

Wates

SUSTAINABLE
TECHNOLOGY
SERVICES





Our Sustainable Technologies Services Manager, Dr. Zainab Dangana (MCIOB, PhD.) leads a team of Key Account Directors in the facilitation, selection and implementation of proven solutions across the built environment through Wates Sustainable Technology Services.

“My research highlighted that 95% of market ready sustainable technologies never get considered because key decision makers are not aware of these products and suppliers don't have access to the key corporate decision makers. We plan to bridge this gap by providing suppliers with a platform to present their product, helping to promote technologies within our business, supply chain and our customers.”

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Note: *This will not work on tablet or mobile.*

What's it all about?

The Process

Pitches

Case Study:
FM sector event

How can
We help?

WHAT'S IT ALL ABOUT?



Wates Sustainable Technology Services supports customers and partners of the Wates Group in achieving their sustainability goals by helping to identify, select and implement cost-effective proven sustainable technologies that comply with regulations, lower carbon emissions, improve building performance and reduce operational costs.

We understand that investment in any sort of sustainable technology can be challenging due to a number of factors.

By acting as an innovation broker between our blue chip clients and the sustainable technology marketplace, our dedicated in-house team of experts is able to help address these challenges and support you in creating the next generation of low carbon buildings, providing direct efficiency benefits and reducing operating costs.

- Significant savings can be guaranteed up front
- Assured payback periods so that you can track and report on savings
- Limited time investment required, leaving you to focus on your day job
- Low / minimal up-front costs
- A process that allows you to align all key stakeholders
- Only proven technologies are presented, eliminating your risk

WHAT'S IN IT FOR YOU?

Hover over each circle below for more information



KEY BENEFITS

★★

What's it all about?

The Process

Pitches

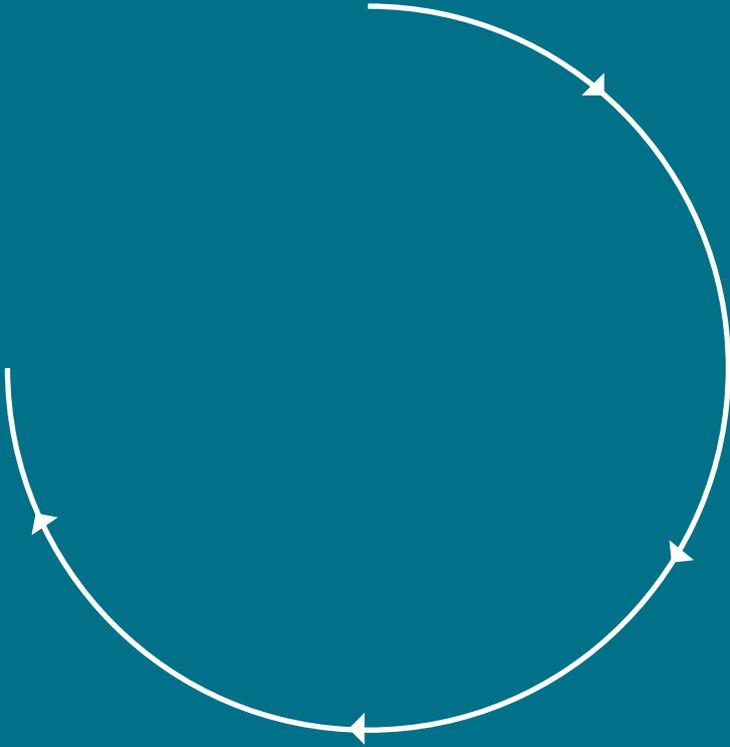
Case Study:
FM sector event

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We help?

THE PROCESS



Hover over each circle below for more information



SUPPLIER SELECTION PROCESS



Our technical screening partners include:



The Wates Sustainable Technology Services technical screening team reviews each supplier's details to determine which product or technology will be taken forward to the next round.

Selection is based on the specific challenges and sector requirements identified by clients participating in the programme in addition to natural fit with Wates' wider sustainability agenda.

Each finalist is also added to the Wates Sustainable marketplace, which can be accessed by all business units of the Wates Group.

"With so many different technologies out there, it is difficult for customers to understand which one is right for their needs.

Our technical screening team includes architects, M&E engineers, ceiling, joinery and partitioning contractors, M&E installers, design managers, building services managers, bid managers, BREEAM assessors and Facilities Management engineers.

