



warmupnorth

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Saving Energy, Saving Money, Improving Lives

Carbon Action Network, 5 July 2013

Martin Walker, Project Director, Warm Up North

Background to Warm Up North

- Response to Green Deal legislation and ECO opportunity
- Regional project, covering the north east of England
- We believe regional approach essential
- Based on political support from the North East's 12 Leaders & Elected Mayors
- Seven local authorities now full partners – more to come
- 20 registered housing providers + public bodies named in OJEU Notice
- Project set up to be cost neutral to public sector

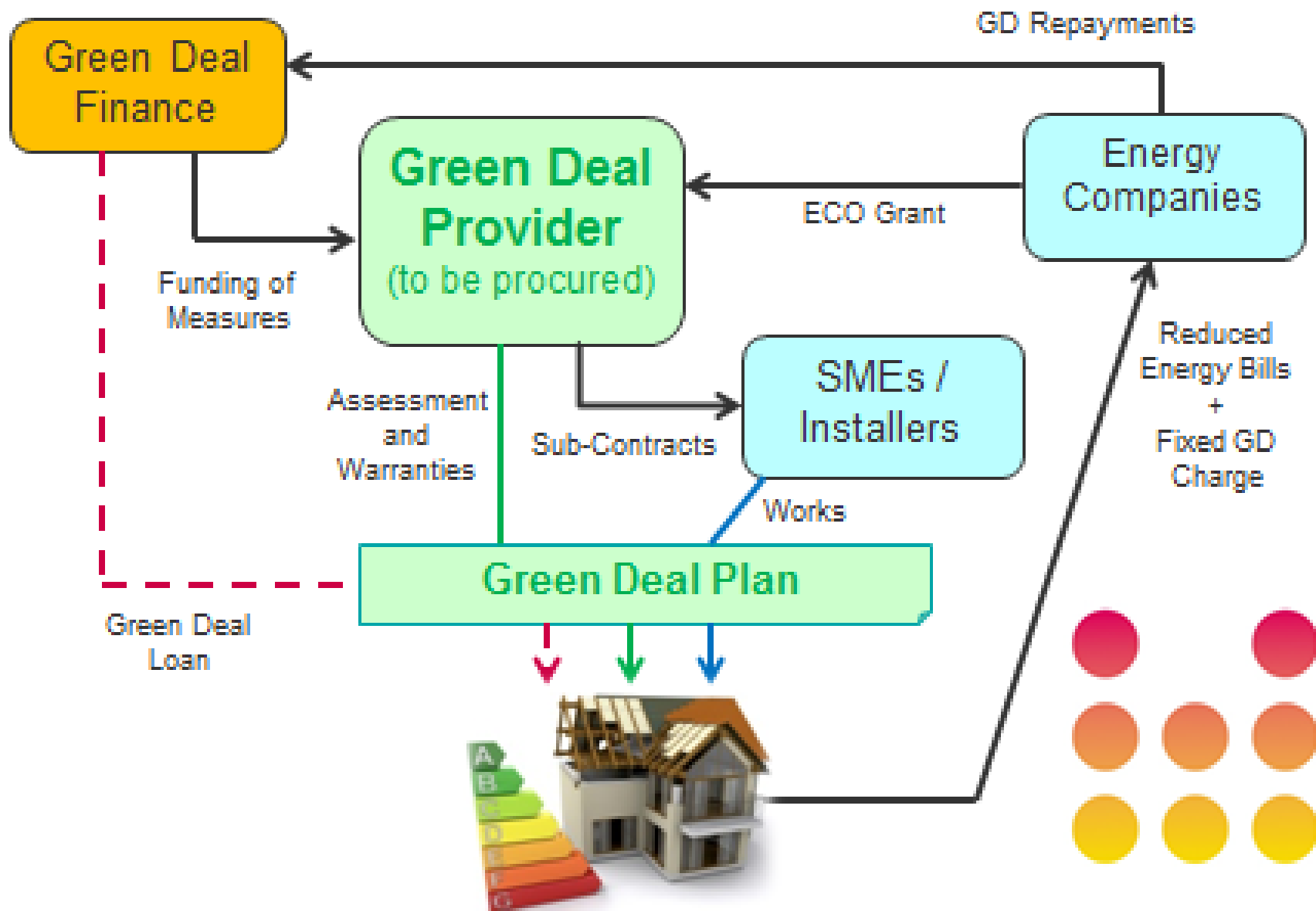


Summary – what we are doing

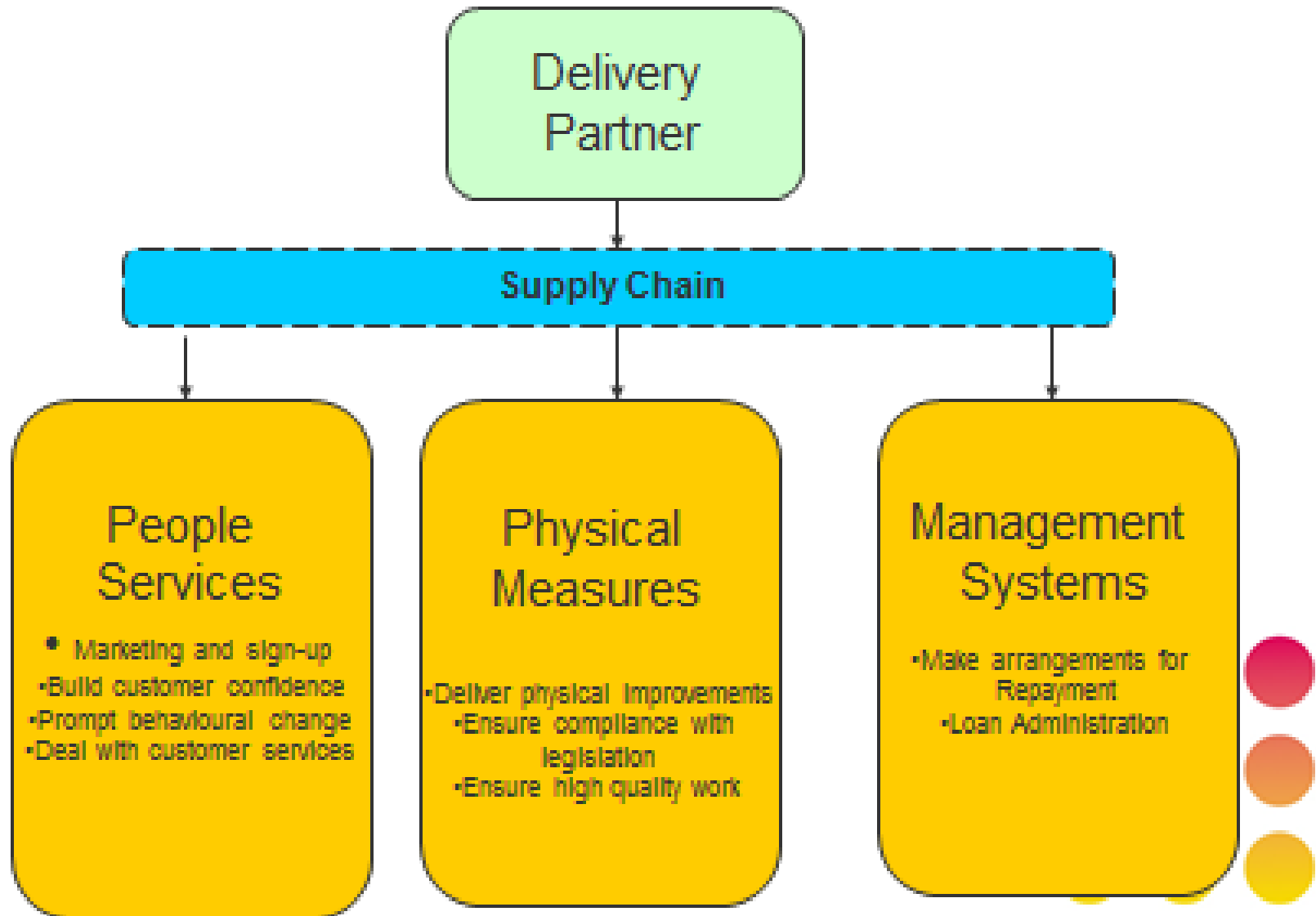
- Procuring private sector delivery partner (public-private partnership) to be our exclusively endorsed Green Deal Provider
- Domestic and public non domestic properties
- Potentially all measures subject to UK Govt. Green Deal / ECO (e.g. cavity, loft, solid wall insulation, boilers, solar pv and thermal)
- Target geography North East of England
- 5 year service contract from 2013 – 2018 (plus 3 year option to extend) - £200m value
- All households in region will be able to access works
- Estimated 15,000+ domestic properties in first 3 years



Proposed Delivery Model



Range of Services



Balance between Green Deal and ECO

Pay as you save model provides significant opportunities

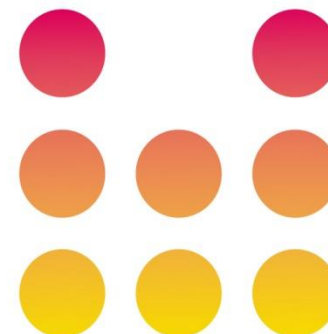
- No up front costs to residents
- Whole house assessment instead of 'measure by measure'
- New technologies
- Simple, understandable principles
- Backed by national legislation, customer protection, and marketing

