



## **Triton Knoll Offshore Wind Farm Project**

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**EV162: Innogy Supply chain newsletter 2**

### Keep in touch



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[www.npower-renewables.com](http://www.npower-renewables.com)



@RWErenewables

### Hello and welcome

RWE npower renewables (RWE) is pleased to bring you our latest Business News Bulletin and information from the development and delivery of our activities across Wales.

The last quarter has seen our business deep in discussion with the supply chain at all levels, from CBI Wales' Economic Forum, to engagement at a very local level around our specific wind farm proposals and developments.

Renewables represents a huge potential for the Welsh economy, and we continue to work towards ensuring businesses are aware of those opportunities, the processes and qualifications they need to be competitive when it comes to tendering for works.

Continuing our **In Focus** feature, looking in detail at key topics within the pre-qualification process, this quarter's newsletter explains more about the way our electronic tendering system **Portum** works.

If you have any other ideas, or issues that you would like to know more about, email us with your suggestions and we'll look to address these in future news bulletins.

Finally, if you would like to know more about joining our supply chain, see the Health & Safety article later in this bulletin, or contact our procurement team, via email: [renewablessuppliers@rwe.com](mailto:renewablessuppliers@rwe.com).



## LATEST Business News

### Mid Wales eco-specialists Dulas wins hydro survey work

Mid Wales renewables specialist Dulas Ltd has secured a key contract to deliver a complex package of design and environmental studies in support of a new RWE NRL hydro scheme being developed in North Wales.

The Machynlleth business will operate in the heart of the Snowdonia National Park and is tasked with helping ensure the developing 5MW hydro proposals can be delivered with minimal impact on the surrounding environment.

Dulas secured the £90,000 contract against competition from other non-Welsh businesses, and expects to issue further significant sub-contracts locally to experts in the delivery of environmental-focused surveys, from ecology and landscape to fisheries and tourism.

The survey work kicks off the development process and if successful, the 5MW scheme could be capable of generating enough energy to meet the needs of the entire Betws-y-Coed area. If approved, the new site would bring in important investment to the local area and require a major construction programme with significant civils contracts expected to be awarded.

A spokesman for Dulas said: *"It means a lot to Dulas to be able to work with a hugely successful utility in the renewables field like RWE NRL, to deliver more renewable energy for Wales. It's reassuring to see that developers like RWE NRL are genuine in their attempts to seek to employ competent Welsh suppliers on their projects."*

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### Apprentices go back to College

Apprentices on RWE's wind turbine technician apprentice scheme have gone back to college in North Wales to start their second year on the pioneering scheme.



Last year's six apprentices taken on by RWE are joined by four further trainees, transferred from Neath College to the specialist wind turbine training centre at Llandrillo College, which is also funded and supported by RWE. At the same time, a further five new apprentices are starting their course for the first time this year – with Llandrillo College.

*(LEFT) RWE's 2012 and 2013 Apprentice intakes get back to 'school' at the specialist Wind Turbine Training Centre at Llandrillo College, North Wales.*

For more information, go to: <http://www.rwe.com/web/cms/en/86182/rwe-innogy/news-press/press/?pmid=4009521>

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## RWE short-listed for inaugural Wales Green Energy Awards 2013

RWE NRL is delighted to have been short-listed in the inaugural RenewableUK Cymru Wales Green Energy Awards 2013 in the field of supply chain development.

The award recognises suppliers, developers and supporting businesses and agencies that have contributed most to the growth of Wales' renewable energy supply chain in the last year.

RWE's activities have included the introduction of this electronic Business Bulletin, numerous supply chain events and talks to core business groups like CBI, in order to help raise awareness of opportunities from the renewables sector, and especially wind farms. This level of commitment aims to ensure local firms are well placed to compete for contracts either with RWE, the wider sector or tier 1 contractors. Winners will be announced on October 09, 2013.



