etc.					

## Summary



- Step 1

Click on link provided to take you to DPS Proactis page.

- Step 2

Click on the Green Box to register your expression of interest. If not registered on Proactis, you shall be prompted to do so.

If registered, you shall be directed to the GSEEH Trades DPS SSQ (standard selection questionnaire)

- Step 3

Fill in all sections of the SSQ and attach all relevant documents

- Step 4

All applications are evaluated by the Supply Chain Team at GSENH Hub. You shall be contacted if further clarifications are required.

## Advice



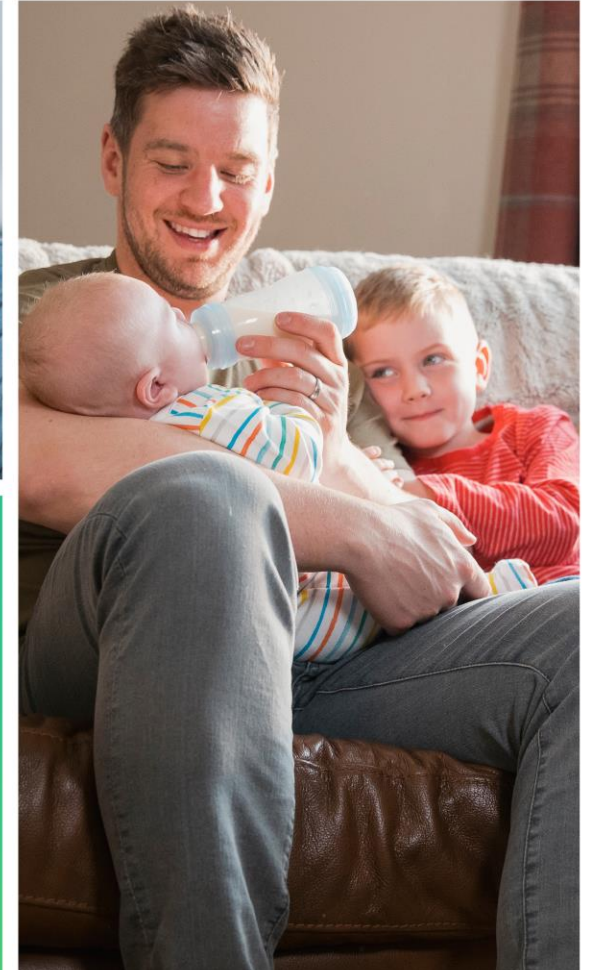
If you may have any issues:

- PROACTIS HELPLINE

[ProContractSuppliers@proactis.com](mailto:ProContractSuppliers@proactis.com) or  
[SupplierSupport@proactis.com](mailto:SupplierSupport@proactis.com) to log a ticket  
in the Supplier Support System or call 0330 005  
0352

Alternatively

- Supply Chain team @ GSENZHub  
[supplychain@gsenetzerohub.org.uk](mailto:supplychain@gsenetzerohub.org.uk)







WARMWORKS

# Welcome to Warmworks

Clarissa Dow  
Procurement Manager

September 2022

# Who are Warmworks






Warmworks are the Managing Agent for a number of energy efficiency schemes across the UK, our role is to manage the end to end customer journey.

We recognise that we have a role in supporting the communities in which we work and live.

- Since 2015, we have supported the creation of more than 150 apprenticeships in our supply chain, more than 700 jobs, and over 3,000 training opportunities.

## Our values

Our values are the heartbeat of the way we do business. They are about more than words alone – we live them, we expect our partners to live them and we lead by example in demonstrating them every day.

