

## Storyboard (answer plan)

|  |                 |                          |                        |
|--|-----------------|--------------------------|------------------------|
| <b>Section</b>   | Install         |                          |                        |
| <b>Weighting</b>   | N/A             | <b>Page / Word Limit</b> | 3000 <b>characters</b> |
| <b>Owner</b>   | James Alexander | <b>Lead Author</b>       | Tony Fern              |
| <b>Contributors</b>  |                 | <b>Reviewer</b>          |                        |
| <b>Evaluation Criteria</b>   |                 |                          |                        |
| <b>The Question</b>  |                 |                          |                        |
| <p>Please detail what the Bidding Entity has implemented over the last two years to minimise and/or improve the impact of energy consumption or emissions?</p> <p><i>No evidence required</i></p>  |                 |                          |                        |
| <b>Defining Our Offer</b>  |                 |                          |                        |
| <b>Client Drivers</b>  |                 |                          |                        |
| <p>Why has the client asked us this question? What is their underlying issues/concerns? By understanding their key challenges we can produce a winning response.</p>   |                 |                          |                        |
| <p>A "Good response" - The Bidding Entity is able to demonstrate and understanding and can evidence examples of continual improvement with regard to their energy consumption and emissions and that of their suppliers (where applicable). Examples may include but not limited to</p> <ul style="list-style-type: none"> <li>(a) Operational and embodied carbon measuring</li> <li>(b) Monitoring and active carbon footprint reduction through a range of initiatives such as: the purchase and use of energy efficient products and vehicles</li> <li>(c) Active reduction of fuel and energy usage through optimised logistics</li> <li>(d) The design and use of energy efficient buildings</li> <li>(e) Installation of advanced energy control systems</li> </ul> <p>A "Poor Response"- The Bidding Entity answer does not clearly demonstrate or the Bidding Entity is unable to provide, evidence of appropriate procedures for waste disposal, company initiatives to reduce re-use or recycle waste or the responsible attitude towards waste disposal.</p> <p>Good = Pass, Poor = Fail</p> |                 |                          |                        |

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| <b>Win Themes</b><br>Which win themes could and should we emphasise in this answer? And what benefit will these provide to the client?  |                 |
| <b>Win Theme</b>  | <b>Benefits</b> |
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| <b>Building Our Response</b><br>Below you should break down the answer to your response into the subsections within each section allowing for effective signposting to the client.<br><br>In each part detail your approach. It can be bullet points at this stage but should address all important technical points as well as client drivers, win themes and USPs. Proof points need to be included to back up statements.  |                 |
| <b>Overall message</b>  |                 |
|   |                 |
| <b>Our response</b>   |                 |
| <p><b>3000 (Currently 3000)</b></p> <p>Our Decarbonisation Policy, Strategy, and Plan (<b>Appx 6.4.1</b>) is designed to reduce our entire value chain green house gas emissions through establishing a science-based target reduction programme. We are currently developing a 'Below 1.5 degree C' programme of GHG emissions reduction with the SBTi; building on our stated 2030 ambition of 50% reduction in GHG of Scopes 1 and 2, with Scope 3 (supply chain) inclusion. We participate in Achilles Carbon Reduce and use externally verified carbon measurements, together with our ISO 14001:2015 certified EMS and ESG&amp;I strategy to drive continuous reduction of emissions associated with our operations.</p> <p>As 80% of our emissions are from the vehicles and plant we utilise on site, we have worked with M Group Plant and Fleet Services to develop our Green Fleet &amp; Plant Strategy and create a sustainable transport fleet – aimed at reducing fuel consumption and greenhouse gas emissions. Key aspects of the strategy are:</p> |                 |

- Buying/hiring vehicles with the latest technology and fuel-efficient engines – investigating the use of hydrogen vehicles where larger vehicles are required. We are currently at 8% EV penetration, up from less than 5% a year ago.
- Implementing a programme of targeted Hydrotreated Vegetable Oil produced from reclaimed oil – estimated to be 90% greener than diesel.
- Using our bespoke work management system, MWorkS to schedule meter installation and maintenance. This AI system actively reduces fuel and energy usage by making the most effective use of resources.
- Installing trackers in our vehicles to monitor speed, braking and cornering. Drivers with more aggressive and therefore more polluting driving styles are provided with training and coaching to improve their driving.
- Using mobile digital work scheduling software to plan work and vehicle movements with maximum efficiency and reduced overall mileage.
- Raising awareness of all our management and staff to reduce our carbon footprint by challenging journey necessity and further utilising video conferencing such as Teams.

The above initiatives have achieved a 38.5% reduction in CO<sub>2</sub> per vehicle.

We are also implementing the following strategies to reduce our direct and indirect emissions:

- Installing solar panels on welfare units.
- Working with the supply chain to identify areas of carbon reduction including; product selection; transportation methods; recycling green energy sourcing.
- As part of Scottish Water's Net Zero Construction Expert Panel, we are assisting with the development and commercialisation of next generation low-carbon concretes in Scotland.
- Continually engaging with our supply chain and trialling electric powered plant (electric excavators) at several locations such as our Edinburgh Trams Swept Path project.
- Recruiting operatives locally where possible and using subcontractors based in the area we are working. This minimises travel time which contributes to reducing carbon footprint as well as increasing wellbeing of operatives.

**Absolute key word/phrases: e.g. CDM, Every Customer Counts relating to the question**

**Relevant Policies, MOPs accreditations, attachments etc**

**Linked Case Studies: Have we written about this before?**

| Name/Project | Growth Team Contact | Ops Contact |
|--------------|---------------------|-------------|
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Graphics

A picture / diagram / flow chart is worth a thousand words!  
Sketch any graphics needed to support the answer?

- Drop graphics in here and which subsection they apply to