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# Heat Pump Ready Stream 1: How to Apply

Science and Innovation for Climate and Energy



Department for  
Business, Energy  
& Industrial Strategy

# Aims of this session

By the end of this session, you should know:

- **Where** to submit your Stream 1 application
- **How** to submit your Stream 1 application
- **When** to submit your Stream 1 application

This session will **not** be covering the eligibility, scope or assessment process for Stream 1.

Applicants should refer to Stream 1 Competition Guidance for details on the eligibility, scope or assessment process.



# Questions?

Please use the Q&A tab in the live event to ask questions throughout the session.

Note: there is a 2-3 minute delay between the speaker and the audience. If your questions refers to a specific detail on a slide, please include reference to the slide number in your question.

Any questions relating to broader details of Stream 1 should be submitted to [heatinnovation@beis.gov.uk](mailto:heatinnovation@beis.gov.uk) by **14:00, Friday 14<sup>th</sup> January 2022**.

Questions after this deadline will **not** receive a response.



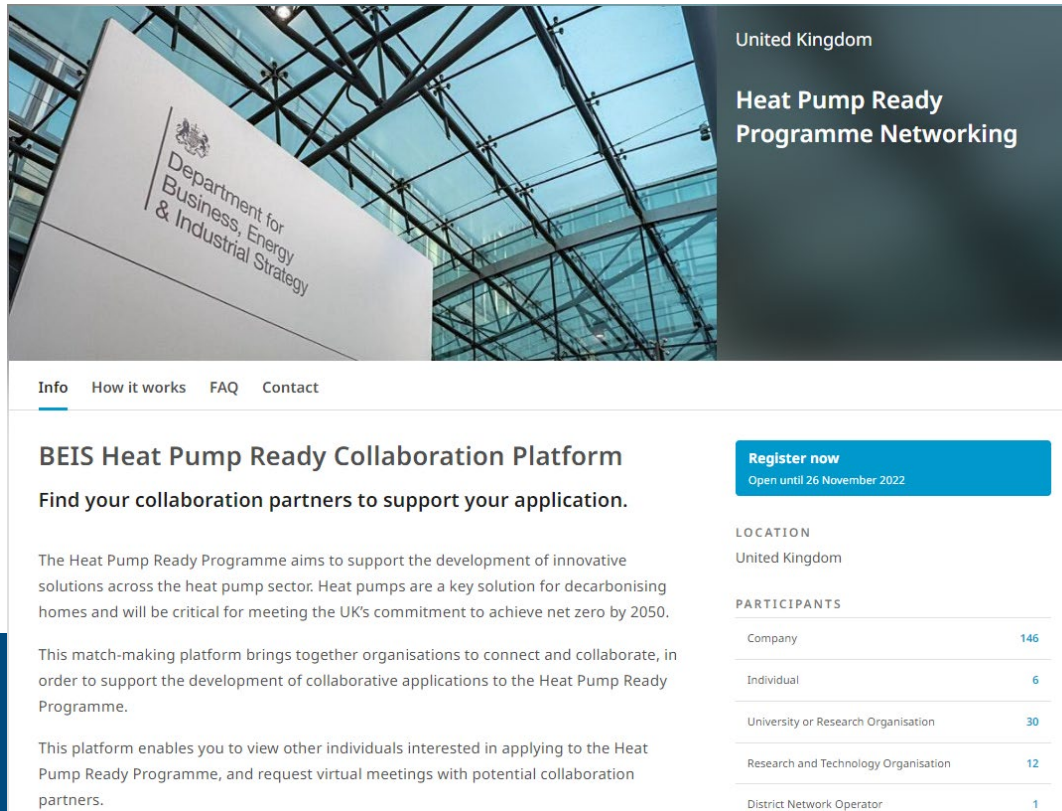
Slide 2



Department for  
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& Industrial Strategy

# Finding collaboration partners

<https://heat-pump-ready-programme-networking.b2match.io/>



United Kingdom

Heat Pump Ready Programme Networking

Department for Business, Energy & Industrial Strategy

Info How it works FAQ Contact

## BEIS Heat Pump Ready Collaboration Platform

Find your collaboration partners to support your application.

The Heat Pump Ready Programme aims to support the development of innovative solutions across the heat pump sector. Heat pumps are a key solution for decarbonising homes and will be critical for meeting the UK's commitment to achieve net zero by 2050.

This match-making platform brings together organisations to connect and collaborate, in order to support the development of collaborative applications to the Heat Pump Ready Programme.

This platform enables you to view other individuals interested in applying to the Heat Pump Ready Programme, and request virtual meetings with potential collaboration partners.

