

# Optimal implementation plan **service**

*“An optimal plan enables manufacturers to achieve emissions targets efficiently, minimise costs and risks, ensure compliance, enhance transparency and strengthen competitive positioning through credible climate action.”*



**Thanos Patsos**  
Service Director  
Sustainable Transition  
Delivery

# Support for your operations

Our experience shows that optimal implementation processes are founded on technically and commercially robust roadmaps supported by market-insightful, detailed plans.

We use our wealth of project experience to develop a tailored plan with your teams. Our advice is independent and so will be based on your needs and objectives.

- 
- 01 Roadmap development**
    - Quantified opportunity list from onsite visits
    - Review/ gap fill existing plans
    - Technology assessments (e.g thermal decarbonisation).
  - 02 Detailed planning**
    - Detailed activity plans for each site
    - Critical decision pathways
    - Identify best delivery methods and resources.
  - 03 Implementation**
    - Feasibility and IGAs for projects
    - Technical specification and procurement support
    - Supplier sourcing and engagement
    - Independent technical due diligence
    - Client-side programme management support
    - Monitoring and verification.

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01

Roadmap  
development

# Roadmap development

## steps

1

### Data collection and baselining

- Understand key business drivers
- Organisational/ stakeholder mapping
- Review current plans and identify key intervention points

2

### Energy and technology assessment

- Onsite resource efficiency deep dive audit
- Demand reduction opportunities
- Evaluation of low carbon/ renewable technologies

3

### Modelling and scenarios

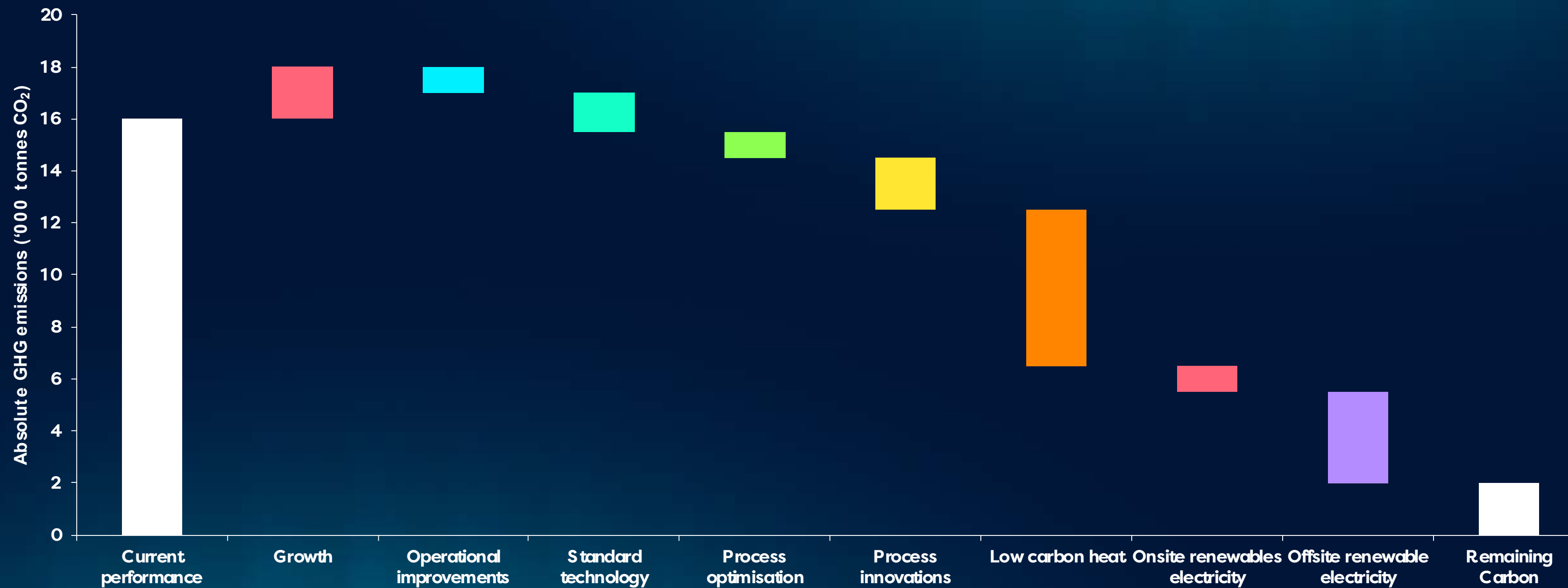
- Population of net zero navigator model
- Develop business as usual and decarbonisation scenarios
- Identification of likely residual carbon and offset approach

