

## Decarbonisation Case Study

### Coventry University



#### Requirements

Coventry University were seeking assistance to develop a decarbonisation strategy for their property estates, including domestic and international sites. Their aim was to minimise their properties carbon footprint. For this project, they expressed the desire to involve a large list of suppliers through a competitive bidding process, particularly with established relationships to participate in the bidding process. Cost consciousness was a significant factor for the client, as they were keen on maintaining strict budget control throughout the process.

#### Constellia Solution

Constellia conducted a Level 3 Service competition and finalised the project within six weeks. This included involving and bringing on board a substantial list of potential bidders, which generated seven bids and one no-bid—a rarity in a demanding market. Constellia used RFIs (Request for Information) to screen the long list based on essential criteria to enhance efficiency, reducing supplier time and effort. The supplier was selected with just 44% of the initially proposed figure, saving 56% of fees in the process.

#### Impact

In addition to delivering a quick turnaround to enable the project's swift implementation, Constellia actively negotiated and secured a **£300k** saving within the selected supplier fee. Furthermore, Constellia has now capped future fees to mitigate the risk of rate inflation in the current market environment.

## Delighted Stakeholders and £300k Saving

*“Working with Constellia enabled us to rapidly filter down a long list of potential consultants, so we could focus our efforts only on those which had a credible chance of winning. They then secured a substantial fee reduction, whilst ensuring bidders were still excited to be working with us.”*

*Lead Project Manager, Coventry University*