**Register now**  
Open until 26 November 2022

LOCATION  
United Kingdom

PARTICIPANTS

Company	146
Individual	6
University or Research Organisation	30
Research and Technology Organisation	12
District Network Operator	1

# Supporting Documents

Alongside the competition documentation, BEIS has published two supporting documents:

- Background on innovation needs
- Stakeholder engagement feedback

Applicants can use information within these documents to support their applications, where relevant.

These are available via the Heat Pump Ready Webpage:

<https://www.gov.uk/government/publications/heat-pump-ready-programme>



## [Background on innovation needs](#)

PDF, 937 KB, 106 pages

This file may not be suitable for users of assistive technology.

▶ [Request an accessible format.](#)



## [Stakeholder engagement feedback](#)

PDF, 657 KB, 10 pages

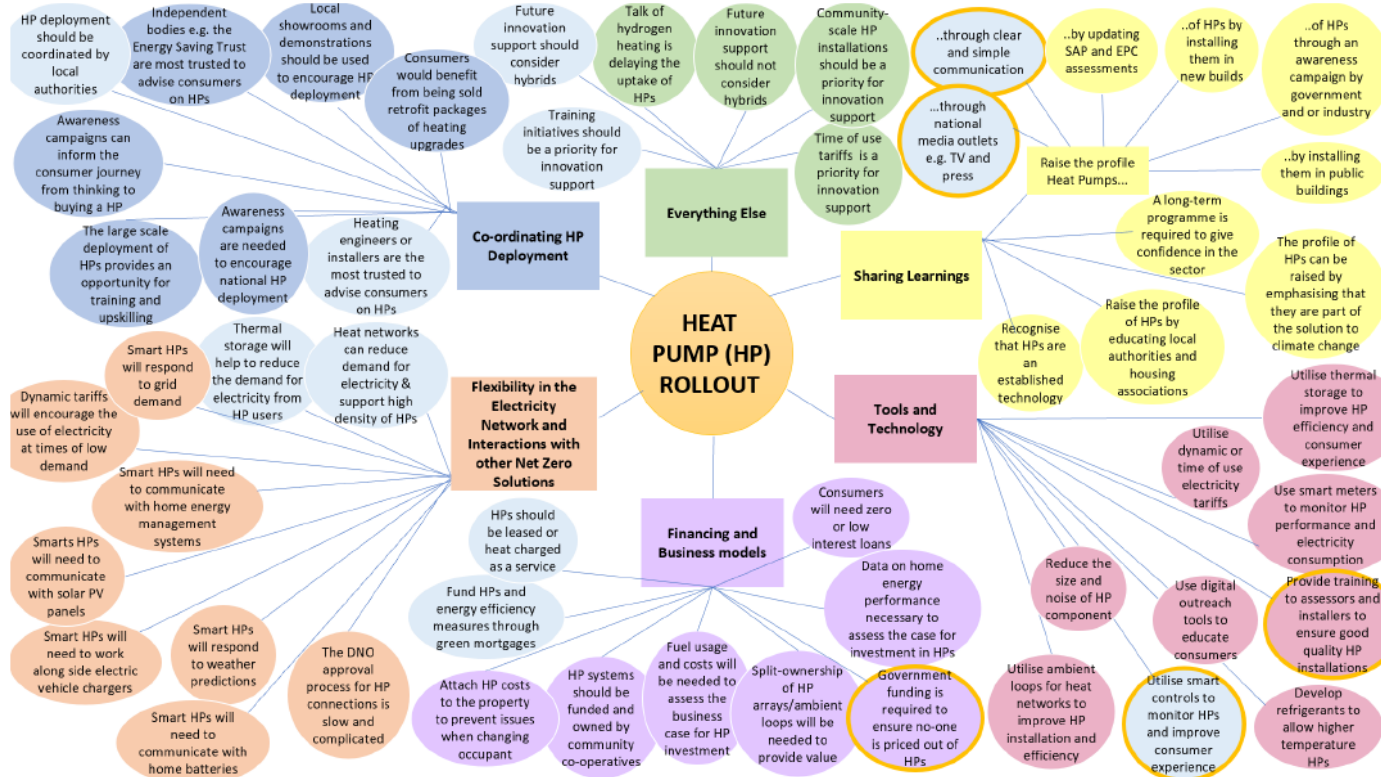
This file may not be suitable for users of assistive technology.

