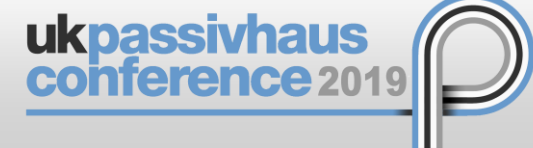


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Procurement drivers

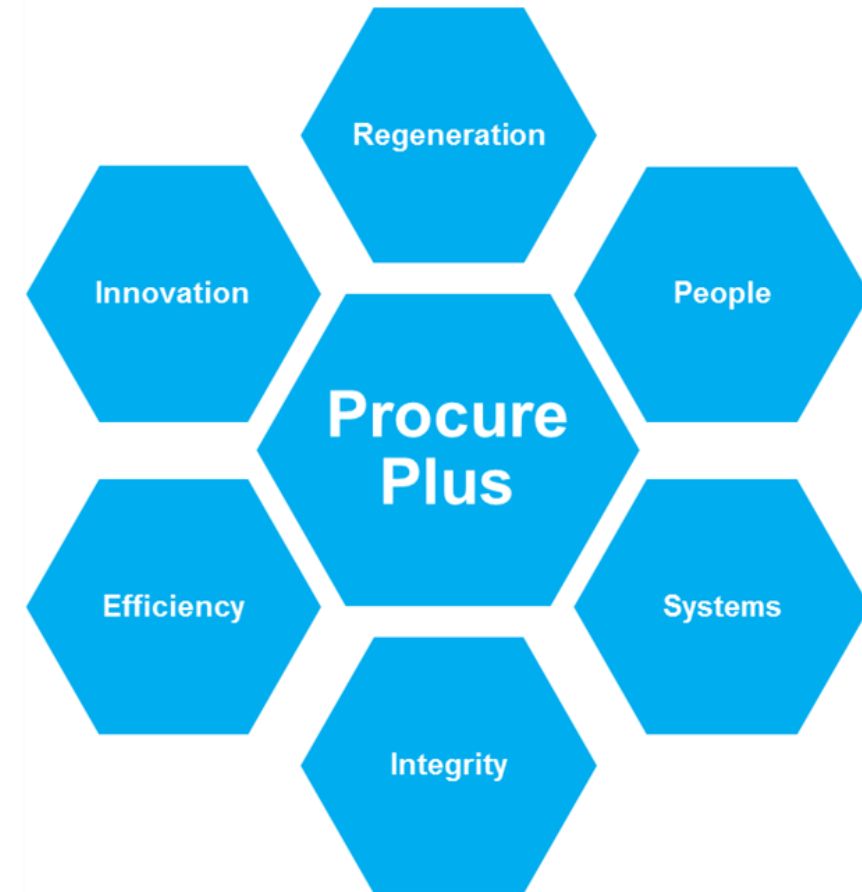
David Kemp



Procure Plus

Procure Plus is a regeneration company that:

- **Invests** social funds created by our procurement frameworks to bring about social good and economic improvement
- **Maximises** procurement efficiency through aggregation of our members requirements
- **Shares** our combined knowledge and best practice to ensure that we continuously improve what we do
- **Reflects** the values of our 60+ social landlord clients who manage 620,000+ properties
- **Ensures** compliance for customers with EU and UK procurement regulations



Why specify Passivhaus?

- Financial
 - Low rental arrears
 - Lower maintenance costs
- Customer satisfaction
 - Fewer resident complaints
 - Lower running costs for residents
- Reputational
 - Addressing fuel poverty
 - Responding to climate change
- Technical
 - Certification eradicates 'performance gap'



It's already happening

UK projects counter (estimate as of August 2019)



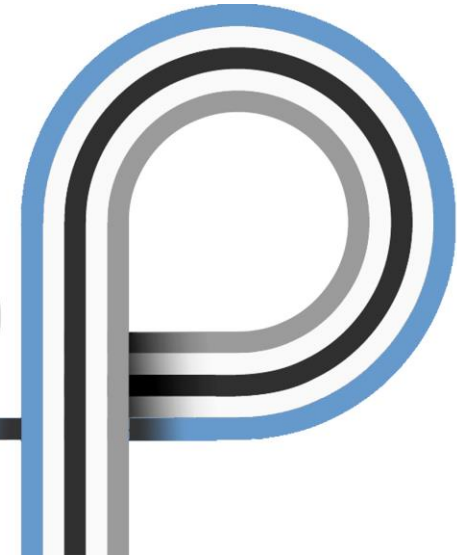
- Hastoe Housing
- Exeter City Living (City Council)
- One Manchester
- Camden Council.....

But why is it not happening more?

Of the circa 165,000 new dwellings completed in 2018, a very small percentage will be Passivhaus

- Private developers don't feel the same benefits as public clients – so will build the minimum required
- Confusion and potentially conflicting client targets and priorities
- Expertise within the client organisation
 - Procurement teams
 - Design / development teams
 - Site supervision / QA
- Expertise within the supply chain
- Capacity and appetite within the supply chain (see bullet 1)
- Uncertainty over Government Policy
 - Zero Carbon Homes anyone?
 - Future Homes Standard proposals to restrict Planning Authorities
 - No legislative requirement for Passivhaus standard or equivalent

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Thank you...

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