

Salisbury Commercial Services

Commercial Support, for the NHS by the NHS

Healthcare Renewable Energy



C1409

Request for Market Interest – Rooftop Solar Generation

On behalf of Avon & Wiltshire Mental Health Partnership
NHS Trust



DOCUMENT CONTROL

Project reference

C1409

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Background

Salisbury NHS FT's Commercial Services team are responsible for a number of the Trust's outward facing businesses, and provide procurement and commercial expertise to both the Trust and a number of collaborative organisations across the NHS. One of the original Carter Programme trusts, SFT are also national demonstrator site for Scan4Safety / GS1 implementation, and have experience in commercialising areas of the Trust's services to a wider market, as well as bringing innovations to market for the benefit of the NHS.

Salisbury NHS Foundation Trust are therefore a Contracting Authority within the meaning of the Public Contract Regulations 2015, and are able to make this DPS available to other public organisations listed in the relevant section of this document.

Further Competition Under DPS C1409

Low carbon generation is becoming increasingly important across the NHS estate, but is currently limited to small scale rooftop solar generation, often as part of wider Energy Performance Contracts, or local wind and CHP generation methods.

SFT has been working with the Cabinet Office on the development of scalable solar generation for the NHS estate, both traditional ground mounted and overhead (e.g. car park canopy) capacity. This also includes storage, electrical vehicle charging and site lighting options.

The concept behind the creation of the DPS – the first to be designed and operated by the NHS – is to build on SFT's experience to date, enabling other Trusts to consider, commission and deliver solar generation from ground mounted sources, primarily for consumption as part of their energy mix, however grid export potential is also covered.

We have also added lots relating to planning application assistance, and energy generation consultancy, however the primary aim of this DPS is for Trusts who wish to procure a turnkey solution to design, installation and operation of generating capacity, either through capially funded schemes or as an operator funded model providing a fixed unit cost for energy consumed over the lifetime of the project.

This DPS has been designed to comply fully with the Public Contract Regulations 2015, and has been advertised via OJEU accordingly.

If you are responding to this opportunity, you must be registered on the wider DPS. To do this, follow the instructions later in this document and ensure you have completed that registration as well as responding to the Market Interest.

This Offering

Salisbury NHSFTs Commercial Services are working on behalf of Avon & Wiltshire Mental Health Partnership NHS Trust to identify market interest and potential commercial models for the supply, installation and management of rooftop solar generation across the Trust's estate.



Our Client Organisation

Avon and Wiltshire Mental Health Partnership NHS Trust (AWP) is a significant provider of high quality mental health services across a core catchment area covering Bath and North East Somerset (B&NES), Bristol, North Somerset, South Gloucestershire, Swindon and Wiltshire. The Trust also provides specialist services for a wider catchment extending throughout the south west.

Our aim is to enable and empower people to reach their potential and to live fulfilling lives through providing recovery and reablement focused services that yield positive outcomes for our service users and their carers.

Specifically, The Trust provides services for people with mental health needs, with needs relating to drug or alcohol dependency and mental health services for people with learning disabilities. We also provide secure mental health services and work with the criminal justice system.

Increasingly AWP provides treatment and care in people's own homes and other community settings, reflecting the preferences of our service users. Our community services are supported by high quality inpatient services that provide short term assessment, treatment and care.

Project Scope

AWP operate a wide and varied estate, from modern, private finance initiative funded and operated sites, to a range of legacy older buildings and small community locations.

In pursuit of the Trust's low carbon obligations, and supporting the drive toward decarbonising the public sector estate, AWP are looking to establish rooftop solar generation on those sites where it is economically viable to do so.

Interested suppliers will be required to demonstrate the ability to :

- Provide solar generation capacity, system maintenance, and associated services on a PPA basis, offering the Trust a fixed-price electricity cost over the lifetime of the scheme, where the Trust is able to guarantee on site usage of generated electricity (subject to agreed index linking procedures),
- Advise the Trust on those locations economically advantageous for inclusion and those which are not viable,
- Handle associated requirements in conjunction with, or entirely for, the Trust – including planning consents, grid connection agreements, liaison with multiple Distributed Network Operators and associated legislative compliance,
- Negotiation, in conjunction with the Trust, to assist the necessary consents from Private Finance Initiative operators on applicable sites,
- Disclose at the outset their source of funds for the project, with preference being given to organisations not requiring third party funding,
- Advise the Trust on the implications on rateable values of installing rooftop solar,
- Advise the Trust on schemes where any potential to export exists to maximise income

Please note that the successful organisation will be able to operate across all those sites selected, as the Trust is not looking to operate multiple contracts and providers.



Supplier Next Steps

Interested bidders should, by the close date specified on the Bravo portal :

- Review the AWP estate details provided (Estate Listing on Bravo) and carry out a desktop analysis of each site’s potential,
- Provide a case study of a similar multiple site project successfully delivered,
- Indicative options for provision of service – e.g. multi-site common PPA (preferred), or individual site PPA. Please note no capital investment is available from AWP.

Timetable for this Opportunity	
Opportunity launched and response portal open	Monday 9 th October 2017
Last date for Clarification Questions (via portal)	Monday 23 rd October 2017
Close date for Expression of Interest and completed Bravo response	Monday 30 th October 2017

Please note : Interested suppliers MUST NOT carry out any site visits or contact AWP staff directly. All enquires and questions must only come through the Bravo messaging portal.

Terms & Conditions

No Terms and Conditions are specified as due to the unique nature of each installation, Power Purchase Agreements will be authority specific. For direct purchased goods or services, it is expected NHS Standard Terms & Conditions will apply at the time of contract.

For Suppliers – How to Participate

Suppliers can request to join (or withdraw from) a DPS at any time during the advertised lifetime of the DPS.

All DPS activity is carried out electronically, including further competition and messaging.

Salisbury Commercial Services uses the Bravo NHS Portal for all procurement requirements, including DPS.

Suppliers wishing to join this DPS should register on the Portal https://nhs.bravosolution.co.uk/nhs_collaborative/web/login.html and locate relevant project reference. Suppliers will then be asked to complete the online PQQ and submit. Salisbury Commercial Services will then evaluate the PQQ and advise within 10 working days after an initial period of 30 days (or advise the supplier where this will be extended).



Suppliers successfully placed on the DPS will then be advised of further competitions via the Bravo portal.

It is therefore **essential** that suppliers maintain their contact details within their Bravo profile at all times, as Salisbury Commercial Services will not be responsible for suppliers not receiving competition calls due to incorrect or outdated profile information.

Further Information

For further information, contact Simon Dennis on 01722 336262, dialling extension 5749, or email simon.dennis2@salisbury.nhs.uk

