



Briefing Note: Boosting Access for SMEs to Energy Efficiency Competition (BASEE)

Administered by BEIS, this competition will fund the development of new business models that encourage take up of energy efficiency projects by small and medium businesses (SMEs).

NCC Energy Services Submission: SCORE

Energy Services have successfully secured funding from BEIS to develop a new model which supports energy efficiency in SMEs. Phase 1 will develop this model (£49,981) and, if successful, phase 2 will implement it (£495,348).

SCORE (Scheme for Collective Organisational Resource Efficiency) will develop the following model:

- 1. Energy Performance Score:** Organisations participating in the scheme will obtain an “energy performance score” through providing simple information online, from their Energy Performance Certificate (EPC) rating, a basic energy audit and/or other available energy information (energy bills, Display Energy Certificates (DECs) etc.). This will provide the basis for a scoring assessment which businesses can use to promote their energy performance to customers and increase competitiveness.
- 2. Improvement Plan:** Capturing this data will help to formulate a plan for applicable energy efficiency measures and improvement of the energy performance score should they be adopted, with information available on the web platform to guide SMEs through the necessary steps and options to address energy efficiency issues.
- 3. Collective Purchasing:** SMEs will then be able to access suppliers and competitive prices in order to remove barriers to uptake. Collective purchasing will be conducted through two methods. One is simply registering an interest in a product area and vendors can provide better fixed prices to the website in order to gain a larger segment of the market. The other, for labour intensive capital works, will involve geographical lots being aggregated over a time window and then ‘auctioned’ to a pre-registered selection of vendors with suitable credentials to provide a competitive quote that factors in and passes on the benefits of economies of scale. These methods will deliver both economies of scale through aggregating investment ready SMEs and development of the energy efficiency supply chain by providing a platform for vendors to quote for a range of measures at scale.
- 4. Signposting:** SMEs will also be signposted to other local support, such as free energy audits and available grant funding and finance mechanisms.
- 5. Improvement and Certification:** Through participating in the customer journey above, the SME will improve its energy efficiency and increase competitiveness, securing a higher Energy Performance Score and being able to market themselves as an environmentally aware business.

Outputs:

A novel public-facing scoring and accreditation scheme that allows participants access to a bespoke web platform and marketplace.

A simplified process to help 130 SMEs become more competitive by increasing resource efficiency through uptake of energy efficiency measures.

Next Steps:

Phase 1 - August to October 2019

- Refine customer journey and process
- Engage 15 businesses to test model with using existing support activities (N2EG customers)
- Design energy performance scoring system and certification scheme including auditing and verification procedure
- Identify procurement portal structure and regulation, including market research into existing vendors and design of joining criteria, and develop specification for platform
- Development of engagement / marketing strategy involving consumer feedback

Develop business case for commercialisation and plans for scaling up and/or replicating across different sectors.