

Preliminary Market Engagement for Net Zero Innovation Webinar

10th September 2025



Hosts



**Marie
Godward**



**Karolina
Rucinska**

Knowledge Transfer Managers – Net Zero,
Innovate UK
Business Connect



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Housekeeping

Slides alongside the recording will be shared after the webinar

Post your questions in the Q&A section at the bottom of your screen



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About Us

Innovate UK Business Connect exists to connect innovators with new partners and new opportunities beyond their existing thinking – accelerating ambitious ideas into real-world solutions.



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Our Purpose & Vision

We are part of Innovate UK, the UK's innovation agency.

We create diverse connections to drive positive change.

To establish a network of innovators so powerful its ideas will change the world.



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Our Network



46,229
Unique
Organisations



72%
Small

15%
Medium

13%
Large



335,478
innovators



**Every university
in the UK**



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Net Zero Places Innovation Network



Making net zero a reality in the UK by supporting local/regional authorities to achieve their net zero ambitions by connecting, collaborating, sharing experiences and adopting innovation.

Innovate UK Business Connect Net Zero Places Innovation Network aims to make Net Zero in the UK a reality. We do this by supporting local/regional authorities and the wider public sector to connect, collaborate, inform, share experiences and lessons learned, to support organisations across the UK.

Through our network, we aim to support the full public sector with their net zero goals, and are now offering support for early-stage net zero SMEs, helping them to bring their innovative solutions to the public sector market.



<https://iuk-business-connect.org.uk/programme/net-zero-places/>



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Innovate UK Net Zero Living Programme



A £60 million, three-year programme that aims to help places and businesses across the UK to **accelerate** the delivery of the transition to net zero.

Two core focus areas

Providing support to 52 local authorities, their partners and communities to overcome non-technical systemic barriers to the scaling and adoption of net zero solutions.

Supporting businesses to better understand and respond to the needs, opportunities and barriers preventing the large-scale roll out of net zero solutions.



<https://iuk-business-connect.org.uk/programme/net-zero-living/>



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Gross spending on
public sector
procurement across the
UK in the year 24/25
was **£434 billion**



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Speakers



Kieran McGaughey

-

**Independent
Consultant**

*The Importance of
Pre-Market
Engagement
in
Public Procurement*



Jo Hand

-

Giki

*Being Carbon
Ready
for Pre-Market
Engagement*



**Celine Nithila-George
& Howard Tinker**

-

**Innovate UK Business
Connect**

*If there isn't a solution
out there, what next?*



**Simon
de Garis**

-

**Innovate UK
Business Connect**
*The Net Zero
Supplier Directory*



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The Importance of Pre-Market Engagement in Public Procurement

Kieran McGaughey
Independent Consultant





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**Preliminary market engagement
for Net Zero Innovation –
Insights for the public sector and suppliers**


Introduction...



Kieran McGaughey [Verify now](#)

Consultant solicitor | Providing legal advice and training on procurement law | Helping organisations to prepare for the Procurement Act

Newcastle Upon Tyne, England, United Kingdom • [Contact info](#)

 Northumbria University

**Kieran McGaughey,
Consultant Solicitor**

Agenda

- Key legal provisions, including the new Procurement Act
- Practical tips for authorities undertaking pre-market engagement
- Practical tips for bidders on how to approach pre-market engagement



**Kieran McGaughey,
Consultant Solicitor**

Some key legal provisions (in England)

- **Procurement Act 2023** – applies to all authorities
- **National Procurement Policy Statement** – applies to all authorities
- **Procurement Policy Notes (PPNs)** – the most relevant PPNs around net zero (including the Social Value Model) only apply to central government, but others can apply them *voluntarily*.
- **Public Services (Social Value) Act 2012** – pre-procurement duty to consider how “*economic, social and **environmental well being***” of area can be improved (and how to secure such improvement). Applies to all authorities.

What does the new Procurement Act say?

- No express references to **net zero** (or **social value**) in the Act
- **However**, the Act has placed the **National Procurement Policy Statement (NPPS)** on a stronger, statutory footing. The NPPS, which authorities must "*have regard to*", contains various references to net zero – see next slides
- Also, one of the new **objectives** under the Procurement Act includes "*maximising public benefit*", which again authorities must "*have regard*" to the importance of. Government guidance indicates this new public benefit objective includes environmental factors (where appropriate and relevant)
- Change to terminology around how tenders are **assessed** (see *next slide*) to reinforce it's not all about price – net zero/social value factors can be included

Procurement Act 2023

*“A contracting authority may award a public contract to the supplier that submits the **most advantageous tender** in a competitive tender”*

(Section 19(1))

*“Contracting authorities may assess tenders against a wide range of factors to determine the best solution. **These factors may include... environmental issues and benefits (for instance, creating new jobs and skills, reducing waste and addressing net zero or carbon reduction outcomes)** as long as such factors relate to the subject-matter of the contract, are sufficiently clear, comply with the rules on technical specifications in section 56 and are a proportionate means of assessing tenders”*

(Guidance: Assessing Competitive Tenders)

**Kieran McGaughey,
Consultant Solicitor**

Procurement Act 2023

- Introduced a new **Preliminary Market Engagement Notice**
- If you undertake such activity, the notice is **mandatory** (*or else need to explain why you didn't in the Tender Notice*)
- The Act gives a bit more of a steer than the current regime on what pre-market engagement can be used for:
 - developing the authority's requirements and approach to the procurement;
 - designing a procedure, conditions of participation or award criteria;
 - preparing the tender notice and associated tender documents;
 - identifying suppliers that may be able to supply the goods, services or works required;
 - identifying likely contractual terms;
 - building capacity among suppliers in relation to the contract being awarded.

**Kieran McGaughey,
Consultant Solicitor**

The National Procurement Policy Statement

- A new NPPS was introduced alongside the Procurement Act.
- Authorities must “have regard” to it.
- New NPPS contains various references to net zero...