 <p><b>Professionalism</b> We are committed to professionalism, which means inspiring trust, showing diligence and keeping our promises.</p>	 <p><b>Enthusiasm</b> We demonstrate our enthusiasm by working with energy, showing warmth and inspiring people.</p>	 <p><b>Innovation</b> We show innovation through our approach to creativity, being agile in how we work and looking to solve problems.</p>
 <p><b>Teamwork</b> We are committed to teamwork, which means showing openness, respect and working best when we work together.</p>	 <p><b>Care</b> We care about quality, safety and keeping our customer at the heart of what we do.</p>	

# Warmworks' Supply Chain

Our growing supply chain of installers help us provide a first-class service to our customers.

We understand that installations can be disruptive to the household and it is paramount that, together with our installers, we deliver a high quality service throughout the customer journey.

[Warmworks: Our Role - YouTube](#)

We are looking to add to our existing supply chain and have opportunities for installers that can install a range of energy efficiency measures including:

- A range of insulation measures including EWI, IWI, cavity and loft insulation (& PAS required ventilation measures)
- Electric Storage Heating
- Heat pumps
- Solar PV
- Replacement windows & doors



# Warmworks' Supply Chain

Here's what our installers have to say about working with us -

[Warmworks: Our Suppliers - YouTube](#)

\*Stay tuned for our upcoming video covering the GSE scheme.



# Joining the Warmworks Supply Chain

To join the Warmworks supply chain and become an approved installer to deliver Sustainable Warmth, we require you to:

- Be Trustmark certified
- Be PAS 2030 / MCS accredited for the relevant measures you install
- Be approved by GSENZH via the DPS

If you meet the above criteria, you will be notified, and have access to, Warmworks' mini-competition tender rounds

- Quarterly
- DPS



# Warmworks' Mini-Comp Tender

All documentation is released through the GSENZH DPS.

You must use the DPS portal to

- Upload your submission before the deadline
- Ask questions and see answers to other (non-personal) questions asked.

The mini-comp tender is:

- mainly qualitative in form
  - focus on the themes of resources & capability, health & safety, customer service.
- opportunity to 'sell yourself' to Warmworks.
- Between 2-3weeks for completion.

Strong answers – are descriptive in their explanations of processes and operations. They allow the marker to understand how the installer will likely interact with customers and Warmworks' staff.



# Warmworks' Mini-Comp Tender

DO....	DON'T....
Upload your submission before the deadline on DPS	Miss the deadline, email or submit your response through the messaging portal
Read the instruction document fully & understand the specification	Alter the Response document formats.
Discuss procedures relevant to the question & attach to corroborate answer	State 'see attachment SOP X' without discussing the procedure.
Make your answer detailed and relevant	Be brief or over detailed on unnecessary topics
Sell yourself – you know your business best!	Expect Warmworks to research to understand your business.

# Post Tender Steps

Following completion of Warmworks' mini-comp tender, successful installers will:

- Receive a contract and rate card
- Be invited to our sub-contractor onboarding days – your attendance is important as the day will discuss many operational topics relevant to scheme delivery.
- Receive requests for further compliance documentation to ensure we can approve you for all measures you wish to undertake.
- H&S induction
- Meet with your Warmworks co-ordinator
- Begin allocated works



# Timetable

Warmworks are currently finalising the dates for the next mini-competition.

We anticipate that this will be late September/October with 2-3 week turnaround.

A further mini-comp will likely be run Dec/Jan.

The tender pack will come through on the DPS once launched and we will endeavour to advise you before hand so you can keep a look out.



# Questions





For further information, visit:-

[www.gsenetzerohub.org.uk/domestic-retrofit/lad2-and-sustainable-warmth/](http://www.gsenetzerohub.org.uk/domestic-retrofit/lad2-and-sustainable-warmth/)

or contact [supplychain@gsenetzerohub.org.uk](mailto:supplychain@gsenetzerohub.org.uk)  
[supplychain@warmworks.co.uk](mailto:supplychain@warmworks.co.uk)





Greater  
South East  
Net Zero Hub



**Sustainable  
Warmth**



Department for  
Business, Energy  
& Industrial Strategy



**WARMWORKS**

# Thank You