4

### Roadmap development

- Risk review and prioritisation
- Costed low/ medium/ high scenarios for decarbonisation
- Identify key decision points/ tipping points that may impact future strategy

# The roadmap will need to consider all types of interventions



Carbon (tCO <sub>2</sub> e)	+2050	-980	-1470	-1030	-2080	-5930	-1020	-3410	206
CAPEX (k\$)		80	360	240	1,100	3,600	480	0	0
OPEX (k\$)		-120	-190	-140	-280	-50	-80	+240	+600

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02

Detailed  
planning

# Detailed planning steps

1

## Workshops with key stakeholders

Technical workshop to agree on interventions identified in roadmap and assess their status.

Management workshop to agree KPIs and monitoring approach.

2

## Development of critical decision flows

For the highest impact opportunities, Verco will develop a decision flow. This highlights key decisions and when they need to be made in order to deliver the plan.

3

## Identification of best delivery approach

Working with key stakeholders, Verco will develop a plan for implementation of each opportunity. This will consider how a project is financed and the resources that will be required.

4

## Development of action plan

Development of rolling 3-year plan outlining what projects need to be installed by when. The plan will also consider resourcing requirements and when enabling/ feasibility work will need to be completed to ensure plan delivery.

# Critical decision flows

## Purpose

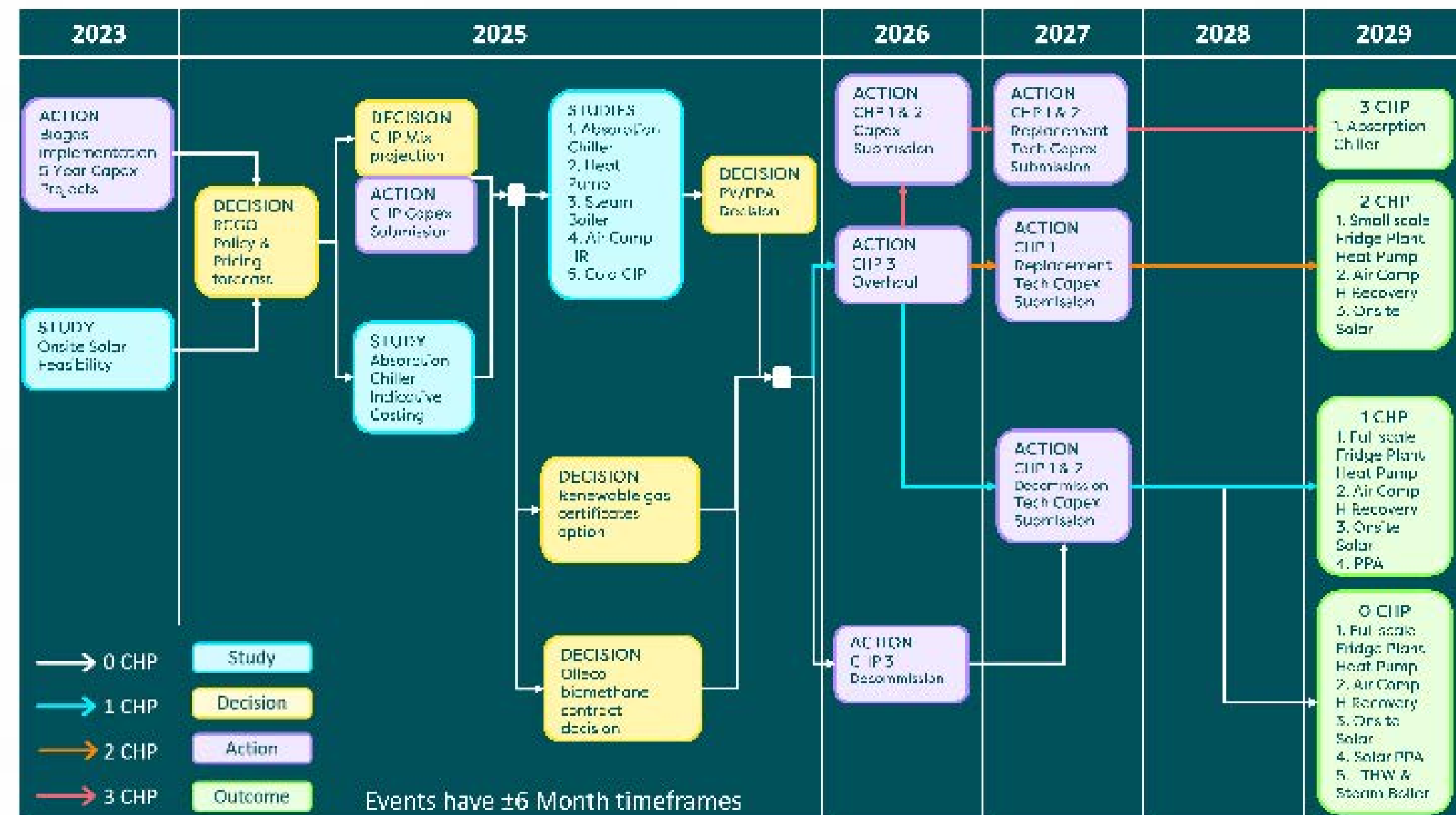
- Short- and medium- term decision making needs to be aligned with the long-term strategy.
- Uncertainties over the long-term solution can lead to inaction and a failure to take the necessary interim steps.
- No-regret actions need to be completed first.