▶ [Request an accessible format.](#)

# Summary of innovation needs

Research Question	Recommendations for future innovation
<b>Question 1 – financial innovations</b>	Trial different finance business models at scale (for example: prosumer business models, heat pump rental models, one-stop-shops, heat-as-a-service, pay-for-performance models, on-bill financing, and PACE financing mechanisms) to understand how effective they are and identify the models most suitable for different consumer profiles.
<b>Question 2 – low voltage grid issues</b>	<p>Gather in-situ trial data on the impact of concentrated heat pump deployment on the low voltage grid (with a heat pump penetration level of &gt;20%).</p> <p>Future trials to look at how mitigation measures, such as the combining of systems with energy storage and flexible load management, can reduce the impact of heat pump roll out on the LV grid.</p>
<b>Question 3 – roll-out facilitation</b>	Develop tools, methodologies and frameworks to aid the coordination effort across local and national stakeholders (i.e., homeowners, installers, finance providers, local authorities, community groups, electrical network operators etc). Trials and innovation activity that consider all aspects holistically/simultaneously are particularly important.
<b>Question 4 – performance and deployment</b>	Gain a better understanding of how the gap in heat pump performance will benefit from the ongoing monitoring, control and optimisation of individual systems and how innovation, such as 3D printing and modularisation, could help reduce the cost and deliver repeatable as-designed performance levels. Trial different methods of optimising heat pumps post-installation and understand whether interventions such as guidance or regulations could reduce the performance gap.

# Summary of stakeholder engagement



Source: 'Stakeholder engagement feedback' paper  
 (https://www.gov.uk/government/publications/heat-pump-ready-programme)



# Stream 1 Timeline

Activity	Stream 1
Competition is open to applicants	22-Dec 21
'How to apply' webinars	13-Jan 22
Deadline for submitting questions	14:00 on 14-Jan 22
Responses to Questions published	21-Jan 22
Close of Competitions	14:00 on 22-Feb 22
Assessment window*	23-Feb 22 - 22-Mar 22
Grant awards / Contract signed*	April 22
Project start dates*	01-May 22

\*dates subject to change

Deadline for Stream 1 questions is **14:00 tomorrow (14 January 2022)**. After this deadline, only technical questions regarding submission of applications will be considered for response.

Response to all questions submitted will be published on the Heat Pump Ready webpage.  
<https://www.gov.uk/government/publications/heat-pump-ready-programme>



# Where to apply: Smart Survey

You can find the link to the application form in the following places:

- Stream 1 Competition Guidance Document (Page 22)
- Contracts Finder Notice

## C.1. Stage 1: Application

Applicants are asked to submit an online competition [application form](#), with supporting information by **14:00, 22<sup>nd</sup> February 2022**. They should explain their proposed approach,

22

The screenshot shows the GOV.UK Contracts Finder interface. At the top, it says 'GOV.UK Contracts Finder'. Below that, there's a 'BETA' banner with the text 'This is a new service - your feedback will help us improve it.' and links for 'Register' and 'Sign in'. The breadcrumb trail is 'Home > SBRI Heat Pump Ready - Stream 1: Solutions for High Density Heat Pump Deployment'. The main heading is 'SBRI Heat Pump Ready - Stream 1: Solutions for High Density Heat Pump Deployment'. Below the heading, it says 'Business Energy and Industrial Strategy' and 'Published date: 22 December 2021'. There is a green button that says 'Watch this notice'. Under the heading, there is a section titled 'Additional text' which contains the following text: 'If you wish to take part in this procurement please see the tender documents attached to this Notice and apply via the online submission form linked within the Competition Guidance Notes tender document and here: <https://www.smartsurvey.co.uk/s/HPR-Stream1-ApplicationForm/>. The slides and Q&A from the supplier event can be found at: <https://www.gov.uk/government/publications/heat-pump-ready-programme>. The slides and Q&A are only included for reference and have been superseded by the published competition/tender opportunities.'

# Smart Survey

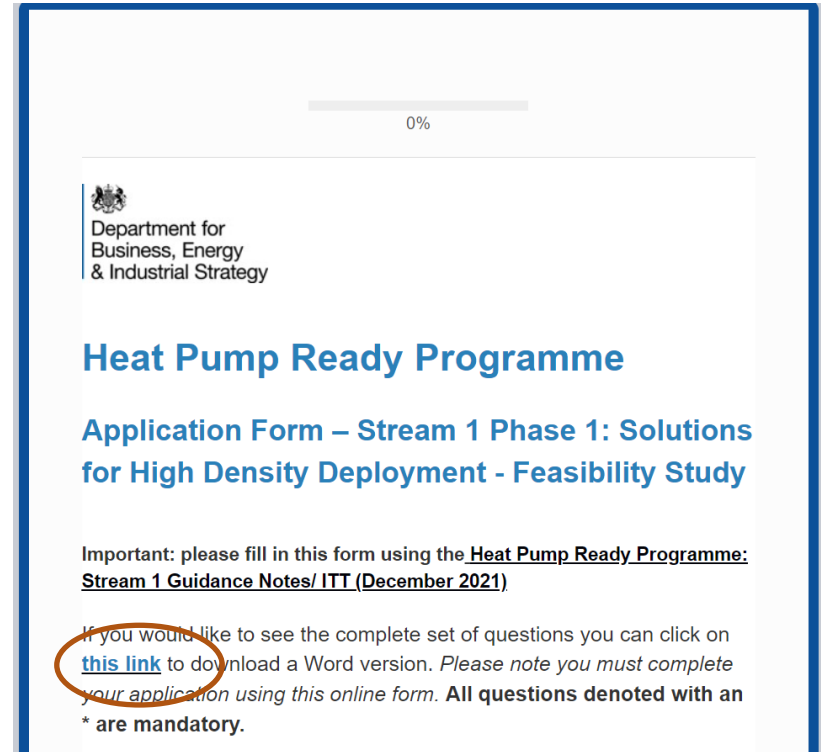
- All applications **must** be submitted via Smart Survey
- A Word version of the application is available to download solely to aid your drafting
- **Word** versions of the application form will **not be accepted**