“Make Britain a clean energy superpower through:

- accelerating to net zero, reducing greenhouse gas emissions in line with the UK national carbon budget, minimising waste, supporting delivery of clean power by 2030, and promoting the use of green technologies;*
- taking account of environmental risks and ensuring suppliers are committed to high environmental standards and protecting natural habitats and biodiversity”*

“Delivering value for money.... includes wider socio-economic and environmental benefits and impacts”

**Kieran McGaughey,
Consultant Solicitor**

The National Procurement Policy Statement

“The Government expects the highest standards of integrity, ethical conduct and environmental sustainability in business practices from suppliers delivering public contracts.”

“Contracting authorities should...

Ensure their suppliers are actively working to tackle...environmental impact (including reducing greenhouse gas emissions and minimising waste in their operations)”

**Kieran McGaughey,
Consultant Solicitor**

Some relevant procurement policy notes (central gov)

PPN 002: Taking account of social value in the award of contracts

5 March 2025 Guidance

PPN 003: The Public Services (Social Value) Act 2012

17 February 2025 Guidance

PPN 006: Taking account of Carbon Reduction Plans in the procurement of major government contracts

10 July 2025 Guidance

PPN 016: Carbon Reduction Contract Schedule

17 February 2025 Guidance

Can each be accessed here:
[Procurement policy notes - GOV.UK](#)

**Kieran McGaughey,
Consultant Solicitor**

Procurement policy notes

PPN 03 expressly encourages pre-market engagement around net zero innovation:

*“engagement with supply markets at the initial stages of the procurement process...enables the views of potential suppliers...to be taken into account when designing the specification for the service to be procured. **This can lead to more innovative solutions which take into account wider economic, environmental and social concerns.**”*

Kieran McGaughey,
Consultant Solicitor

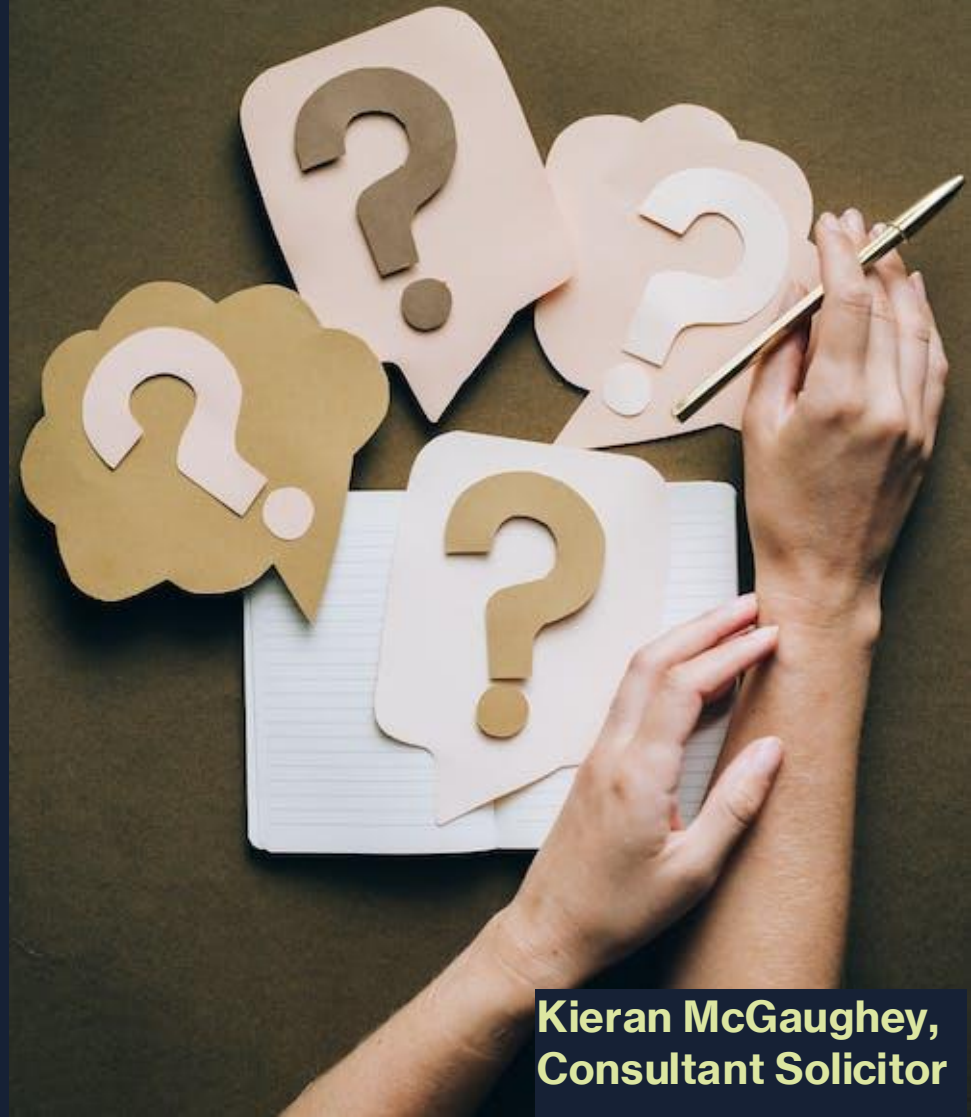
Tips for contracting authorities...

- Think about net zero innovation **early** – at the procurement **planning stage**
- Build in sufficient **time** for **pre-market engagement**
- **Talk to the market** (but don't forget to **listen** too!)
- Ascertain **market maturity** (helps inform whether to apply/adopt relevant PPNs)
- Ensure pre-market engagement is happening via procurement (and the **required notice** is being published)
- Where KPI rules apply, stress test any net zero related KPIs to ensure they are **SMART**.

Tips for **bidders**...