But also a number of challenges

- Assessment fees
- 'Fear of the unknown'
- Marketing – especially where many measures previously available free of charge

Role of ECO crucial – especially in early days

- Reaching those most in need
- Building profile, momentum, confidence
- Sustaining economic opportunities
- Making the most of the opportunity



Practical Experience – Procurement

Competitive dialogue has been used

- Very intensive
- Allowed process of interactive questioning and challenge of emerging proposals
- Responsiveness to changing context
- Right for us – not necessarily everyone

Several benefits of regional procurement

- Efficiency (pooled procurement costs)
- More attractive commercial offer to bidders (critical mass)
- Pooled risk (important on an innovative project)
- Development of new partnership thinking (eg non-domestic properties)
- Higher national profile (opportunity to speak with one voice to central government)
- More measures = Bigger impact!



Timetable

- OJEU notice published June 2012
- PQQs assessed autumn 2012
- Competitive dialogue began Sep 2012
- Three bidders invited to advanced stages
- Dialogue closed April 2013
- Evaluation May 2013
- Approval of preferred bidder took place 26 June 2013
- First measures to be installed from this month onwards



Expected Outcomes

Success will look different for different residents, but will include:

- Mitigation / reduction of fuel poverty
- Improved quality of life
- Creation and safeguarding of jobs, skills, and training
- Improved energy efficiency - reduction in carbon emissions
- Wider social benefits (eg health)



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