**Reminder: Use the navigation buttons at the bottom of the form rather than your browser navigation bar – this will prevent you losing what you have already input!**


Save and Continue Later

Previous Page

Next Page



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Department for  
Business, Energy  
& Industrial Strategy

## Heat Pump Ready Programme

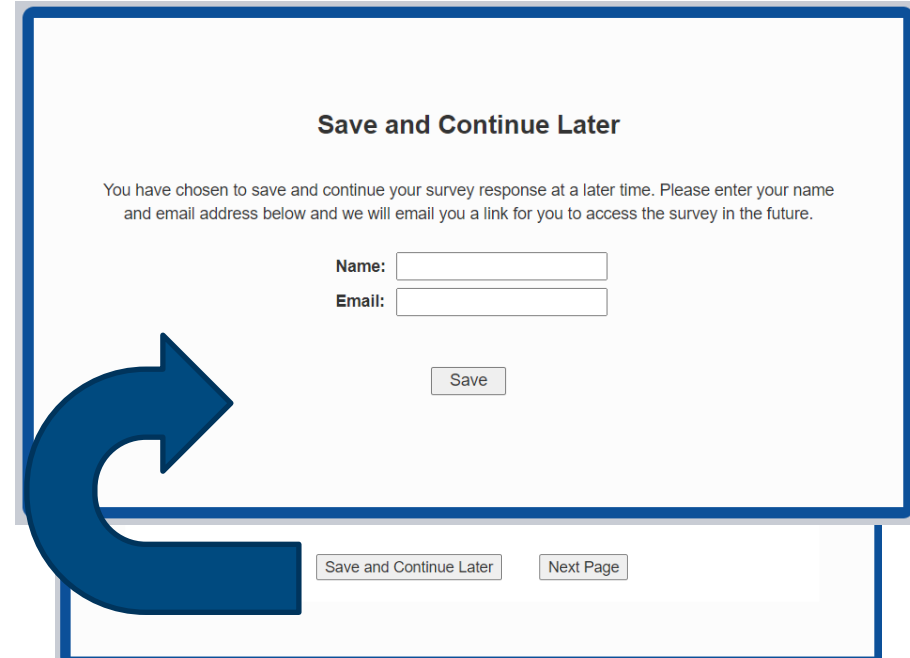
### Application Form – Stream 1 Phase 1: Solutions for High Density Deployment - Feasibility Study

Important: please fill in this form using the Heat Pump Ready Programme: Stream 1 Guidance Notes/ ITT (December 2021)

If you would like to see the complete set of questions you can click on [this link](#) to download a Word version. *Please note you must complete your application using this online form. All questions denoted with an \* are mandatory.*

# Save and Continue

- You do not have to complete your application all in one go, you do have the option to save your application and return to it at a later date.
- **Saved applications are not considered as submitted** – make sure you complete and submit your application, right to the end of the survey!



**Save and Continue Later**

You have chosen to save and continue your survey response at a later time. Please enter your name and email address below and we will email you a link for you to access the survey in the future.

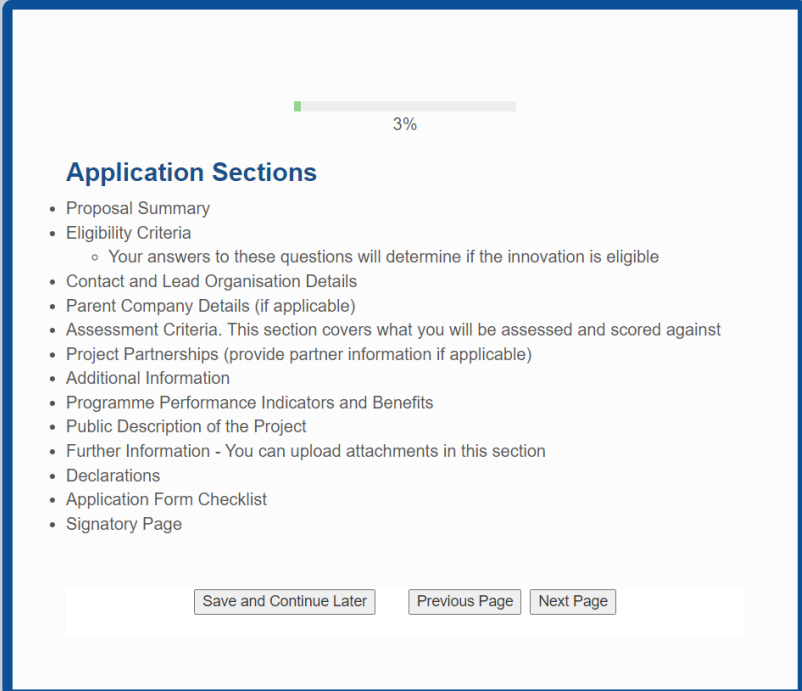
Name:

