

Building Strong Relationships with Local Suppliers



Maximising Local Opportunities Through Early Contractor Involvement

- ▶ In October 2020, Statkraft [awarded a contract to Powersystems](#), with Knights Brown as the civil engineering subcontractor, to undertake electrical and civil engineering works for a £20 million Greener Grid Park project in Moray, Scotland.
- ▶ This initiative, pioneered by Statkraft in collaboration with the [National Grid Electricity System Operator \(NGESO\)](#), provided an **Early Contractor Involvement (ECI)** opportunity to **foster a collaborative partnership** among Statkraft, Powersystems, and Knights Brown, aimed at **maximising opportunities for local people, supply chains, and economies**.

Commitment to Client, Local Community And Suppliers

Statkraft is deeply committed to supporting local communities, not only through community funds but also by actively engaging with local suppliers. The relationships established with local suppliers are pivotal in ensuring the success of collective projects, simultaneously delivering valuable investment to the local area.

The 'Good Neighbour' ethos is integral to Statkraft's operations. The partnership was dedicated to finding meaningful ways to engage with the communities in which we operate. Our collaborative commitment ensured that we supported Statkraft in being recognised as a good neighbour, providing local employment, establishing community liaison groups, and generating significant economic and community benefits.



Initiatives and Actions

- ▶ First initiatives to promote **work opportunities**, build a **local supplier register** and collaborate with the Moray Chamber of Commerce.
- ▶ This initiative aimed to **promote our Local Supplier Register**, resulting in a substantial number of Moray companies, from one-person businesses to larger employers, registering. This allowed us to **source local skills and products** for this project and other renewable energy projects in the area.

Gordon Sproat, Powersystems' site manager at one of the Moray projects, highlighted the importance of the Local Supplier Register, "The Local Supplier Register is extremely useful. It is my first port of call for any services we require. **Approximately 75% of our supplier business to date has come from companies on that register.**"

To further support local suppliers and communities, we engaged in the following actions:

- ▶ Regular consultations with the contracts manager to obtain status updates on local supplier opportunities.
- ▶ Strengthening connections with the Moray Chamber of Commerce to streamline the registration process for local companies.
- ▶ Engaging with local educational institutions to explore apprenticeship and placement opportunities.
- ▶ Appointing PR support to promote local involvement throughout the project build.

Investment in Local Supply Chain

- ▶ The investment in the local supply chain has been substantial, collectively from Powersystems UK and Knights Brown amounting to approximately £1.7 million.
- ▶ This investment underscores our commitment to utilising local resources and supporting the local economy.



Local Benefits

- ▶ Statkraft places a high importance on being a good neighbour,
- ▶ They pledged to establish a fund of £20,000 per year for the benefit of local communities near each greener grid park.
- ▶ This fund is particularly special as it provides a regular stream of funding dedicated to projects that accelerate the transition to a low carbon society.
- ▶ Potential initiatives include: -
 - ▶ Training and education of local residents about renewable energy and carbon reduction.
 - ▶ Addressing fuel poverty through education on low-carbon living.
 - ▶ Providing practical support for energy efficiency initiatives.
 - ▶ Increasing access to electric vehicle charging points and promoting transport electrification.
 - ▶ Supporting community-led renewable energy projects.
 - ▶ Promoting active travel methods, including e-bikes.
 - ▶ Offering information to residents on pursuing careers or retraining to join the net zero workforce.



Conclusion

This partnership approach to maximising opportunities for local people, supply chains, and economies through Early Contractor Involvement is exemplified by our commitment to local engagement, investment, and support. By building strong relationships with local suppliers and actively supporting the local community, we aim to ensure the success of our projects and contribute positively to the local economy and society.