- Keep an eye out for the **new preliminary market engagement notices**
- **Engage** with authorities at pre-market engagement stage to **influence** their approach. Easier to get changes made **before** the formal procurement is launched.
- **Push back** on any unrealistic requirements proposed at this stage, including KPIs (in cases where KPI rules apply) – if you overpromise and under-deliver, your performance will be in the public domain!

Any questions?



**Kieran McGaughey,
Consultant Solicitor**

Thank you for listening!

Feel free to keep in touch – you can connect on LinkedIn here:
<https://uk.linkedin.com/in/kieran-mcgaughey-29383b66>

Contact details:
kieranmcgaughey@hotmail.com

Happy to provide a free “no obligation” quote for any
procurement law training needs

Kieran McGaughey,
Consultant Solicitor



Being Carbon Ready for Pre-Market Engagement

Jo Hand
Giki

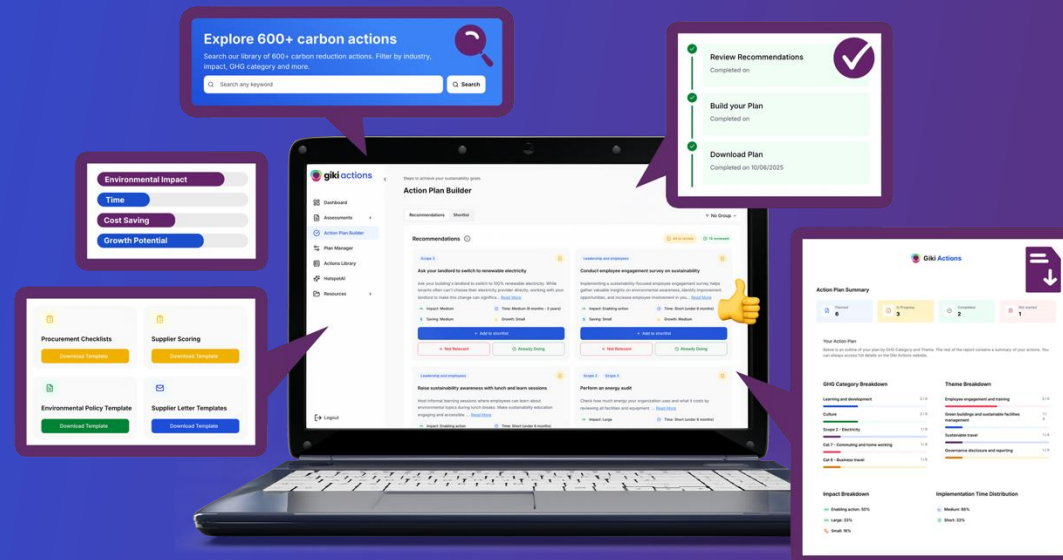


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Giki Actions

Being Carbon Ready for Pre-Market Engagement




Giki brings trusted expertise in sustainability

Mission-led B-Corp and social enterprise founded in 2017

- Worked with **200 companies** around the world from **SMEs to global market leaders**
- Helped over **150,000 people take over 1 million climate actions**
- Co-Founders have both worked in sustainability **for over 20 years**
- **Advised by climate experts**, run by sustainability professionals
- UN-backed **Race To Zero Accelerator**

accenture > BBC Adobe NatWest Group

Deloitte. AutoTrader CAWSTON PRESS ARUP



Small and Medium Sized Companies

Getting carbon ready can feel hard

The Sustainability challenge



TIME

Everyone is busy

Limited time
especially as
sustainability is often
side of desk



INFORMATION

Knowing what to do

Most SMEs don't have
sustainability teams



COST

Finding the budget

Sustainability has to
work for the business

Helping you Take Action

Actions Library

600+ tried and tested sustainability actions from leading companies worldwide

Explore 600+ carbon actions

Search our library of 600+ carbon reduction actions. Filter by industry, impact, GHG category and more.

