



## Pre-Tender Market Engagement

### prj\_4222 Delivery Partner 2

#### Background:

In December 2023, the previous UK Government announced how £6 billion of funding would be spent to provide energy efficiency support to families, business and industry. This included allocating capital funding for two energy efficiency schemes (a local authority retrofit scheme and the Social Housing Decarbonisation Fund Wave 3) amounting to a previously published value of £500m and £1.25bn, respectively. The ~£1.25bn for the Social Housing Decarbonisation scheme will also leverage co-funding from landlords. These funding schemes are administered by the Department for Energy Security and Net Zero (hereafter referred to as “The Authority”).

The budgets for both schemes will be reviewed and identified through the Spending Review process (launched by the Chancellor in August 2024). Subject to funding availability and policy approval, both Schemes are expected to run from April 2025 and aim to tackle fuel poverty and make progress towards Net Zero 2050. Up to 200,000 homes will be insulated or retrofitted, improving energy performance and lowering bills.

#### Requirements & Indicative Timelines:

**Please note:** This PIN supersedes previous notices regarding pre-market engagement sessions led by Salix Finance, one of the Department’s Non-Departmental Public Bodies. Salix published pre-tender market engagement notices concerning the potential opportunity in [February](#) and [April](#) 2024.

The Authority (DESNZ) has since taken over the lead for the planned procurement of a delivery partner for Wave 3 of the Social Housing Decarbonisation Fund and a local authority retrofit scheme, and all pre-tender engagement and procurement related correspondence regarding the opportunity will be managed by the Authority via published notices and tendering portals.

Salix Finance will continue to support the Department’s SHDF wave 2 and HUG 2 schemes, public sector decarbonisation and the Department’s wider net zero objectives.

The planned publication of the Invitation to Tender is the end of November 2024. The Authority reserves the right to change these timelines, and the market will be informed of any changes.

Building on the Pre-Market Engagement carried out between February and April 2024, the Authority seeks further engagement with suppliers to:

- Share the latest Scheme policy and design.
- Update the market on the latest Authority requirements, including new digital aspects (notably the need for a customer relationship management (CRM)) not previously included.

- Provide the market with opportunities to share their views on key aspects of the contract, including areas such as the intended Payment Model, and Performance Management.
- Provide the market with an opportunity to ask questions and feedback on any risks, issues, or opportunities.

Feedback from suppliers via this early engagement will help inform our thinking and shape the Authority's future commercial strategy for the Schemes.

The Authority invites organisations with the capability & capacity to support these funded programmes to express their interest in this pretender market engagement and to help inform the development of our potential procurement.

Requirements are expected to include:

- Application assessment,
- Project performance & management,
- Grant recipient change control,
- Grant recipient payment support,
- Fraud, error & compliance management,
- Data reporting and visualisation through a CRM,
- Other oversight functions to be determined.

This PTME notice is separate to any later procurement exercise. The Authority will not use this PTME to inform the suitability of any future potential supplier.

### **Potential Route to Market:**

Whilst we have not finalised on our route to market, we are considering using RM6322 Fund Administration & Disbursement Services DPS. Given the timelines involved on registering for the DPS (c. 15 days from the point of submission), we would recommend that suppliers register onto the DPS by 30th October 2024.

Follow the steps in the RM6322 FAADS - Supplier Onboarding Steps 2024 document attached and ensure you access as a Supplier via the DPS link: <https://supplierregistration.cabinetoffice.gov.uk/dps>. It's important you scroll down to the Fund Administration & Disbursement Services section and 'Access as a Supplier' through this agreement.

Please ensure you download the [Bid Pack](#) and read the RM6322 DPS NEEDS document (attached) and all DPS Terms and conditions prior to registration. If you have any questions, please contact the DPS Commercial Lead - [chris.chamberlain@crownccommercial.gov.uk](mailto:chris.chamberlain@crownccommercial.gov.uk)

However, the Authority reserves the right to make a final decision on route to market following a review of the responses to this engagement which will consider feedback received in relation to the paragraph above. Additionally, the Authority reserves the right to not proceed to tender this opportunity.

Any information shared may be subject to requests under the Freedom of Information Act 2000 (FOIA) or Environmental Information Regulations 2004 (EIR) and may be released unless an exemption or exception applies under the relevant legislation.

## **Pre-Procurement Market Engagement**

Market Engagement is expected to include 3 stages; please see below for information on what each stage will entail.

- **Stage 1: Group Sessions**
- **Stage 2: 1:1 Sessions**
- **Stage 3: Final Group Session.**

### **Stage 1: Group Sessions**

#### General Pre-Market Engagement – Supplier Update & Q&A

- Scheme policy and requirement development updates,
- Proposed route to market,
- Indicative procurement timetable,
- Approach to Payment Model,
- Approach to Performance Management,
- How to Bid,
- Q&A

The above content will be covered at the following two sessions. The content will remain the same for both sessions.

**Session 1:** Tuesday 17<sup>th</sup> September 3-4pm

**Session 2:** Friday 20<sup>th</sup> September 2-3pm

### **Stage 2: 1:1 Sessions**

Sessions are expected to take place w/c 23<sup>rd</sup> September. Due to time constraints, 1:1 sessions will close on 27<sup>th</sup> September.

An opportunity for suppliers to feed into the procurement's requirements and approach, and to test any assumptions held to enable the provision of high-quality bids.

**Please note:** These sessions are limited to a maximum of one session per supplier.

### **Stage 3: Final Group Session**

Session expected to take place w/c 07<sup>th</sup> October.

A final session to advise the market of the revised requirements and procurement approach, informed by responses from the group Q&As, questionnaires and 1:1 sessions.

If you are interested in this potential opportunity, please email [hthcommercial@energysecurity.gov.uk](mailto:hthcommercial@energysecurity.gov.uk) with your company details and a main point of contact.

If you wish to attend one or more of the above sessions, **please state this clearly in your e-mail and you will be provided with an MS Teams link invite for each session in due course.**

**Please note:** We are limiting attendees to **three** per organisation for these sessions.

Please respond with your availability and which sessions you would like to attend no later than **17:00, Friday 13<sup>th</sup> September**.

The Authority will send out a questionnaire and further information on the requirements in advance of these sessions. These will be attached to this PIN.