## Process

- Hold focussed workshops with key site and group decision makers to develop strategy.
- Embed market developments and key local drivers to costed decarbonisation pathways.

## Outcomes

- Simple and clear, target-driven decarbonisation delivery strategy
- Decision gateway and no-regret action planning.
- Annual review programme to align latest developments.



# Site plans

## Purpose

- To ensure that the enabling work for long-term solutions is done alongside the implementation of short-term projects.
- To ensure the site have a clear direction for project development and implementation.

## Process

- Set out a recommended plan working backwards from the achievement of targets.
- The plan triggers project development and enabling activities that need to be completed for future targets to be met.

## Outcome

A clear, time-bound, project plan for each site with assigned responsibility, status of projects and next action detailed.



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03

Implementation

# Implementation programme management

We provide an all-round, tool-supported, programme management service:

- Maintenance of up-to-date site implementation plans (typically on a quarterly basis).
- Provision of a dashboard view to show current glidepath for each site and group considering current reduction plans and production forecasts.
- Annual strategy review to confirm that the long-term reduction strategy is still optimal for site.
- Project development support tailored to project maturity.
- Client-side project management of rolling 3-y CAPEX plan delivery.



# Tackle the delivery challenge with our value-add approach

## Detailed planning

### Prioritise known projects

We optimise the project bundle so delivery aligns to your budget cycles and detailed plan.



### Manage the design

We write specifications, source providers and present you with the optimal solutions for each project.



### Evaluate and procure

We develop investible business cases and support your procurement team throughout the tendering and selection process.