Search any keyword

Environmental Impact

Time

Cost Saving

Growth Potential

Procurement Checklists

Download Template

Supplier Scoring

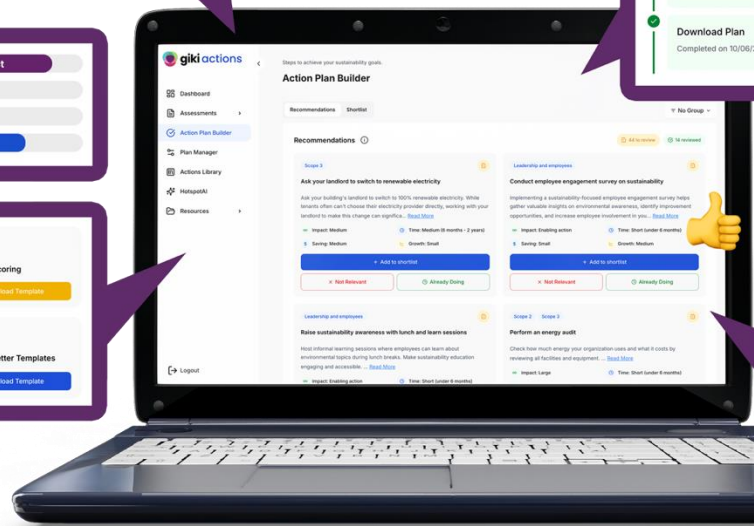
Download Template

Environmental Policy Template

Download Template

Supplier Letter Templates

Download Template



Action Plan Builder

Get tailored action recommendations with practical implementation guidance

Review Recommendations

Completed on

Build your Plan

Completed on

Download Plan

Completed on 10/06/2025

Giki Actions

Action Plan Summary

Download

Print

Share

Feedback

Help

Log out

Account

Settings

Privacy

Terms

Cookie

GDPR

Accessibility

Feedback

Help

Log out

Account

Settings

Privacy

Terms

Cookie

GDPR

Accessibility

Feedback

Help

Log out

Account

Settings

Privacy

Terms

Cookie

GDPR

Accessibility

Feedback

Help

Log out

Resources Hub

How-to guides, policies, checklists and templates

Plan Manager

Track progress and download reports

SMEs are a very diverse group

Every single one is unique

 bartec

CAST
LEFI
ELD

THINK
Active

 Cornelius
Delivering the Difference

AIRFLOW 

skin
+blister

barley

msq

ROSE
THEATRE

the
advocacy
people

HM³
Legal

Torchbox 

Butterfield
& Robinson

Actions you've already heard about

**Create a
Sustainable
Travel Policy**

**Shift cars and
vans to EVs**

**Upgrade lighting
systems**

**Engage
employees on
sustainability**

**Switch to
renewables for
purchased
electricity**

**Eliminate single
use plastic**

Energy Treasure Hunt

Popular

Teams walk through their workplace looking for quick ways to save energy. This simple approach has helped many organizations cut their energy use by up to 15%.

Perfect for you if

You want to reduce fuel and electricity in a team-based approach that can work in any type of building or industry.

- ✓ Business Case
- ✓ Project Plan

Company Examples

Colgate, Energy Star, DS Smith

Impact Opportunity



Implementation Time



Cost Saving Potential



Business Growth Potential



Use Free Online Resources to Build Sustainability Knowledge

Save money

Tap into the wealth of free online sustainability resources to build your team's knowledge and understanding. Government guides, industry toolkits, webinars, online courses, and more.

Perfect for you if

You're looking to upskill your team without stretching the training budget or you're looking to test demand before a bigger programme

✓ Business Case

✓ Project Plan

Company Examples

University of Leeds provides access to sustainability learning courses and online climate science resources.

Impact Opportunity



Implementation Time



Cost Saving Potential



Business Growth Potential



Provide Employees with Thermal Imaging Equipment to Identify Heat Loss

One of a kind!

Employees can borrow thermal imaging cameras to check their homes for heat loss and energy inefficiency.

Perfect for you if

You want to extend your sustainability impact beyond company buildings or you're looking for a creative employee benefit that builds engagement around energy efficiency

- ✓ Business Case
- ✓ Project Plan

Company Examples

Just Group provided thermal imaging cameras to employees for identifying home heat loss and improving energy efficiency.

Impact Opportunity



Implementation Time



Cost Saving Potential



Business Growth Potential



What SMEs say...

"Really impressed, it's a major time saving"

Olly Willans
CEO, Torchbox

"On a scale of 0-10, it takes us to ten"

Michele Harvey
Head of Sustainability,
Butterfield & Robinson

"Exceeded all expectations – brilliantly efficient and relatable to my organization"

Nicky Bancroft
Partnership Manager, Think Active

"It's like having a dedicated consultant at my fingertips"

Caroline Sharpe
Market Insights & Communication
Manager, Cornelius Group

"The process was fantastic - easy and effective"

Jo Ferreira
Operations + Innovation
Lead, Skin & Blister

"Gives me the clarity and assurance to make the best recommendations internally"

Neil Clarke
Head of Sustainability, MSQ

SME Sustainability Ecosystem

Emissions Measurement

Carbon accounting software



Normative



Emissions factors



Product carbon footprints



Sustainability Strategy & Consulting

Sustainability Services



Knowledge Resources

Climate and industry reports



Events and conferences



Podcasts and news



Sustainability Initiatives

Global initiatives



Industry specific



Learning & Development

Employee engagement



Learning and development



Reporting & Disclosure

Reporting standards



Disclosure frameworks



Supply chain assessment



Carbon Removal & Offsetting



Standards & Certifications



Public Sector

Challenges of getting SMEs ready

- **Reaching more SMEs**
 - Recruitment and promotion
- **What SMEs actually need** and what are they up for
 - E.g. policies
- What are **realistic timelines** for sustainability transformations
 - It's not this year...
- Understand the **common barriers** SMEs face
 - E.g. measurement
- Find **benchmarking info** from your programme participants
 - To inspire and monitor
- What really matters



Catalyst and Accelerator Programmes

Procurement and Climate Action Plans

Catalyst

- Practical 60-minute workshop designed specifically for SMEs
- Receive carbon reduction recommendations relevant to their company industry and goals.
- Access to practical resources to start implementing actions immediately
- Customised sustainability action plan ready to download

Accelerator

- 12 month comprehensive programme combining sustainability health checks, customised action planning, and ongoing support
- Structured delivery: Multiple hours of 1-on-1 sessions per participant, plus group learning, networking events, and unlimited digital platform access with extensive sustainability action library
- Recognition scheme: Tiered certification system