*Onshore Procurement manager Kim Gascoigne (right)*

*"Renewables is a significant growth sector ... "*

RWE's Onshore Procurement Manager Kim Gascoigne, said: *"Renewables is a significant growth sector for the Welsh*

*economy and I know that we and the wider industry are desperately keen to ensure Wales' supply chain understands and prepares for the opportunities that will emerge in the years to come. It's therefore refreshing to see those efforts appropriately acknowledged. Fingers Crossed for some success at the awards!!!"*

For information, see the RUK Cymru website: <http://www.renewableuk.com/en/events/wales-green-energy-awards-2013/index.cfm>

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## Brechfa Forest East Wind Farm looks for support ahead of committee

It is hoped that Brechfa Forest East Wind Farm will come before Carmarthenshire County Council Planning Committee before the year's out, and we are now looking to provide local councillors with a demonstration of local support.

Brechfa Forest East is RWE's second wind farm proposal in the area, alongside Brechfa Forest West – a larger 84 megawatts (MWs) wind farm and Nationally Strategic Infrastructure Project, which was consented by the Secretary of State for Energy & Climate Change earlier this year.

Independent socio-economic studies suggest that, both Brechfa Forest East and Brechfa Forest West could be worth £36.4m to Wales (value measured as Gross Value Added), up to £28m for South and South West Wales and could sustain 338 full time equivalent jobs during construction alone.

For politicians to be able to support wind farms and the opportunities that they bring, they need to know that a wind farm is supported locally. There is now an online petition where supporters can demonstrate to councillors at Carmarthenshire County Council that the Brechfa Forest East Wind Farm planning application - reference: E/24195 – is supported.

For more information, go to: [www.npower-renewables.com/brechfaforest](http://www.npower-renewables.com/brechfaforest)

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## Bacon butties and business in Wales

Companies local to wind farm projects in North and South Wales recently joined RWE NRL for breakfast, to learn more about the business potential of emerging and consented renewable energy schemes.

Two separate, locally focused events have taken place since the last Business Bulletin, in Carmarthen in July, and Llandudno in August.

At the first event, RWE's specialists in development, construction and procurement, met with around 30 businesses all local to the two Brechfa Forest West wind farms in Carmarthenshire.



*Carmarthenshire businesses can look for opportunities from the construction of two Brechfa Forest sites*

Attendee Gwen Phillips, of Apple Blossom Cleaning Services Ltd said after the event: *"The whole event was really useful. We're a local and dynamic business and I'm really glad I took the time to go along. The presentations made it clear what opportunities there are associated with wind farm development, and I will definitely be keeping in touch in the future."*

For more info about the Carmarthen event, go to:

<http://www.rwe.com/web/cms/en/2015340/rwe-innogy/sites/wind-onshore/united-kingdom/in-development/business-breakfast/>

A second event, at Llandudno's Venue Cymru, followed a similar format, this time focusing on Clocaenog Forest Wind Farm – potentially worth over £22million to the region in business opportunities. Representatives of around 45 local businesses attended.

Llandudno event attendee Rhian Parry from Workplace-Worksafe Ltd said *"It's not often that you get the opportunity to sit down and discuss business with the head of Procurement for such a large company. We have recently developed a new product which has global approval for the wind energy market, and having the opportunity to find out who to speak to direct was invaluable to us as a company."*

Both events highlighted the significant opportunities available for local businesses, the kind of qualifications and business practices the renewables sector looks for from its contractors, and provided information about the typical procurement process.



*Caption: Around 40 local businesses joined RWE for Business& breakfast at Venue Cymru, Llandudno, North Wales.*

Copies of the Llandudno presentations are available to view at the website: [www.npower-renewables.com/clocaenogforest](http://www.npower-renewables.com/clocaenogforest)

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## RWE helps promote business in Rhondda Cynon Taf



RWE npower renewables is sponsoring the Rhondda Cynon Taf (RCT) Business Club Gala Awards, specifically the Environmental Business of the Year category 2014.

The Awards recognise and celebrate the best in local business, while highlighting talent, loyalty and commitment. This is RWE's first year involved with the awards, which are open to companies of all sizes and sectors within the County Borough of Rhondda Cynon Taf.

For more information, visit: [www.rctbusinessclub.co.uk](http://www.rctbusinessclub.co.uk)

One of RWE's oldest and most iconic wind farms, Taf Ely, is located in the RCT area, and is the company's first operating scheme in Wales to be approved for repowering – the process of demolishing and replacing old wind farm technology with new kit.



