

Environmental Work Winning Input

Sponsors – Jacques Van Staden, Nell Spotswood

Driven by Customer's needs and wants and legislation - 1

Make metrics simpler to understand what the numbers mean so we can sell it better

Business priority – be prepared to invest, be proactive – differentiate ourselves - 3

Balance our agenda with customer needs

Make our data more accessible

Who is accountable for environmental responses at bid?

Stronger visibility and engagement with sustainability team

How do we collate and access the good stuff we are doing throughout the business – connect and share – 2

Understand our client's needs

Buy the promises we're making - 2

Collect and share data - 3

Develop internal capability – upskill our teams – don't rely on the sustainability team

Awards subbies with a weighting of sustainability

Leveraging science based targets

SES internal knowledge – FM as well

Leverage performance

Identify legacy for client

Biodiversity net gain - 1

Not just performance – believe in it - 1

How do we want to be perceived v importance to the customer & places > LA planning authorities > look into these local plans > where can we position ourselves to benefit

Show how we can get to BREEAM etc more efficiently

Align with our internal targets to what our clients want

Professional service we offer to achieve XYZ

Bid library of sustainable ideas – Touchstone

Market proposal/standard offering that we can sell with benefits > create our own work
> de-carb

Set stretch targets in bids > don't hold back

Visibility of data > central resource that we can confidently discuss with our customer

Some basic understanding/base awareness

CPDs > teach each other

Building lifecycle > re-use materials > circular economy

Ask the customer what is important to them – priorities - 1

Evidence of previous good stuff we have done

WIN portal – engage supply chain to support bids - 3

Measure our compliance and sustainability targets

Shout more about how we excel in this area

Talk about how and where we have met standards

Provide training to all staff with simple and clear messaging

Capturing details on how we deliver in this area better to inform bids > visual, factual,
data

Short/med/long term plans

Tech advice from sustainability manager

Provide metering/monitoring – free issue? – to provide building performance

Sponsor /lead R&D in sustainability to increase brand position – competitive edge

Demonstrate local impact as well as national

Take back control of the design

Reject clients that don't share our values

Manifesto got environmental agenda – checklist

Minimum standards towards our duties – responsible business plan

R&D other sectors/in/outside of the UK

Materials – remove/re-install > circular economy – procurement

CPD – enviro agenda

Fact finding during the tender stage

Clear understanding of environmental strategy – 1

Do our customers understand? – 2

What do they actually care about – 3

Responsibility should be on all, not just select individuals

Future sustainability targets/mandates

Technologies to support

SCP's commitments to sustainability

Fair commitment

Early integration/importance – build it in a day

Training for all pre-con

Only work with clients with shared values

Develop internal capability not just rely on a specialist

Become market leaders in SMART buildings

Re-furb only (no new builds)

More desktop surveys – remedial actions

Brown field developments only

Provide power connection service in house

SMART buildings – building impact look ahead projections

Internal environmental advisors/experts

Best practise sharing platform

Invest in material storage facility – circular economy

Thorough community impact assessments - what communities actually need opposed to what we perceive

Care after influence at community level

Bio filling design – nature based design