SME Sustainability Ecosystem

Emissions Measurement

Carbon accounting software



Emissions factors



Product carbon footprints



Sustainability Strategy & Consulting

Sustainability Services



Knowledge Resources

Climate and industry reports



Events and conferences



Podcasts and news



Sustainability Initiatives

Global initiatives



Industry specific



Learning & Development

Employee engagement



Learning and development



Reporting & Disclosure

Reporting standards



Disclosure frameworks



Carbon Removal & Offsetting



Standards & Certifications



What works

Across all parts of the engagement cycle

RELEVANT

Business case,
priorities



FAST

Attention is hard
to get, and keep



FREE

Most businesses
cannot pay for
sustainability
advice



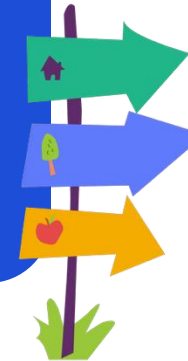
ENGAGING

And maybe even
fun



PRACTICAL

Tasks, guides,
checklists



Practical workshops

How to run a commuting survey on a tight budget and timeline

Get an initial estimate of your operational emissions in under an hour

Running a cost cutting Energy Treasure Hunt – create a plan in 30 minutes

Build an employee engagement plan in 60 minutes

Create your first draft supplier policy and procurement checklist before lunch

Thank You
jo.hand@giki.co.uk



**If there isn't a solution
out there, what next?**

**Celine Nithila-George and
Howard Tinker**

**Knowledge Transfer Managers -
Procurement of Innovation
Innovate UK Business Connect**

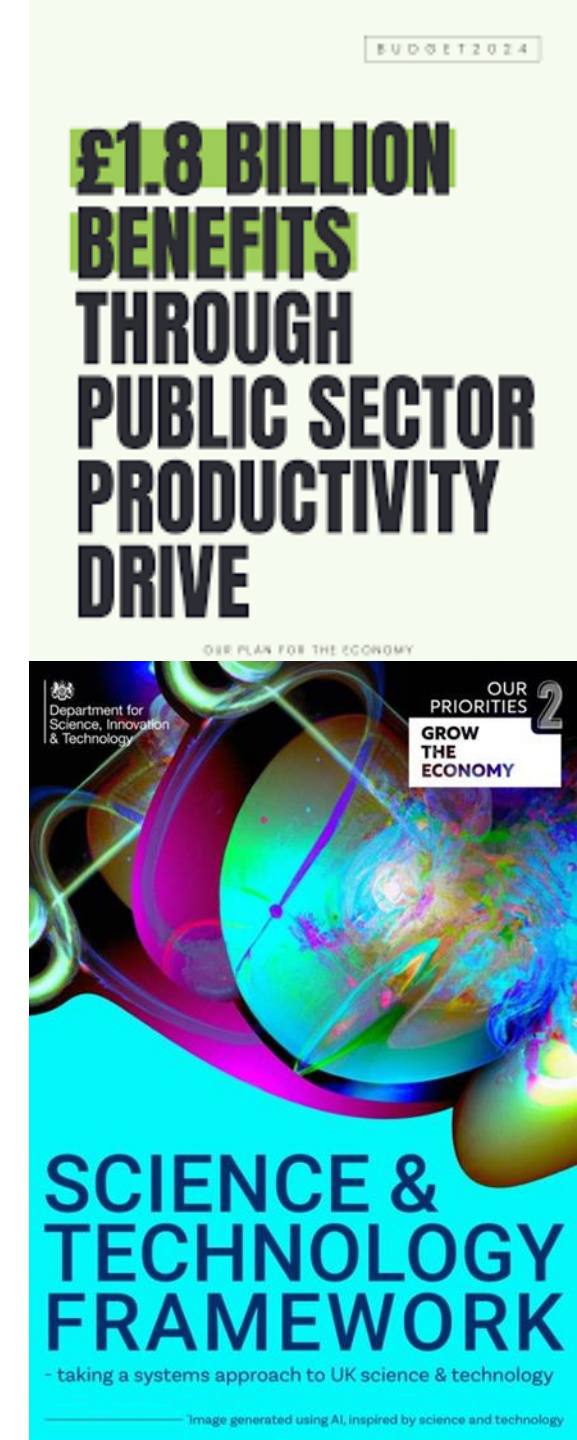


Procurement of Innovation

Celine Nithila-George and Howard Tinker
Knowledge Transfer Managers - Procurement of Innovation

Why procure innovation?

- Need different / better outcomes
- Increase efficiency / efficacy
- Increase Public Sector Productivity
 - Since the pandemic, the private sector has seen a 1.3% uplift in productivity, but public services are currently 5.7% less productive
- Increase the widespread adoption and diffusion of innovation
- Create a market / competition
- Stimulate private sector investment



Public Procurement of Innovation and Pre-commercial Procurement

Public Procurement of Innovation - PPI

Public procurement of innovative solutions (PPI) happens when the public sector uses its purchasing power to act as early adopter of innovative solutions which are not yet available on large scale commercial basis.

Pre-Commercial Procurement - PCP (in the UK this is Contracts for Innovation)

Consists of a procurement of research and development (R&D) services that involves risk-benefit sharing at market conditions and in which a number of companies develop in competition new solutions for mid- to long-term public-sector needs. The needs are so technologically demanding and in advance of what the market can offer that either no commercially stable solution exists yet, or existing solutions exhibit shortcomings which require new R&D. (European Commission)



How The Procurement Act 2023 supports the innovation ambition

The new measures include general obligations, options for preliminary market engagement, and an important new mechanism, the Competitive Flexible Procedure.



General obligations:

- Requires procurers to take account of national strategic priorities e.g. **driving innovation**
- Any contracting authority with a spend of over £100 million must publish a pipeline notice outlining public contracts with an estimated value of more than £2 million.

Pre-market engagement:

- Key part of the procurement lifecycle - do not create solutions at this stage – instead, engage procurement and commercial colleagues

Competitive Flexible Procedure:

- This gives contracting authorities flexibility to design and run a process that reaches the best solution through developing their understanding of what is available.
- Authorities can run a multi- stage procedure, including research and development (R&D) stages, with interim assessments and funding.
- Award criteria can be refined as the process develops and understanding improves, before a final assessment.

Transforming Public Procurement – Innovation Ambition

Contracts for Innovation is one of the best practice options cited by Cabinet Office to make use of the competitive flexible procedure. This is confirmed in the Government Commercial Function's 2023 Innovation Ambition:

“Examples of good practice include the many projects supported by Innovate UK’s Small Business Research Initiative (SBRI) [now relaunched as Contracts for Innovation] which provides for pre-commercial procurement. However, the SBRI has previously sat outside the mainstream procurement rules and openness to innovation has not been replicated.”



Transforming Public Procurement

Our innovation ambition

Delivering better procurement
across the public sector



October 2023



Innovate
UK

Contracts for
Innovation

Innovate UK Contracts for Innovation

Who?

Who can run Contracts for Innovation competitions?

Any public sector organisation can run a Contracts for Innovation competition.



What?

What is Contracts for Innovation?

It is a 100% funded research and development (R&D) contract to innovative organisations to solve a specific public sector challenge.