Email:

# Sections of the application

- The application form is broken down into a series of sections which align with details in the Stream 1 Competition Guidance.
- **Please refer to the Stream 1 Competition Guidance as you are completing your application form**

All questions in the survey must be **complete** and in the **correct format** to allow you to progress with the survey.



The screenshot shows a progress bar at the top with a green segment and the text '3%'. Below it is the heading 'Application Sections' followed by a list of sections. At the bottom of the screenshot are three buttons: 'Save and Continue Later', 'Previous Page', and 'Next Page'.

3%

### Application Sections

- Proposal Summary
- Eligibility Criteria
  - Your answers to these questions will determine if the innovation is eligible
- Contact and Lead Organisation Details
- Parent Company Details (if applicable)
- Assessment Criteria. This section covers what you will be assessed and scored against
- Project Partnerships (provide partner information if applicable)
- Additional Information
- Programme Performance Indicators and Benefits
- Public Description of the Project
- Further Information - You can upload attachments in this section
- Declarations
- Application Form Checklist
- Signatory Page

Save and Continue Later Previous Page Next Page

# Question types

Name of Applicant Organisation  
*This should be the lead organisation/co-ordinator for the proposed project \**

Project Name \*

Short, free text box

Location category to which you are applying\*  
*Please refer to Section D.1 of the Stream 1 Guidance Notes/ITT for definitions and further information on the categories below. You must select the most applicable category for your technology. You may only select one category. \**

Category 1: Urban Location  
 Category 2: Rural Location  
 Category 3: Urban with Significant Rural

Radio buttons – one option only

Stream 1 Phase 1 Total Feasibility Project Costs (£)  
*Please enter the total amount of BEIS funding for programme that you are applying for excluding VAT. \**

Numbers only

Stream 1 Phase 1 Feasibility Project Duration (months)

Sliding bars

To complete this section please upload a completed BEIS Project Cost Breakdown/ Finance Form for Phase 1 here.

Max upload size per file - 5MB  
Max number of files - 1 \*

Document upload

Stream 1 Phase 1 Estimated Start Date \*

DD/MM/YYYY

Dates

18. How is the lead organisation currently funded? (Choose all that apply) \*

No Funding	Founders (including bank loans)	Friends and Family	Public Sector Grants	Angel Investment	Venture Capital	Private Equity	Stock Market Flotation
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Multiple choice

Please give a brief description of the project.

(Maximum 400 words) \*

Long, free text box

# Eligibility questions

Guidance on where to find more details on the eligibility criteria



Yes or No questions



Where relevant, there may be a requirement to provide further detail



## Eligibility Criteria

To be eligible for funding, proposed projects must meet all the following eligibility criteria. Please check the relevant boxes against each eligibility criterion. Please see [Section D](#) of the Stream 1 Competition Invitation to Tender issued on Contracts Finder TT for further information. .

Applications which fail the Eligibility Criteria will not be assessed further, so it is essential to ensure that your project meets these criteria before you submit your application.

If you have any questions on the eligibility criteria please submit them to [heatinnovation@beis.gov.uk](mailto:heatinnovation@beis.gov.uk)

### 1. Regional Location

The competition supports the development of methodologies specific to one local administrative unit (LAU) Level 1 area . \*

	Yes	No
<b>1(a) Is the proposed methodology specific to one LAU Level 1 area?</b>	<input type="radio"/>	<input type="radio"/>

**1(b) What is the LAU Level 1 area for the proposed methodology? (LAU name)**

# Lead Applicant Details

11%

## Contact and Lead Organisation Details

**1. Primary Contact Details \***

Title

Full Name

Position

Mobile Number

Organisation Name

Organisation Website

**2. Email**

*Email will be the primary method of correspondence following submission. \**

20. Does the lead organisation have a parent company? (If yes you will be asked to provide details) \*

Yes

No



14%

## Parent Company Details

**1. Parent Company Details \***

Organisation Name

Address Line 1

Address Line 2

Address Line 3

Town/City

# Uploading attachments

Note: You will not be able to download files which you have uploaded to the survey to check they are correct

There are 2 types of attachments allowable as part of your submission.

