The Solar Roadmap: Opportunities for the Public Sector

Andy Morgan - Assistant Director Energy & Carbon
Andy Tanner - Solar Supply Lead

LASER is part of the Commercial Services Group

LASER

£2.6 Billion

Worth of Electricity and Gas purchased in the last 3 years

200+

Public sector organisations we support

35%

Local Authorities purchase energy via LASER

100+

Zero Carbon Projects delivered last year across our frameworks

120+

Dedicated staff across the UK

30

People supporting energy/carbon reduction

L•A•S•E•R

Why Rooftop Solar?

Reducing
Energy Bills

Reliable ROI

Proven
Technology

Net Zero
ambitions

Energy
Security

Future Proof
against volatility

Unused space
into assets

Introducing Our New Solar Framework

Solar Framework

Lot 1

Supply of Solar Panels and associated equipment

Lot 2

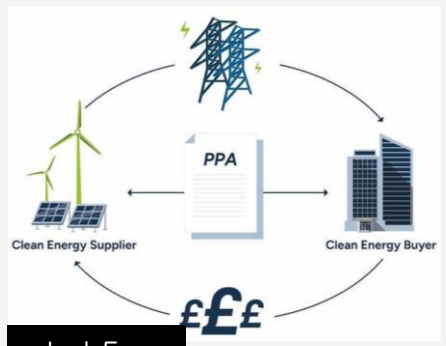
Installation of Solar PC Systems and associated equipment

Lot 3

Supply and Installation of Solar PV Systems and associated equipment

Lot 4

Supply and Installation of Specialist Systems



Lot 5

PPA and other innovative funding options for rooftop solar projects

Y24013 Solar PV Rooftop Framework

Duration: 1st Sept 2025 – 31st Aug 2029

Compliance: Public Contract Regulations 2015

Solar Framework Suppliers

L•A•S•E•R

Typical Challenges & how to overcome them…

Up Front Challenges

Planning Issues

Matching solar system size with on-site consumption

Lack of internal knowledge about the opportunity

Structural Issues

Overwhelmed with too many opportunities/roofs - don't know where to start

Roof Condition

DNO Approval

Existing electrical distribution issues

Asbestos Concerns

Staff overwhelmed with other priorities – doing your day job!

Stage 1 – LASER undertake the following:-

- Look at whole portfolio & identify best opportunities
- Undertake site survey and produce Feasibility Study
- Dialogue with DNO to ascertain acceptable kWp size
- Assess existing electrical distribution issues
- Undertake Structural Survey and report & Roof Issues
- Consider other factors such as: Asbestos, H&S issues, access, timescales, future maintenance, displays…

Stage 1: Site Survey and Feasibility Report

Procurement Hurdles

Managing a compliant procurement process

Engaging decision-makers

Social Value contributions /opportunities

No trusted partner able to offer independent advice

No route to market

Setting up correct legal structure for contracts

Dealing with pushy salesmen offering different options, hard to judge what's the best offer

"Opening" gateways for investment decisions

Ethical sourcing of equipment (especially modules)

Stage 2 – LASER provide the following:

- Route to market - Direct Award or Mini-Competition
- Managing a compliant procurement process
- Trusted partner to offer independent advice
- Setting up and manage legal structure for contracts
- Ethical sourcing of equipment (especially modules)
- Social Value contributions/opportunities
- Support your internal decision making processes
- Demonstrate best value for money and quality

Stage 2: Procurement Process

Installation Issues

Engaging building users with the solar installation

Integration with Lightning Protection System

Comprehensive O & M manual

Dealing with “variations” and changes to scope

No internal “champion” taking the lead

Training on monitoring the system

Scheduling disruptive work in sensitive sites

Integration with existing fire alarm system

Proper and thorough handover

Managing Timelines and Budgets!

Contract management

No expertise to oversee / project manage the installation to assess if it’s a good job

Stage 3 – LASER are your representative providing:

- Communication strategy & Stakeholder engagement
- Dealing with “variations” and changes to scope
- Contract management
- System integration e.g. fire alarm and lightning protection
- Training on monitoring the system
- Proper and thorough handover on system operation
- Comprehensive O & M manual
- Managing Timelines, Budgets and payment schedules

Stage 3: Project Management

Case Study - Primary School

Client: Department for Education

Location	Bedfordshire
Funding	Central Government Grant
Suppliers	The Greenway Ltd
System Size	98.8 kWp (one of 5 sites all installed in summer holidays)
Cost	£109,000 (of £400,000)
Payback period	4.4 years
Saving	£26,400 per annum 20 Tonnes of CO2 equivalent The same as 800 trees would absorb / year

Case Study – Leisure Centre Solar & Battery

Client: Local Leisure Trust

Location	Kent, Thanet District Council
Funding	Swimming Pool Support Fund
Suppliers	Convert Energy
System Size	284 kWp + 100 kWh Battery (inc. some roof repairs and permanent edge protection)
Cost	£425,000
Payback	7 years
Saving	£60,000 per annum 56 Tonnes of CO2 equivalent The same as 2,240 trees would absorb / year

Case Study - Solar Car Port Canopy & Battery

Client: Suffolk Council

Location	Ipswich
Funding	Capital Expenditure
Suppliers	Smart Technology Group (EES)
System Size	159.5 kWp + 204 kWh Battery
Cost	£632,000
Payback period	11 years
Saving	£55,000 per annum 40 Tonnes of CO2 equivalent The same as 1600 trees would absorb / year

Next steps on your Solar Journey…

1. Assess your whole portfolio and identify opportunities
2. Desk top designs to identify optimal system sizes and approximate budgets
3. Site Surveys & Feasibility Studies that consider everything
4. Compliant procurement of high quality contractors
5. Safe and effi cient installations
6. Consider on-going maintenance!
7. Commission, hand over with comprehensive O & M manuals
8. Monitor, review and report
9. Rinse and repeat… .
10. Celebrate and share successes!!!

We are happy to assist you on your solar journey Any Questions?

Andy Morgan - Assistant Director Energy & Carbon
Andy Tanner -Solar Supply Lead

solarPV@laserenergy.org.uk