When?

When would I use Contracts for Innovation?

- If there is no readily available market solution to your challenge.
- You have a clearly defined challenge and outcome.

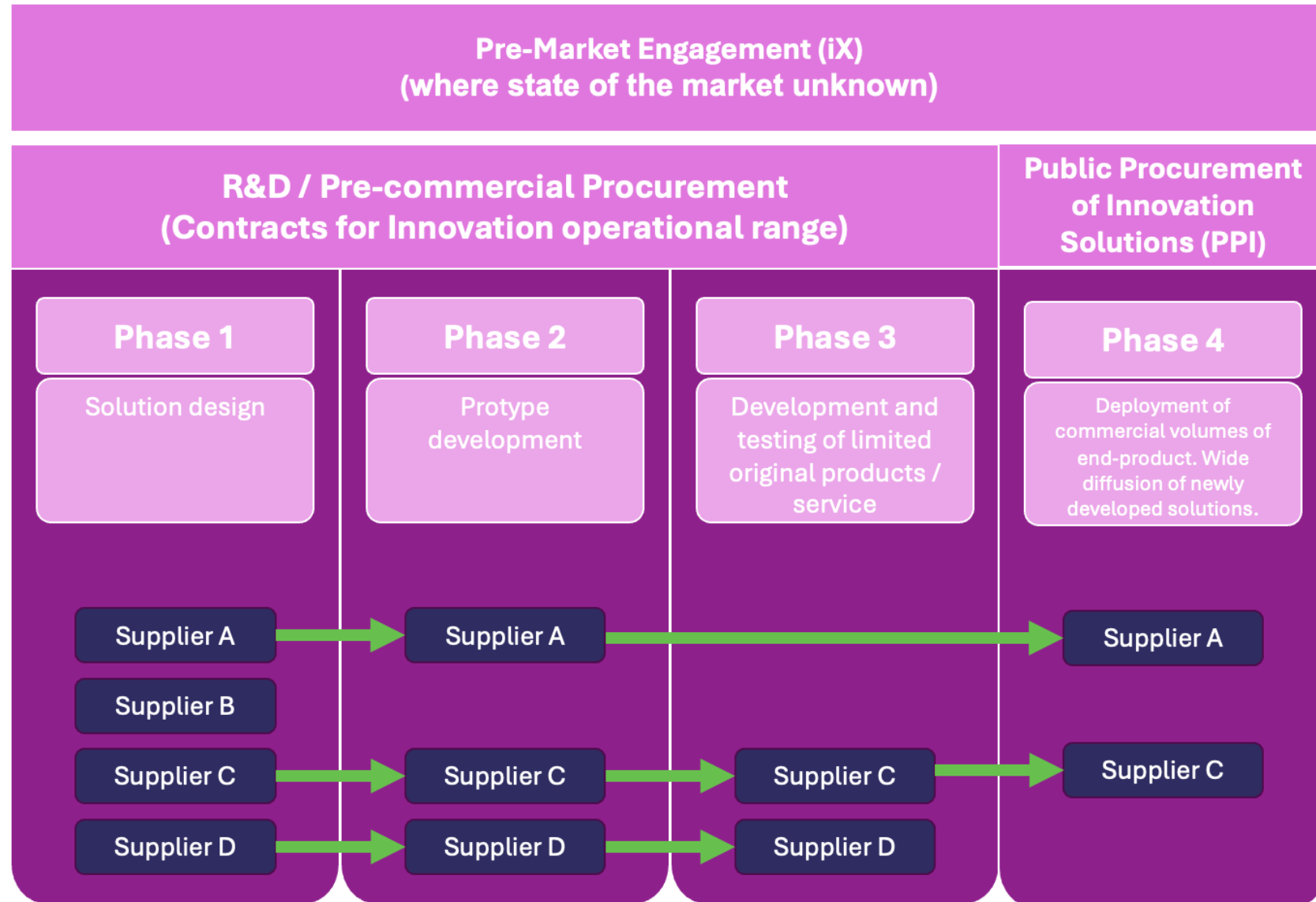


How?

How do Contracts for Innovation work?

- 100% funded R&D contracts are awarded to any organisation.
- Projects can include innovation development at Technology Readiness Levels (TRL) 2-8. This can include early-stage feasibility studies, prototype development, and late-stage demonstrator projects.

R&D to solution procurement



Innovation Exchange (iX)



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Innovation
Exchange

Innovate UK Business Connect's Innovation Exchange (iX) is a cross-sector bespoke innovation programme. It introduces organisations with pressing challenges that cannot be solved by available products or services, to innovators across all sectors who are working on solutions.

46,229

Unique Organisations

335,478

Innovators



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Case Studies

Over £1.8 billion has been invested into R&D through Contracts for Innovation since 2008 and you can find out more about case studies at our website link: <https://iuk-business-connect.org.uk/programme/contracts-for-innovation/>

Transreport



Disabled passengers who opt to use the railway, must provide the train operator with at least 24 hours' notice of their intention to travel if they require assistance. Assistance is hit and miss, not always guaranteed and there is no consistent method among train operators to request assistance. SBRI competition on behalf of DfT, managed by Innovate UK was launched in 2018 with up to £350k per project. Transreport (SME) proposed a 'Passenger Assist System' technology enabling real-time assistance on smartphones.



- Significant growth. Technology will be rolled out across the entire rail network in Spring 2020 by Rail Delivery Group (RDG).
- Transreport is now on the path to expanding Passenger Assistance usage overseas.
- Headcount increased by 8 since the start of the SBRI competition, from 2.
- Public Benefit – new product providing more accessible network – no requirement to book 24hrs in advance – expected increase in numbers of disabled people using network.



Innovate UK



The Challenge



The Results



"Early adopters and trial participants have shared nothing but positivity on how this technology will transform their lives. Innovate UK funding helped the company grow, and enabled us to recruit, adding to our already talented team".