**Referenced Figures:** Please note these attachments must be figures referenced in the text of your application **ONLY**. Any additional text submitted as part of the reference figures will **not** be assessed.



**Supporting Information:** Additional background material can be submitted as supporting information, however your application should be standalone without the additional supporting information and supporting information may not be reviewed by



## Guidance – Additional Attachments:

### Referenced Figures (will be assessed)

The applicant's response must be entered in the text box(es) below where provided. Applicants who wish to support their responses with figures where prompted (e.g. illustrations/PFDs/graphs/charts/schematics) may attach these as part of the **Referenced Figures** single attachment (max. 20MB allowance provided) in the **Further Information** section of this application form. Applicants must clearly label the figures in the attachment and reference the figures in their response within the text box to ensure they are assessed. Any further text submitted within the **Referenced Figures** single attachment will not be assessed.

### Supporting Information

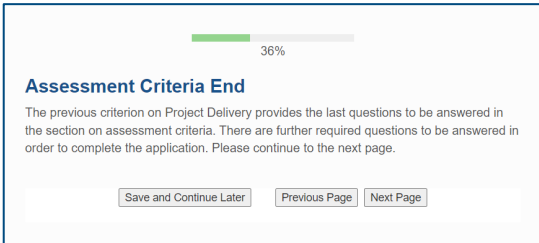
Additional letters of support or other **supporting information** can also be submitted in the **Further Information** section before you submit your online application form, where they add background/ supporting information (this could include but not limited to relevant papers, assumptions/ calculations to back up the assertions made in the application) to the application. However, the assessment will be based on the information directly written in the online application; you should not assume that any additional information will be cross-referenced or reviewed as part of the selection process. Applicants may upload up to 4 such attachments (max. 20MB per attachment).



# Assessment Criteria

Each of the assessment criteria questions has its own page, with corresponding text box to complete the answer.

Please ensure where referencing figures/tables to be included in the 'Additional information' section, that these are clearly referenced and tabled within the attachment.



36%

**Assessment Criteria End**

The previous criterion on Project Delivery provides the last questions to be answered in the section on assessment criteria. There are further required questions to be answered in order to complete the application. Please continue to the next page.

[Save and Continue Later](#) [Previous Page](#) [Next Page](#)

**Reminder:** There are more details to complete after the Assessment Criteria!

## Criterion 1: Innovative, cost-effective methodology for coordinated high-density deployment of heat pumps within a given location

This criterion will be used to assess the novel approach to coordinated, high density deployment, of heat pumps within a given location in the proposed demonstration project, which the project team is looking to develop in the feasibility phase.

Applicants are expected to:

- Explain why their methodology is innovative
- Provide evidence to demonstrate that the proposed approach is technically and commercially feasible, providing justifications where appropriate
- Outline the project expected to be carried out in phase 2, highlighting, including:
  - Their ambition for the number of heat pumps they are expecting to deploy in Phase 2 and their justification for how they will achieve this deployment rate
  - The cost reduction of heat pumps to the consumer and the justification for how they will achieve this cost reduction through their methodology
- Describe the deployment challenges expected to be overcome by the coordinated methodology.
- Describe the approach that will be taken towards consumer engagement
- Detailing the anticipated cost of the Phase 2 methodology trial and how the feasibility study phase will firm up these costs

(Weighting for Criterion 1 – 15%)

# Note on Uploads

## Criterion 6a: Project team and organisation

Applicants are expected to:

- Provide an organogram and outline the key roles for each partner.
- Provide brief CVs of lead individuals within the project team should be provided in an attachment to this criterion (CVs should be no longer than 2 pages each).

To complete this section on Project Delivery please upload a completed CV package and Organogram here.

*Max upload size per file - 20MB*

*Max number of files - 2 \**

Choose File

You may get error messages on uploads.

Please check you have uploaded the correct number of attachments.

In this instance:

Upload 1 – Organogram

Upload 2 – CV

The system will not accept these submitted as 1 upload and you will not be able to proceed.

# Collaborative (Consortia) Applications

- Applications from consortia are welcome.
- **Only one submission should be submitted for each separate project application**, but all consortium partners are required to sign the completed application form for their project(s) (see Appendix 3, Declaration 2 of the application form).
- If a consortium is not proposing to form a separate corporate entity, the project partners will need to nominate a lead organisation who we will contract with and complete a Consortium Agreement (once a contract has been awarded).
- Please note that BEIS reserves the right to require a successful consortium to form a single legal entity in accordance with Regulation 28 of the Public Contracts Regulations 2006.
- BEIS recognises that arrangements in relation to consortia and sub-contractors may (within limits) be subject to future change. Applicants should therefore respond in the light of the arrangements as currently envisaged and are reminded that any future proposed changes in relation to consortia and sub-contractors must be submitted in writing to BEIS for consideration on a case-by-case basis.