See our web for more information: [www.npower-renewables.com/taffely](http://www.npower-renewables.com/taffely)

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## Linking up with CBI Wales

CBI Wales and RWE linked up this summer to help further raise awareness of procurement and business opportunities from the renewables sector.

RWE's UK Economic Investment Manager Tanya Davies and Onshore Procurement Manager Kim Gascoigne met with CBI Wales Economic Forum members at Swansea University, which hosted the meeting, to discuss opportunities for SMEs and how the business goes about procuring services. Through such events, RWE NRL hopes to share relevant and targeted information, helping local businesses become better placed to compete for local contracts.

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## Gwynt y Môr Offshore Wind Farm marks first power generation

Gwynt y Môr Offshore Wind Farm officially generated and exported its first electricity this summer, on track to become the second largest operational offshore wind farm in the world.

Wales' companies have performed at crucial points throughout the construction works so far, playing a key role in helping deliver such a crucial milestone - from preparation of the onshore substation site, to cable manufacture, installation and connection.

At 576MW, Gwynt y Môr will be capable of generating enough energy from renewable sources to power the equivalent of approximately 400,000 homes - around a third of the total number of homes in all of Wales.

Construction of the wind farm has already levered over £90m in contracts to businesses in Wales, been a catalyst for the set-up of Wales' first Wind Turbine Apprentice Scheme, and will drive almost £19million into local community projects, over the project's lifetime.

Project director Toby Edmonds praised the teams of contractors and staff that have helped achieved the major milestone and said: *"This day signals the most significant step to date towards bringing online a highly capable renewable energy source, powered from the UK's own freely available natural resources and able to support approximately 400,000 homes."*

For more info:



<http://www.rwe.com/web/cms/en/86182/rwe-innogy/news-press/press/?pmid=4009755>

*Local companies across North Wales and the North West have been instrumental in paving the way for the delivery of green energy from an abundant, free offshore wind resource. Holyhead-based Turbine Transfers provides crew transfer vessel services across the Gwynt y Môr Offshore Wind Farm.*

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## **Mid Wales Inquiry resumes as The National Grid reveals preferred route & substation location**

The conjoined inquiry into wind farms in Mid Wales has resumed, following Powys County Council's decision to object to a number of large wind farm developments in the area.

National Grid has revealed its proposals to install eight miles of grid connection underground, and 25 miles overland via its new T-pylons in order to connect planned wind farms in Powys. It has also identified a preferred "secluded" site for a substation at the Tir Gwynt wind farm, and proposes a draft route which keep away from villages, and uses "hills and trees as a natural backdrop to help keep any visual impact to a minimum".

Carnedd Wen Wind Farm and Habitat Restoration Project is RWE's largest onshore wind farm proposal in Wales, with significant potential for the Welsh supply chain, habitat and local community investment. Studies suggest that during construction alone, it could be worth up to £76m to Wales, while supporting a local economic investment fund of around £12.5million over the project lifetime.

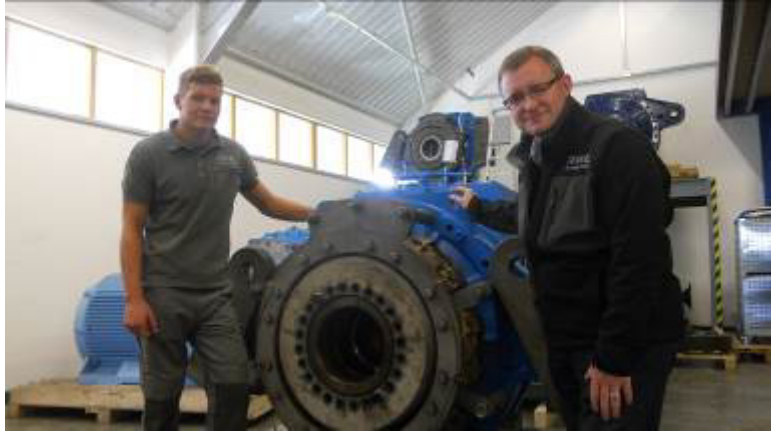
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## Apprentice scheme takes political centre stage

Welsh Liberal Democrat Energy and Environment spokesperson William Powell, AM, spent a day this summer working as an Apprentice Wind Turbine Technician out of RWE's Llanidloes Wind Turbine Service Centre.