Jay Shen, Managing Director Transreport Limited



Innovate UK

Child Health: Restoring Function – Open Bionics' Hero Arm



The competitions was launched in 2017, as part of an overarching competition to support self-care and independence for children with long-term conditions. Restoring function to support independence amongst children and young people with long-term conditions was identified as a priority unmet health need that required innovative solutions. Open Bionics worked with the West of England AHSN, and were funded £800k to develop affordable, 3D-printed, bionic prostheses for children and young people. The Hero Arm was the end product developed by Open Bionics as a result of their SBRI Healthcare competition journey



- Over £5m of public and private sector investment leveraged to support the development of Hero Arm.
- Eight times increase in revenue and over three times growth in number of employees.
- The Hero Arm is now available in the UK, EU, Russia, USA and Australia.
- 65 patients have now been supported worldwide, the Bionic Squad, each with their own success stories of how the Hero Arm has transformed their day-to-day lives.
- Building confidence and independence for people with upper limb deficiencies through the technology itself and through the wider ethos of the Hero Arm of disabilities as superpowers.
- Prospect of NHS cost savings and efficiency gains if adopted in the future.



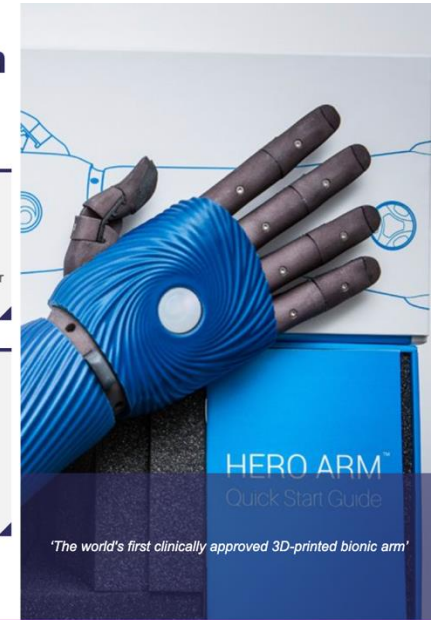
Innovate UK



The Challenge



The Results



Ambulance Sanitisation – Hygiene Pro Clean (HPC)



In March 2020, the Ambulance Service within Wales came under sustained additional pressures during the pandemic. Ambulances carrying patients with suspected COVID-19 need to be deep cleaned which can take up to 2 hours. HPC developed an effective decontamination system that uses ultrasonic atomisation. This approach recognises and accounts for the interdependency between the delivery system and the cleaning solution, to optimise effectiveness.



- Reduction in the time it takes to disinfect an ambulance by 86% to just 20 minutes.
- The solution also reduced the cost of cleaning an ambulance by 82%.
- There is further potential for these gains in effectiveness and efficiency to be spread across all UK public services that require decontamination.
- HPC are expecting significant business growth, with plans to more than double annual turnover and employee count in the next year.
- The competition has opened doors to new public service markets for HPC, with HPC working directly with key UK government stakeholders.



Innovate UK



The Challenge



The Results



"We were confident we could help solve the challenge which will make a significant contribution to both the safety of patients and NHS Staff and the efficiency of NHS Wales".

Jamie Borgeat, Managing Director of Hygiene Pro Clean

Want to know more?

For further information and resources please visit our website at:
<https://iuk-business-connect.org.uk/programme/contracts-for-innovation/>

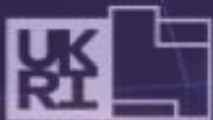
If in doubt whether an activity is suitable for Contracts for Innovation please contact: contractsforinnovation@iuk.ukri.org



The Net Zero Supplier Directory

Simon de Garis

Net Zero Places Innovation Network
Innovate UK Business Connect



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Innovate UK Business Connect
Net Zero Places Innovation Network
The Net Zero Supplier Directory



The Net Zero Places Innovation Network

Making net zero a reality in the UK by supporting local/regional authorities to achieve their net zero ambitions by connecting, collaborating, sharing experiences and adopting innovation.

Working with Local Authorities, the wider public sector and SMEs we:

- Provide support to a network of over 1500 individuals
 - Support early-stage net zero SMEs
- Connect Local Authorities and the wider public sector with the right people
 - Share experiences and best practice
- Lead a range of events, podcasts and activities to support the community
- Work across a diverse range of partners, departments, and organisations

All working together to achieve net zero goals!



The Collective for Climate Action

The Collective for Climate Action (CFCA) hosts and maintains the Cross Government Climate Hub (CGCH) on the online community platform, Gov News. The CGCH is a safe and supportive space for 1500+ UK public sector workers and civil servants to network, collaborate, share resources and good practice, ask/answer questions, and access peer support.

We also deliver educational and climate wellbeing events led by working groups, training, and more.

Everyone has a role—whether by asking a question, sharing a solution, or offering a resource or contact. By making our collective efforts visible and connected, we can build a more resilient and hopeful future.





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The Net Zero Supplier Directory aims to provide Local Authorities and the wider Public Sector with a comprehensive directory of Net Zero Suppliers in their area and across the UK to support their procurement and Net Zero goals. The issues they currently face include:



Complex Procurement Processes- The complexity of public Sector procurement often discourages smaller, innovative suppliers from participating, with the public sector unaware of potential suppliers



Increasing Need- There is, and will be an increasing need for the public sector to engage with new suppliers- the onus will be on the public sector to find new suppliers, and the Supplier Directory directly addresses that need



Time pressures- The public sector do not have the time or the resource to source new suppliers, mostly using Google! Often contracts are awarded to the same suppliers due to a limited number of "fresh" suppliers on their databases



Limited Visibility- SME's often struggle to know how to get a foot in the door with the public sector, and they don't tend to promote opportunities wider than their usual networks



Risk Aversion- The public sector can be very risk averse. By undertaking basic due diligence and providing additional support to SMEs where possible, we can aim to reduce new supplier risks



Why should a business sign up to the directory?