# Collaborative (Consortia) Applications

## Collaborative Application

Is this a collaborative application? If yes you will be asked to provide contact and organisation details for each partner. \*

- Yes  
 No

You will be asked to submit **into the survey** Partner Organisation Details for up to 3 partners.

For applications with more than 3 partners, an **additional form will be provided**, once the 3<sup>rd</sup> partner has been entered into the survey, for completion and upload to your application.

## Partner 1 Contact and Organisation Details

You will be able to enter the contact and organisation details for up to 3 partners in this application form. If you have more than 3 partners you will need to enter the contact and organisation details for these additional partners in a separate form. There is a link to it once you have completed the 3rd partner entry in this application form.

### Contact Details

Title	<input type="text"/>
Name	<input type="text"/>
Position	<input type="text"/>
Email	<input type="text"/>
Mobile Number	<input type="text"/>
Organisation Website	<input type="text"/>

### Organisation Name

You will also be asked about partner organisations parent company, if applicable.

# Additional Information

## Additional Information

The answer to the following question will only be taken into account once the application has been fully assessed to ensure projects are not double funded.

Have you applied, or are you planning to apply, for any other government funding for this project? \*

- Yes
- No

and if Yes, please specify

# Performance Indicators & Benefits

## Programme Performance Indicators and Benefits

The information you provide in this section will not be part of the assessment criteria in moderation

How would you describe the nature of your innovation project? \*

- Product Development
- Hardware Development
- Service Development
- Software Development
- Process Development
- Other (please specify):

State how many FTE jobs could be retained in your organisation as a result of participation in this project? (enter a number) \*



# Public Description of Project

## Public Description of the Project

The public description of the project should be a brief non-confidential description of the project that BEIS may use in online or printed publications. Please describe the project objectives, key deliverables and the expected project benefits.

*(Maximum 400 words) \**

# Further Information Uploads

## Further Information

### Referenced Figures (will be assessed)

The applicant's response must be entered in the text box(es) where provided in the Assessment Criteria section. Applicants who wish to support their responses with figures (e.g. illustrations/PFDs/graphs/charts/schematics) may attach these here as part of the **Referenced Figures** single attachment (max. 20MB allowance provided). Applicants must clearly label the figures in the attachment and reference the figures in their response within the text box to ensure they are assessed. Any further text submitted within this attachment will not be assessed.

To complete this section, you may upload referenced figures here.

**Max upload size per file – 20MB**  
**Max number of files – 1**

Choose File

### Supporting Information

Additional letters of support or other **supporting information** can also be submitted here before you submit your online application form, where they add background/ supporting information (this could include but not limited to relevant papers, assumptions/ calculations to back up the assertions made in the application) to the application. However, the assessment will be based on the information directly written in the online application; you should not assume that any additional information will be cross-referenced or reviewed as part of the selection process. Applicants may upload up to 4 such attachments (max. 20MB per attachment).

Upload further information documents here.

**Max upload size per file - 20MB**  
**Max number of files - 4**

Choose File



# Declaration Submissions

Download declarations via the links



## Declaration Forms

To complete your application, you must download, complete and sign where relevant and upload the following documents using the 'choose file' option below.

- Statement of non-collusion
- Form of Tender
- Conflict of Interest form
- Standard Selection Questionnaire
- Code of Practice
- GDPR Assurance Questionnaire

*If convenient you can use e-signature to sign the documents.*

*Max upload size per file - 5MB*

*Max number of files - 10*

\*

Choose File



Upload complete declaration

# Submissions checklist

## Application Form Checklist

As well as the completion of this Application Form please check that, if required, you have provided the following information.

	Yes	No
Organogram	<input type="radio"/>	<input type="radio"/>
CV package	<input type="radio"/>	<input type="radio"/>
Stream 1 Phase 1 Gantt Chart or Outline Project Plan	<input type="radio"/>	<input type="radio"/>
Stream 1 Phase 1 Key Work Packages	<input type="radio"/>	<input type="radio"/>
Stream 1 Phase 1 Risk Register	<input type="radio"/>	<input type="radio"/>
Project Cost Breakdown / Finance Form	<input type="radio"/>	<input type="radio"/>
Declarations	<input type="radio"/>	<input type="radio"/>
Attached supporting documentation <i>Clearly referenced</i>	<input type="radio"/>	<input type="radio"/>



# Signatory Page & Submission

## Signatory Page

Please ensure that the named primary contact in the Contact and Lead Organisation Details section checks and signs this application before returning it to BEIS.

### Enter details below \*

Name of Organisation  \*

Signature  \*  
*Please insert name*

Position in Organisation  \*

Date (DD/MM/YYYY)  \*

**Do you give BEIS permission to contact you/your organisation in relation to your application and to provide updates on its progress. We may also share with you further details on the Heat Pump Ready Programme when available?**

**Consent is required for the application to be submitted. \***

Yes

Thank you for completing your application to the Heat Pump Ready Stream 1 Phase 1 Competition.