During his day at the mid Wales facility, Mr Powell joined first year apprentice wind turbine technician Tom Woodward, 20, from Newtown, who helped the AM don a harness and learn how to work at height.

The exercise was in support of the Liberal Democrats' "A Million Jobs for a Stronger Economy" campaign, and focused on the RWE NRL apprenticeship scheme and the fact that apprentices are often taken on in a wide range of sectors, including the renewables sector.



*Assembly Member William Powell, right, with RWE apprentice Tom Woodward.*

Mr Powell said: *"The green sector has a lot to contribute to the Welsh economy, and it is essential that it receives the support it needs to boost inward investment."*

Kevin Dodd, RWE's Regional Operations Manager at Llanidloes, added: *"Over the next few years, we hope to see more projects consented and therefore we will need to make sure we have plenty of well-trained local service technicians, ready to become the experts in this field. That's why we've created an extra five apprenticeship positions this year."*

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## IN FOCUS: Electronic tendering



*The start of construction work is often the end of a long process of tendering and negotiating.*

### The tender process and how it is changing

The beginning of any construction work on site is often seen as the start of the project.

But behind the scenes, it's often the culmination of a lot of hard work by the project team in negotiating and agreeing a whole raft of complex contracts under which the works are finally able to be carried out.

Long before the mobilisation of heavy plant and machinery, a tender list is compiled and the **Invitation To Tender (ITT)** package is drafted and issued to contractors, who are bidding for the works.

In recent years, we have changed the way in which we communicate to the market our requirements within the ITT package.

Originally, multiple paper copies would be produced and posted, a method both laborious, costly, and which used up vast amounts of paper. The advent of DVD writers made the process much cleaner and quicker, and we have moved on from there, moving to and preferring web-based portals (or e-sourcing!).

#### Introducing 'Portum'

RWE has developed its own e-sourcing system, a web-based tendering process called "*Portum*" which allows a lot more flexibility and relevance to the contract being awarded.

#### So how does it work?

It allows the Project Procurement Manager (PPM) to format and tailor the ITT to suit the relevant project and contract; fields can be created to allow narrative or numeric input and completion of these fields can be made mandatory or optional. This ensures bidders submit information in a consistent manner, which is particularly important at the initial stages of tender assessment – it is not uncommon for bidders to adopt their own format for tender documents making comparison more complex.

The tendering period is pre-defined within Portum by entering start and end dates. At the start date the ITT package created by the PPM becomes 'live' and available to bidders, they each see the same information. During this period the PPM can monitor bidders progress in completing their submissions, no detailed information can be seen but, for example, if a pricing schedule contains 50 numeric data

fields, Portum will indicate how many of these fields have been completed by each bidder. Whereas previously we had no visibility we are now able to monitor progress and contact bidders if necessary to offer support.

Pre tender communications are also much simpler within Portum. Queries can be dealt with via the built-in messaging system and if a response to a particular query needs to be communicated to all bidders, it's a straightforward mouse click! Frequently Asked Questions (FAQ's) can also be generated if a query is raised on a number of occasions by different bidders.

### ***Important deadline reminders***

Portum will send a reminder to each bidder 10 days before the ITT end date, so there's no excuses for missing the deadline. Equally, as soon as the end time and date is reached, the facility to upload a submission is removed.

It is at the close of the tendering period, where the benefits of Portum become most apparent, especially in terms of creating an automatic overview of bid prices in just a few minutes, compared to the lengthy paper-led processes of the past.

Of course there is much more to bid evaluation than just the prices but a formerly time consuming aspect of bid assessment has been made a whole lot easier.

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## **PREQUALIFICATION PROCESS**

**For further details** of our pre-qualification process or to request a Supplier Registration Form please email our Procurement team at [renewablessuppliers@rwe.com](mailto:renewablessuppliers@rwe.com)

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## **MAKE IT BETTER!**

**We hope you found this e-newsletter useful.** If you have ideas for what would make it more useful in the future, please let us know. Email: [renewablessuppliers@rwe.com](mailto:renewablessuppliers@rwe.com)

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