## Delivery and verification

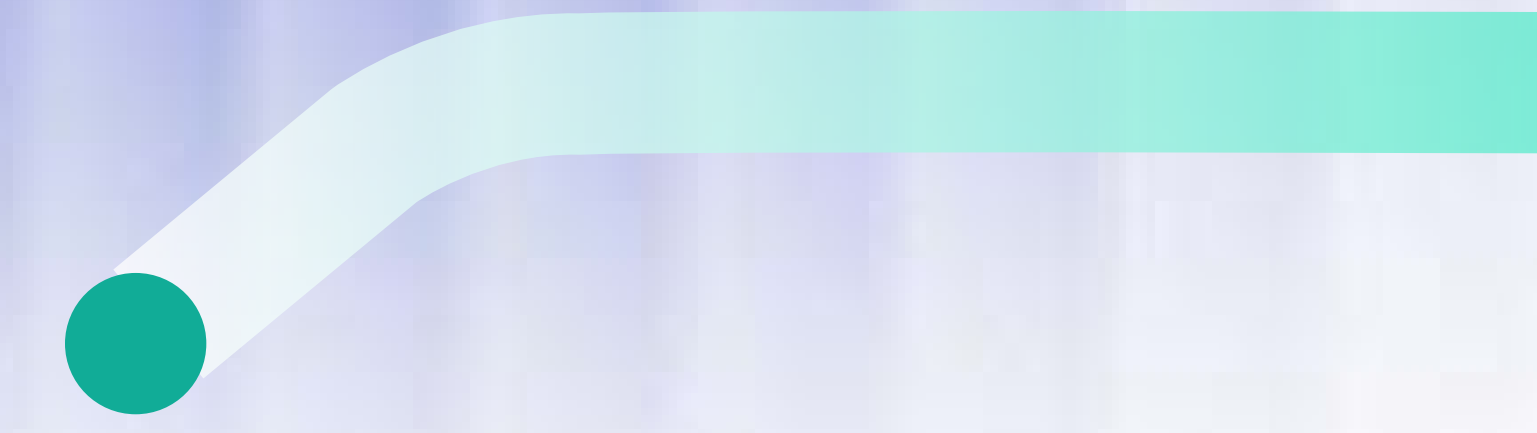
### Facilitate, monitor and verify

We monitor the installation and verify the results.

## Project development

[More detail on project development](#)

[More detail on delivery and verification](#)



# How we support your project development

## Concept development

Outline of opportunity and key members of influence by internal department.  
Selection of team to develop project to implement.  
Project charter development.

### Outcomes:

Project charter sign-off  
Feasibility budget approved (if required)  
Project maturity class: 5-4  
Project cost accuracy: +/- 50%

## Specification

Understanding draft key technical areas of project for suppliers to achieve.  
Data acquisition and key baseline analysis.  
Technical specification development.

### Outcomes:

Specification draft  
RFPs issued to potential supplier  
Project maturity class: 3-2  
Project cost accuracy: +/- 30%

## CAPEX submission

Business case development against client KPIs.  
Evaluating supplier responses and project risk management.  
Investment grade proposal development and evaluation of proposals.

### Outcomes:

Business case submission  
Capital submission  
Project maturity class: 2  
Project cost accuracy: +/- 10%

## Supplier selection

Commercial and technical due diligence.  
Assessment of key performance criteria adherence.  
Support of supplier interviews.

### Outcomes:

Selection of implementation partner  
Project maturity class: 1  
Project cost accuracy: +/- 5-10%

# How we support your project delivery

## Project delivery

Contractor due diligence advising on the fulfilment of technical criteria.  
Facilitation of installation process.

### Outcomes:

Project delivered to specification.  
Project alignment with decarbonisation strategy.

## Post implementation

Post installation benefit analysis.  
Fulfilment of M&V plan.  
Ongoing support to maintain utility savings.

### Outcomes:

Benefits outlined (output of M&V plan).  
Lessons from project captured for replication across client operations.

## BIP.Verco supports clients in a client-side Technical Advisor role:

Monitoring contractors are adhering to technical criteria highlighted in project development.

Maintenance of up-to-date site implementation plans (typically on a quarterly basis).

Annual strategy reviews to confirm alignment with net zero target trajectory.

# Case study:

## Net zero delivery support for major dairy manufacturer

BIP.Verco has supported a major dairy manufacturer with energy and carbon management for more than 10 years.

### Flagship net zero dairy site support

Developed zero carbon strategy for world's largest fresh milk dairy and support with the procurement of major contractors to design, build and operate the mechanical and electrical systems at the site including CHP (4MW), PV (500kW), and Anaerobic Digestion (500kW biogas) for effluent treatment.

We have an ongoing role monitoring the performance of the energy services at the site and have supported the procurement of 20MW of low carbon generation at the client's other UK sites.

Developed technical specifications, supplier selection criteria and supported the entire procurement process from start to finish.

Helped the client secure >£10m and procure a partner for a merchant AD facility (15MW) on the site with a PPA and green gas offtake agreement.

### Key outcomes

- Net zero carbon target achieved in operation for dairy due to successful delivery of strategy.
- All components of the strategy are making a positive contribution to the operating margins of the dairy with significant reductions in utility costs compared with the business-as-usual base case and other similar facilities.

### Other projects

- Global roll out of Carbon Desktop energy management and reporting software
- Detailed process heat mapping and opportunity identification studies at UK sites
- Implementation of energy reduction projects (EC condenser fans and Vacuum pump upgrades)
- Implementation of automatic data solutions at all UK sites and 3 sites in Sweden and Denmark
- Delivering onsite and remote energy management support services at UK sites

