

Sustainability & Social Value Work Winning Input

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Exceed customer targets and understand requirements – more than badges

Put at the core of every discipline - 2

Raise awareness of what we can offer and what we can do – Wates Wildscape for example) – 3

More focus on opex rather than capex – upfront costs

Futureproofing for the every changing sustainable advances

Bigger picture, collaborate with supply chain and peer to see what can and is being done

What are the outcomes/positives/end picture – sell the destination! - 1

Material re-use and building as a material bank

More than Net Zero – Net positive – data led using a carbon calculator

Language/terminology

Data – regions sharing data

Communication – understanding strategy

How do we differentiate ourselves

Legislation – procurement act

Assets – differentiator

WIN Portal – innovation hub

Customer workshops?

Social Value

Increase local spend as a %

We are performing well so market it more - 3

Share performance across group inc WPS for example - 1

Some BU's are reactive – move to proactive

Mandate social value

Staff encouragement to participate – use the days

Use tender score of questions

To encourage suppliers SV focus - 2

Supply chain preferred KPI

SV = Good/we do well/score well

Needs more external promotion – targeted way

Marketing & Comms – construction specific

New market:

- Technology to make buildings Passivhaus
- Invest in tech like this
- Legislation driven

Do we need to start committing ££'s to Social Value rather than time commitments?

- Kier/BAM/Caddick all doing

PCSA commitments – SV through lifecycle (including SC and consultants)

Piece to understand how we compare to competition

- Competitor analysis
 - Marketing post to show how we compare
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No greenwash – box ticking

Improve morale – increase staff retention – build strengthen customer relationships

What does the customer want? – social value, a better understanding of what it means

Circular economy

Materials index

Setting targets, staff training – resourcing

Data driven

Understanding what our competitors are doing

Turn key

Not just stating facts and figures – stories around specific individuals – lives changed
'emotional story telling'

Move apprentices around as often supply chain can only employ for a short period – can we carry that on?

Help customers build their own continuous engagement plan when a project completes

Focus on local impact not national

What does good look like? Correct targets

Mandated process at bid stage

Wates training school – certificates etc, tailored to sectors

Yearly focus – theme across projects

More with family trust funding?

Retained knowledge through good people

Urban mining – circular economy

Project initiatives – ESG/SV

Register of components for reuse & repurpose – reports accountable individuals –
social engineers

Live projects or gifted SV

R&D UK/Europe

Whole life cost/commercial

Social value offering

Market based social value strategy

Regional based strategy - 2

Make the sustainable option, the default option

Better social value input at tender stage

Willingness from project team

Communication from Pre-Con to Delivery teams

Reduce car emissions

Consider Opex instead of Capex

Mandatory sustainability requirements - 1

Future proof - 3