We take the pain out of deciding which is the best product for our customers by offering a shortlist of only the very best."

Peter Brumby, Principal Building Services Manager, Wates Smartspace

PITCHES



Up to six market-ready, energy saving technologies are taken forward to the pitch stage.

Here they will be invited to take part in a one day 'Green Dragons' Den' style event, facing a judging panel made up of representatives from Wates Smartspace and some of our market-leading clients and partners.

Each supplier has to convince our judges that this technology can meet their energy efficiency needs and should be taken forward to pilot on a live site.

Standard Chartered



YOUR LONDON AIRPORT
Gatwick

M&S
EST. 1884

Canada



B Lee Baron
Sustainable Capital

ARCADIS



GOWLING WLG

Discovery
CORPORATION

CLIENT SELECTION



All members of the judging panel use our bespoke selection matrix to assess each technology.

Each customer gets a bespoke report after the event highlighting their preferences.

We then work with our customers to implement the selected technologies either as a pilot or roll-out.

“This event offers a great shop-window for sustainable technology providers and a valuable process for our specification and procurement – so, an industry-wide win-win.”

Darren Sear, Global Head of Energy & Environment at Standard Chartered Bank

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CASE STUDY: FM SECTOR EVENT



Wates Sustainable Technology Services hosted its first external, FM-themed pitches in 2017 in partnership with a judging panel of representatives from four of its leading corporate clients including the RFU, Standard Chartered Bank, the Canadian High Commission and Barings Asset Management.

Taking the role of an innovation broker, Wates selected six suppliers following an open competition in April 2017. Each supplier was screened against robust suitability criteria before being given the opportunity to pitch to the judges. Shortlisted suppliers included:

- Heating additive
- Water conditioner
- Water saving product
- Water free urinal system
- Intelligent lighting control
- Fuel conditioning unit



Following the pitches, each customer identified four innovations to suit their individual requirements, using our unique selection matrix and expert guidance from the team.

Shortlisted suppliers are now working alongside Wates Sustainable Technology Services to pilot their technologies on site, with the view to wider roll-out out across customer sites on completion of a successful pilot programme.

"This event was an excellent opportunity to get in front of several decision makers from Wates and their blue chip clients. As a result we have had the opportunity to proceed with a successful trial at one of Wates' sites and I am looking forward to a long and successful working relationship. We have had full support from the team and I would thoroughly recommend this event for anyone with a green innovation."

**Dale Edginton, Product Manager,
Sustainable technology partner**

HOW CAN WE HELP?



Wates

SUSTAINABLE TECHNOLOGY SERVICES

1. Select one of our technologies from the Wates Sustainable Technology Services database
2. Join a group customer event with like-minded organisations
3. Request a bespoke sector event to identify innovations that are suitable for sector specific requirements
4. Request a bespoke customer event tailored to your organisation's specific requirements

If you would like to find out more, contact Dr. Zainab Dangana and her team at:

innovation@wates.co.uk

07920 821 516

EXAMPLE SUSTAINABLE TECHNOLOGY



Product Summary

Proven innovative, cost effective energy saving central heating additive. 100% organic, non- corrosive and reduces space heating bills by 15%. Quick retrofit installation to existing and new heating systems, optimising performance with no maintenance required.

Verified by the Energy Saving Trust with a typical ROI of less than 1 year.

Benefit Analysis:

Product	Capital Cost	Construction Time	Energy Reduction	Carbon Savings	Financial Savings	Pay Back	Other Benefits
Product A	£780	Less than 1 hour	13:54%	16,000kg	£2215	Less than 6 months	Low embodied carbon (15kg)

* Figures based on the Park Rehabilitation Centre – Rotherham NHS Foundation Trust case Study using 13L for 2*205kW boiler and 2 large AHU's for a trial period of 14 months

Additional Benefit:

Client Benefits	Wates Added Value
<ul style="list-style-type: none"> ROI 6-12 months No maintenance or calibration required Quick install with no downtime requirement Reduced heating costs and potential for high carbon saving Proven 5 Year longevity 	<ul style="list-style-type: none"> Independently Tested by Enertek International Verified by the Energy Saving Trust FREE desktop site survey if required Trial the product with money back guarantee Applicable to existing and new heating systems No alternative in the market

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