

# Decarbonisation programme planning: key stages

## Scoping ▶

Research local carbon status.

Produce a high-level situation analysis and recommendations.

Refine proposal based on feedback and subsequent scoping workshop.

Gain approval on proposal to establish an SME decarbonisation programme.

## Planning ▶

Define the structure and governance of the decarbonisation programme.

Recruit or identify core staff, on-board the team.

Set up the decarbonisation platform using the ESCO-in-a-box toolkit.

Vet local contractors and appoint to a framework.

Define the value proposition for the target markets, develop marketing and communications plan and collateral.

## Implementation ▶

Launch the decarbonisation programme.

Engage with the business community, with a range of incentives.

Build a pipeline of energy efficiency and clean energy projects.

Optional finance available from ESCO-in-a-box lending partners.

## Sustainability

Ensure ongoing success of the decarbonisation programme through earned fees from contractors and finance deals.

Aiming for financial self-sufficiency within 2-3 years.

Delivery of decarbonisation business model and additional multiple benefits securing green energy efficiency, air targets and economic growth.

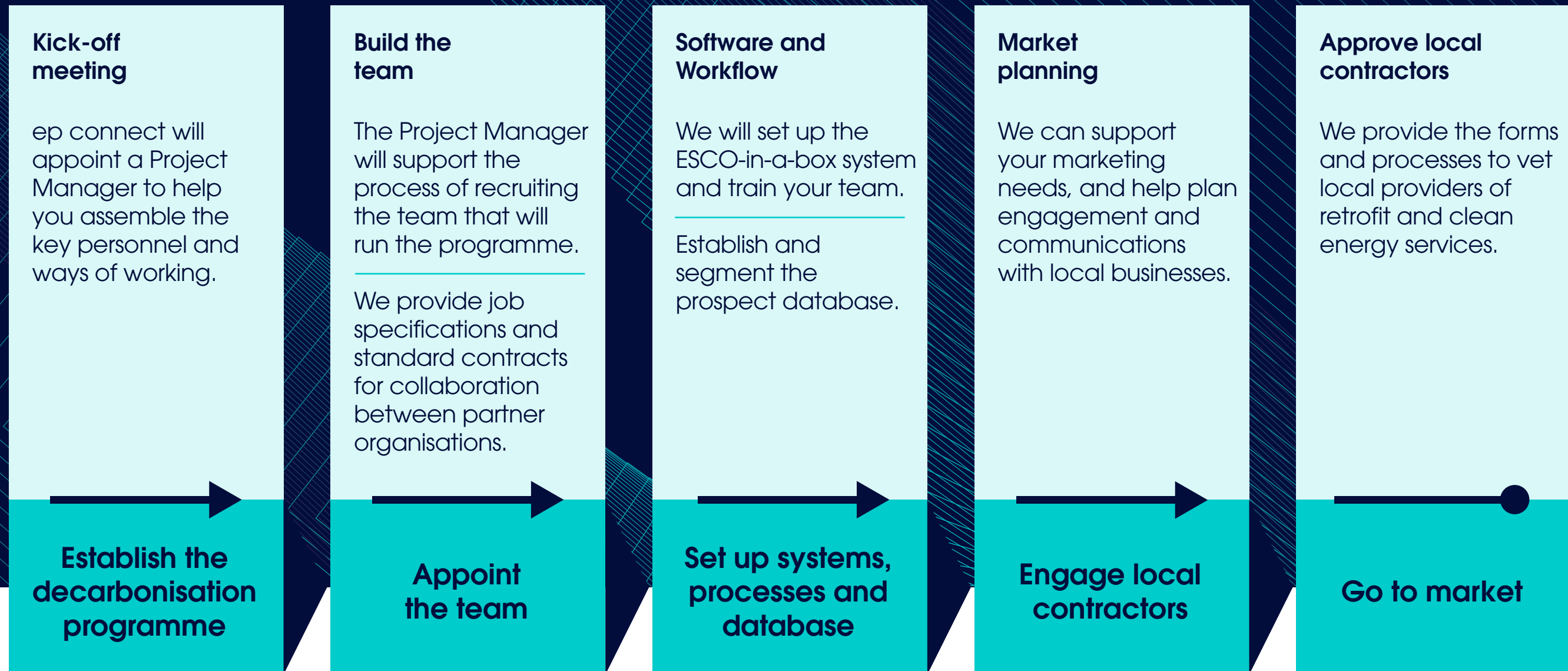
# Scoping

In this phase we review all the existing data and any other evidence, your decarbonisation business case and KPIs. We then ratify that with your team and develop the final proposal.



# Planning

Establishing the team, suppliers and governance for the programme. Training and uploading of all the relevant interfaces and development of the marketing strategy and plan.



# Implementation

High level stages of implementation that will be populated with your regions specific requirements and objectives:



# Sustainability

The sustainability of the programme is anticipated to be enabled through earned fees on the works carried out and the budget allocated for the achievement of carbon targets. Any cost / benefit analysis should consider the environmental, social and economic benefits in tandem.

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