Once you click on the "Submit Application" button below, your application will be submitted and you can not resubmit.

You will be emailed a copy of your submission. Please check your junk folder in case it has not come through.

You will then be asked three questions being collected on a voluntary basis under the Equality Act 2010. After which you will be requested to complete a short evaluation survey designed to help BEIS improve how it runs future competitions within the Net Zero Innovation Portfolio (NZIP). Please note that neither contribute towards the scoring of your application.

Eligibility, assessment, and moderation of bids is due to be completed by **May 2022** (subject to change and based on the number of applications).

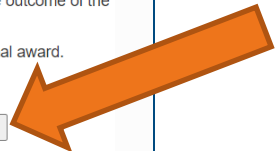
Following this, notification letters will be sent out to all applicants informing them of the outcome of the assessment.

Successful applications will be subject to further due diligence checks before final award.

Save and Continue Later

Previous Page

Submit Application



Note: There is **no** application summary page to review before submission – use previous page button to go back through your application

# Optional Public Sector Equality Data Collection

Thank you for completing your application to the Heat Pump Ready Stream 1 Phase 1 Competition.

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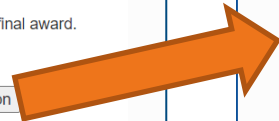
 Department for Business, Energy & Industrial Strategy

## Public Sector Equality Duty - Data Collection

The following data is being collected on a voluntary basis under The Equality Act 2010. Please note, this data is not assessed criteria and has no influence on the outcome of your application. It is saved anonymously and does not accompany, nor is it linked to the application. If you consent, please select the most relevant category in the three questions below for the '**company owner**' or if not applicable the '**lead innovator**' at the '**lead organisation**' for this project application.


1. Please enter the name of the Competition you have applied for. \*

2. Please enter the name of your project.



The following sections are voluntary and can be completed **after** the submission deadline.

# BEIS Competition Evaluation Survey



Department for Business, Energy & Industrial Strategy

## BEIS Competition Evaluation Survey

This survey is designed to help BEIS improve how it runs future competitions within the Net Zero Innovation Portfolio (NZIP). It will not form part of the bid assessment process, and responses will **not** be accessible to those assessing your bid. .

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**1. Please enter the name of the Competition you have applied for. \***

---

**2. Please enter the name of your project. \***

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**3. Where did you hear about this BEIS NZIP competition? \***

- Search engine
- Twitter
- LinkedIn

# Application Submitted

You will receive an email confirmation of your application submission.

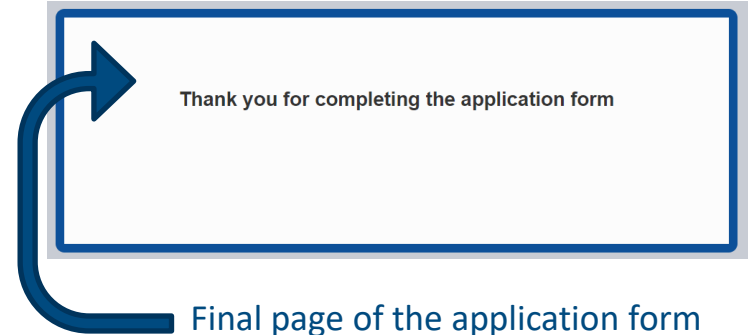
This will be from:

**BEIS Heat Pump Ready Team** [heatinnovation@beis.gov.uk](mailto:heatinnovation@beis.gov.uk)

Subject line:

**BEIS Heat Pump Ready Stream 1 Application Form Submission**

[Please check your junk folder for this email](#)



Final page of the application form

# Stream 1 Timeline

Activity	Stream 1
Competition is open to applicants	22-Dec 21
'How to apply' webinars	13-Jan 22
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Close of Competitions	14:00 on 22-Feb 22
Assessment window*	23-Feb 22 - 22-Mar 22
Grant awards / Contract signed*	April 22
Project start dates*	01-May 22

\*dates subject to change

- No submissions, additional material or amendments to applications will be accepted after this deadline.
- Applicants are advised to familiarise themselves with the Smart Survey system ahead of the deadline.
- Applicants should not rely on technical support in submitting their application form close to the deadline.

**Reminder – all applications must be submitted via Smart Survey, no submissions will be accepted via email or word document.**

# Questions?

Note: any questions submitted as part of this webinar regarding the eligibility, scope, assessment process etc. will not be considered as part of this Q&A session. These questions should be submitted to [heatinnovation@beis.gov.uk](mailto:heatinnovation@beis.gov.uk) for inclusion in the Heat Pump Ready Programme Q&A response. Questions will **not** be copied across from this session.