Visibility- Be discovered by a whole new range of clients across the public sector looking for your solutions

Gain recognition- from being featured on a national directory hosted by IUKBC, we'll be showcasing businesses too!

Opportunities- by signing up you'll be part of a supplier network where we will share the latest procurement opportunities and funding announcements

Community- be part of a growing community, creating new opportunities for collaboration, joint bids and innovation partnerships

As you sign up, we will review any available funding and support locally, regionally and nationally to further support your business

It's free to join!

Why should a public sector organisation use the directory?

Streamlined process- easily find and engage with SMEs delivering Net Zero solutions by sector focus and region

Local Economic Development- support regional growth and local green jobs by engaging local and UK based SMEs

Knowledge Exchange- Let us connect you to other public bodies tackling similar challenges fostering collaboration and shared learning

Procurement Diversity- broaden your supplier base with innovative, often unrepresented businesses- a whole new network for you in one place

Warm introductions- request direct introductions to suppliers through Innovate UK Business Connect, reducing the barrier of initial outreach

It's free to use!





Innovate
UK

How to sign up your business...



Innovate
UK

Business
Connect

1. Scan the QR code to go straight to the Supplier Network Application Form
2. Complete all of the details required
3. Click submit!



To list your business on the Net Zero Innovation Network Supplier Portal, please complete this application form. Once submitted, a member of the team will review your application and will be in contact with you shortly.

We will review your application as quickly as possible and send you an email once your listing has gone live. We will be in touch every 12 months to make sure that your listing is up to date!

Organisation Name*

Business Address - First line*

Business Address - Second line*

Business Address - City*

Business Address - Postcode*

Business Region*

First name*

Last name*

Email address*

Phone Number*

Company website*

Please write a short description of the business (20 words max)*



How to use the directory:

Scan the QR code or visit <https://iuk-business-connect.org.uk/net-zero-supplier-directory/>



Scroll down the directory homepage and click
“View Directory”

DIRECTORY
Net Zero accredited suppliers
This directory provides a streamlined way to identify businesses offering solutions across various industries and regions, ensuring public sector organisations can easily find the right suppliers to meet their net zero goals.
[View directory →](#)

SUPPLIERS
Join the directory
To register your business and explore available support, please register your interest and a member of the team will be in touch.
[Register interest →](#)



How to use the directory:


The full list of suppliers will come into view

You'll see the company name, a brief overview of the company, the industry that they work in, and where they are located

Click view to view further information such as a full overview, steps the SME has taken to reduce their carbon, awards or certifications and more

Select Industry Focus

Select a Region

Company 		Industry Focus	Business Region	Full Details
BICYCURE Ltd	Innovative way of keeping Cycles SECURE in urban areas in an attractive environment.	Environmental Services, Green Building and Construction, Sustainable Transportation, Green Technology and IT, Energy Efficiency, Eco-friendly Products, Health and Wellness, Local Food and Farming, Sustainable Tourism, Environmental Consultancy, Community Engagement	South East of England	VIEW
ChargeShare	Peer-to-peer EV charging platform making sustainable mobility accessible, affordable and community-powered.	Environmental Services, Renewable Energy, Sustainable Transportation, Green Technology and IT, Energy Efficiency, Environmental Consultancy, Community Engagement, Digital Marketing and PR	Greater London	VIEW
Climate Essentials	Climate Essentials	Environmental Services, Green Technology and IT, Energy Efficiency	Northern Ireland	VIEW
Peasy (Litter Aware Ltd)	Waste Segregation - Getting people to put the right waste in the right bin	Environmental Services, Green Building and Construction, Green Technology and IT, Recycling Technology, Community Engagement	East of England	VIEW
Welsh Govt	Welsh Govt ORP	Environmental Services, Renewable Energy, Green Building and Construction, Green Technology and IT, Energy Efficiency, Sustainable Agriculture, Eco-friendly Products, Health and Wellness, Environmental Consultancy, Recycling Technology, Water Conservation, Community Engagement, Renewable Energy Installations, Micro grid installations packaged and unpackaged	Wales	VIEW



How to use the directory:

You can click “Select a Region” to find suppliers in your area

Select a Region

✓ Select a Region

- All Regions
- Wales
- Northern Ireland
- South East of England
- South West of England
- Greater London
- East of England
- East Midlands
- West Midlands
- Yorkshire and the Humber
- North West
- North East
- Scotland

And you can select a sector to further narrow down the results to find exactly who you are looking for

Select Industry Focus

✓ Select Industry Focus

- All Sectors
- All Sectors
- Environmental Services
- Renewable Energy
- Green Building and Construction
- Sustainable Transportation
- Green Technology and IT
- Energy Efficiency
- Sustainable Agriculture
- Eco-friendly Products
- Health and Wellness
- Local Food and Farming
- Sustainable Tourism
- Environmental Consultancy
- Recycling Technology
- Water Conservation
- Green Cleaning Services
- Sustainable Textiles and Fashion
- Community Engagement
- Sustainable Packaging
- Digital Media and Design



How to use the directory:

Finally, when you have found a supplier click “Request an introduction” and add your email address.
We will then introduce you to that supplier.

We will be on hand throughout the process, working with our partners to support the SME whether it’s support in getting signed up to a procurement system, in refining their bid or pitch, or meeting compliance requirements, we aim to make the process as simple as possible for both organisations

We will also support public sector organisations by finding potential partners, sharing knowledge and experience from across the sector, and searching for any additional funding or support that is available.





If you are a supplier and would like to join scan the QR code.



If you are a public sector organisation and would like view the directory visit www or scan the QR code.



If you would like more information, would like a more detailed overview, or would like us to speak at an event or meeting then please speak to one of us! Please also share this information with any colleagues or businesses that you might be working with.



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Q&A



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