

# **Soft Market Test**

For

24038 Consultancy for undertaking a PPA market engagement and  
RFQ processes

Cambridgeshire County Council

Ref: DN718584



## Section 1: Introduction

### 1. General Requirements

Cambridgeshire County Council have been developing a portfolio of large-scale (>1MW) renewable energy projects. These are in different stages of development, from conceptual design through to fully operational assets. The Council is implementing utilities PPAs for those assets generating renewable energy and is looking for a consultancy, from an experienced provider, that can support and coordinate the market engagement process and run the Request-for-Quotation process on behalf of the Council.

- 1.1. **Please note:** this market testing exercise is **not** an invitation to tender or a request for formal expressions of interest. This document or any part of it does not form part of an invitation to tender. The Council is issuing this request for **information only**. Suppliers' submissions will support the Council's market research and help to shape any potential procurement process. No supplier selection or supplier preference is implied.

### 2. Confidentiality and Freedom of Information (FOI)

- 2.1. **Please note:** all information included in this Soft Market Testing is confidential and only for the recipients' knowledge. No information included in this document or in discussions connected to it may be disclosed to any other party without prior written authorisation.
- 2.2. All responses will be treated confidentially. However, please be aware that we are subject to the disclosure requirements of the FOI Act and that potentially any information we hold is liable for disclosure under that Act. For this reason, we strongly advise that any information you consider to be confidential is labelled as such. In the event that a request is subsequently made for disclosure under FOI Act the request will be dealt with in accordance with the legislation.

### 3. Background

The Council provides county-wide services to its residents and businesses. The Council is committed to tackling climate change with the environment and sustainability forming key elements of the Council's strategic vision and corporate priorities.

Please see website [www.cambridgeshire.gov.uk](http://www.cambridgeshire.gov.uk)

- The Council has declared a Climate emergency, and is working to transition to a net-zero future by 2045 according to its [Climate Change and Environment Strategy](#).

- The Council has been developing a portfolio of large-scale (>1MW) renewable energy projects that will generate long-term income streams to support the delivery of Council services.
- In addition to renewable energy projects, the Council is also working on community energy projects. The most developed project has been done in partnership with the Swaffham Prior Community Land Trust. A heat network is currently under construction in the village that will take up to 300 homes off oil onto renewable energy. The heat will be supplied by ground and air source heat pumps, with the electricity to run those being supplied directly from one of the solar schemes currently under construction.
- More information and case studies on these projects can be found on our [website](#).

#### 4. Soft Market Test Timetable

- 4.1. Table 1 below provides the key deadlines for this soft market test exercise. If your organisation is interested in contributing to this exercise, please complete a short questionnaire at the link below:

<https://forms.office.com/e/fPhDpFv2T5>

*Table 1- Soft Market Test 'Market Engagement Consultancy' Timetable*

Stage	Due Date
Issue of Soft Market test by CCC	10 <sup>th</sup> April 2024
Receipt of responses to Soft Market Test	22 <sup>nd</sup> April 2024
Review & clarification period	26 <sup>th</sup> April 2024

- 4.2. If you have any questions regarding this soft market test exercise, please email [procurementandcommercial@cambridgeshire.gov.uk](mailto:procurementandcommercial@cambridgeshire.gov.uk) – reference with 'Market Engagement Consultancy'.
- 4.3. Following receipt of the questionnaires, the Council will review, and where necessary ask for clarification to aid in the development of the Council's market research.
- 4.4. Potential responders will not be prejudiced in any future procurement processes by either responding or not responding to this soft market test exercise.

## Section 2: Identification of Requirement

### 5. Council's Renewable Energy Portfolio

- 5.1. The consultancy required is to undertake a market engagement process that will lead to the commissioning of utility PPA contracts for two solar parks, Triangle Solar Farm (12MW) and North Angle Solar Farm (39MW), this includes options that can maximise the revenues to the Council.

The key services the Council is looking for are:

#### **5.1.1. Market Engagement:**

- 5.1.1.1. Liaise with Licensed Suppliers and the marketplace that are able to purchase the Council's generated renewable energy.
- 5.1.1.2. Provide relevant and clear market intelligence on PPAs and on the Energy market as a whole, highlighting the opportunities and risks within the market and recommend routes that will provide the maximum revenues.

#### **5.1.2. Request for a Quotation:**

- 5.1.2.1. Draft the technical specification to request price quotes to potential Suppliers and launch a competition.
- 5.1.2.2. Analyse the responses and provide a summary of fees and projected revenues, and any relevant recommendations to help the Council to make a decision..

#### **5.1.3. Contracting:**

- 5.1.3.1. Check the chosen Supplier's T&Cs and work with them to finalise contracts.
- 5.1.3.2. Provide clear support and advise to the Council on the potential risks and opportunities.

#### **5.1.4. General area**

- 5.1.4.1. Have knowledge and experience in Public Procurements and the regulations and have delivered similar services to other local authorities or public bodies.
- 5.1.4.2. Build and increase the knowledge in the Council of the energy market, policy and regulatory developments, and appraising projects proposed to maximise the return on investment.