

Why UK SBS uses CCS to procure its energy efficiency requests

UK Shared Business Service (UK SBS) is a shared business service provider that procures on behalf of the Department of Business Energy and Industrial Strategy (BEIS) and UK Research and Innovation (UKRI). The organisation has completed many projects, varying in complexity and value, ranging from 15K to around £7M in the energy efficiency area. Over 60 of these contracts have been through the HELGA agreement.

The requirement

UK SBS provides end-to-end procurement services for its clients, owners, and partner organisations for Buildings & Energy, Professional Services, Digital, Data & Technology and Goods & Self-Serve. The organisation aims to provide as much value to their customers as possible.

The solution

Crown Commercial Service (CCS) Heat Networks and Electricity Generation Assets (HELGA) agreement gives the UK SBS procurement team a simple and fast route to market.



The advantage of using CCS, HELGA and DPS



Simple and fast route to market

The HELGA DPS allows organisations to complete the procurement process faster, which gives a quicker route to market.

"HELGA gives us a simple and easy route to market for requirements which fall within the Energy Advisory, Design and Technical service stream," adds Rhedyn Griffiths, Category Strategy Lead in the Buildings & Energy Team at UK SBS.

A shorter competition timeframe saves time

Within the central government, advertising for services over £138K requires doing a full, open-market competition. An open-market competition can take a minimum of 90 days from start to finish. However, using the HELGA DPS, that timeframe can be reduced to less than 28 days.

Utilising HELGA, plus the CCS team's knowledge and skills, shortens competition timelines.

"We can conduct low-value competitions, which includes all activities right through to appointing a supplier, in less than 5 weeks. That's a huge benefit," adds Rhedyn.

Access to an expanding pool of innovative suppliers

Every procurement UK SBS carries out on behalf of BEIS is different. Many procurements support the government's 10-Point Plan for a Green Industrial Revolution, which includes projects that contribute to meeting the nation's carbon emissions target.

Access to innovation is critical to meeting the UK's carbon emissions target. Using the HELGA DPS gives UK SBS access to the innovative thinking needed from suppliers operating in niche markets like hydrogen advisory services.

The market is constantly expanding, and the DPS allows that without constraint. As the pool of expert suppliers expands, it broadens that market for all public sector organisations using the HELGA DPS.

Opportunity to onboard new suppliers quickly

The HELGA DPS makes it easy for suppliers to participate in opportunities. If there are suppliers who are not yet on the DPS, they can potentially be onboarded within 2 weeks; the process is that fast and simple. Over time, the number of suppliers increases, providing more choice for buyers.

"Whenever we use the HELGA DPS, we're extending that market of net zero suppliers, which significantly benefits other public sector users. That helps our customers achieve their net zero ambitions more efficiently,"
adds Rhedyn.

Encourages market development

The structure of the HELGA DPS generates and encourages more competition because new suppliers are continuously being added to the agreement. As a result, it's helping to broaden the market, making it more competitive and innovative in line with government needs, like sustainability, social value, and carbon emissions reductions.

This kind of market development helps to democratise the opportunity for suppliers to participate in the market. In addition, the speed at which suppliers can be onboarded helps to level the playing field, reducing barriers to entry for smaller innovators with niche services and solutions rooted in sustainability.

How to choose the agreement that suits your needs



Case studies are great, and they provide reassurance that you're making the right decision, which is essential. But it's not the only reason to choose an agreement.

Rhedyn explains:

"Based on my position and where I work, I would not select an agreement based solely on a case study, I base it on its suitability."

1. Start with the agreement's specification

To determine what kind of agreement is best, UK SBS starts with a base set of criteria and then aligns its specifications for a project with the CCS agreement's specification.

Questions to ask include:

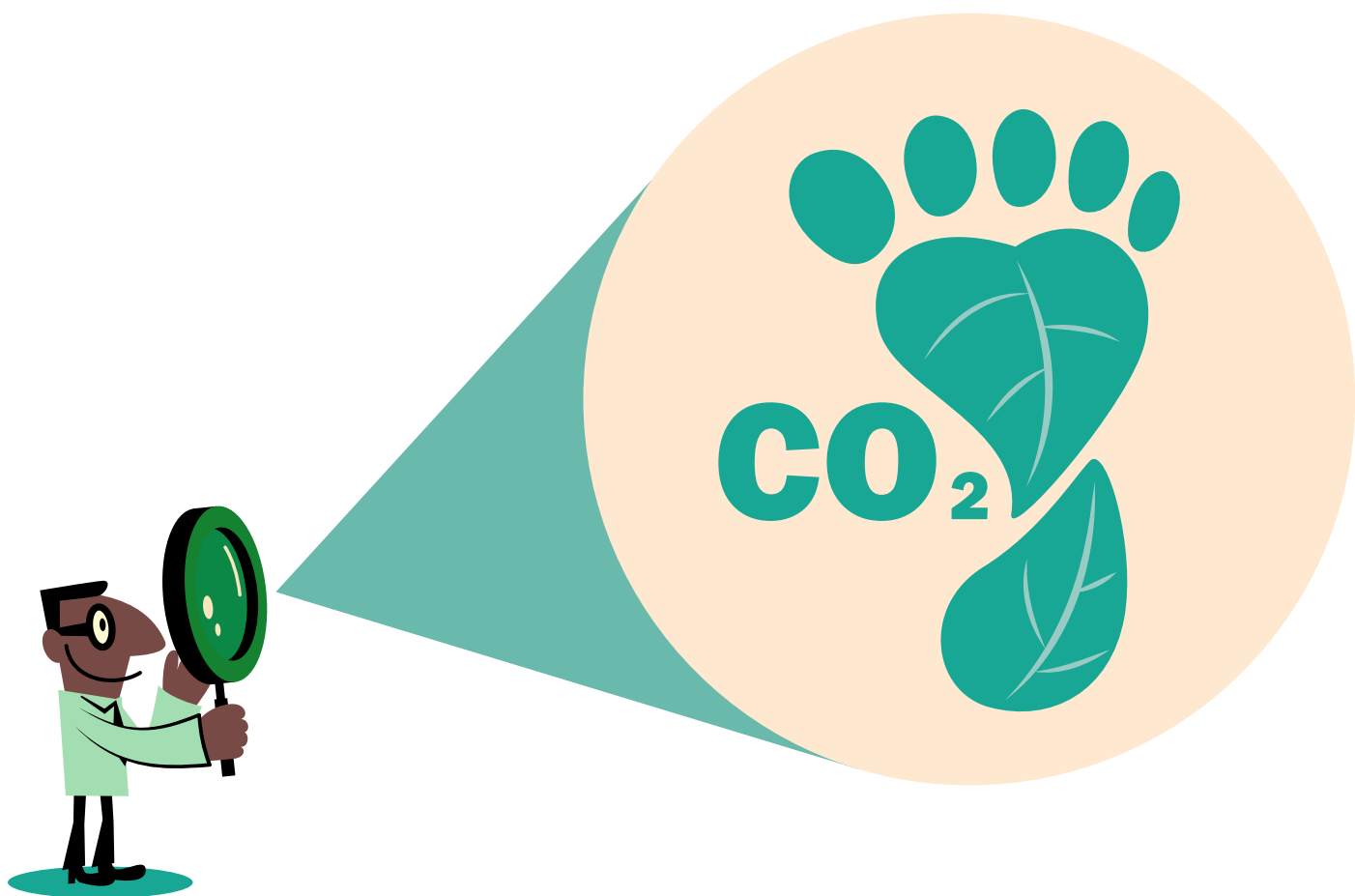
- what is the lotting structure
- how many suppliers are appointed
- is there an opportunity to onboard new suppliers
- are there any value caps when considering direct award vs further competition
- does the project specification fall in scope of the CCS agreement

"When I look at our Energy Advisory, Design and Technical services, I'm unaware of any other DPS agreements in the market that offer the calibre of services found in CCS's HELGA. If they do, these are framework agreements which are limited to a set number of suppliers."

2. Factor in net zero

For net zero initiatives, one factor to consider is whether more market competition is required to help identify the breadth of innovation in the market. Regarding sustainability and net zero, the service or solution you need might only be available from a particular set of suppliers.

In that scenario, using a framework agreement can be constraining as they're not conducive to the same kind of innovative thinking suppliers in a DPS might bring to the table. A framework agreement may not generate the sort of market competition that a DPS can.



Why choose CCS?



Deep industry knowledge and experience

UK SBS streamlines how they liaise between their end-user customers, such as BEIS. When they need assistance or have questions that need answering, CCS's HELGA and Customer Support teams are on hand to provide guidance.

"CCS provides invaluable support to UK SBS, offering guidance on what we can do within the HELGA agreement. The team is always available to help answer questions about individual requirements, whether it relates to onboarding suppliers, or helping to assess if what we are doing will fit in with the DPS agreement," says Rhedyn.



Get ready for our next-generation agreement

The new [Demand Management and Renewables agreement \(RM6314\)](#) and the [Demand Management and Renewables DPS agreement \(RM6313\)](#) will provide effective routes to market for varying solar projects that can support public sector decarbonisation strategies.

These agreements replace the existing Heat Networks and Electricity Generation Assets agreement (HELGA). We expect the new DPS to be live for customers by November 2022, with the Framework launching in early 2023.

CCS is always looking at how to improve our agreements and their user interface. Your feedback is essential to improve the next generation of our heating and energy agreement. You will find opportunities within the process to provide feedback about your engagement experience.

If you want to share your story, please get in touch—the wider public sector community benefits from sharing more experiences.

More about UK SBS

UK Shared Business Services (UK SBS) was founded in 2007 by the UK Research Council to improve efficiency in public sector procurement. It is currently under the joint ownership of UK Research and Innovation (UKRI) and the Department for Business, Energy, and Industrial Strategy (BEIS).

UK SBS is recognised as a shared service provider to the government and currently provides HR, payroll, finance, procurement, and IT services to support UK research and innovation. It supports over 20,000 public sector employees through its services and expertise.