

Routes to becoming a Green Deal installer

**What is the Green Deal and how
could it benefit your business**

You are
currently
here: X

We can
help you
get here: X



SevernWye
ENERGY AGENCY



connecting with local tradespeople

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So, what exactly is the Green Deal?

The **Green Deal** is the new way in which householders and businesses can make energy improvements to their home or office without up-front payments.

Owners and tenants of properties (both domestic and business), will be able to pay for their energy improvements over time, and through their energy bills.

Repayment of these improvements should cost no more than what the property will save in energy costs. This

is what is known as the **Golden Rule**.

For installers, certification is an essential element of the **Green Deal** as work is expected to be completed by a wide range of tradespeople.

The standards and certification framework is designed to ensure that all work is completed to a recognised standard, and that consumers can expect the same level of customer care and protection regardless of the installer they choose.

What's this 'ECO' all about?

The **Energy Company Obligation**, or **ECO**, is the part of the Green Deal in which the big six energy companies will be obliged to contribute.

The **ECO** requires the 'big six' energy companies (British Gas, EDF, Eon, NPower, Scottish and Southern and Scottish Power) to invest in the energy retrofit programme by funding home improvements.

It replaces their existing obligations; the Carbon Emissions Reduction Target (CERT) and the Community Energy Saving Programme (CESP).

Vulnerable and low income households, and those living in harder to treat properties such as solid-walled properties, may qualify for extra financial assistance through the **ECO** to improve the energy efficiency of their homes.

The Department of Energy and Climate Change (DECC) has produced a number of Quick Guides that provide further information on the Green Deal and ECO which can be found here: www.gov.uk/government/organisations/department-of-energy-climate-change/series/green-deal-quick-guides

How does it all work, then?

For the customer, the Green Deal process can be seen as five steps, which you can see below.

Step one is for householders and businesses to find out how to bring their energy bills down by becoming more efficient.

Step two is for the property to receive an assessment from an authorised **Green Deal assessor**. They will produce a detailed report, showing the energy efficiency measures they could have installed under the Green Deal or ECO.

Step three is to find a **Green Deal provider**. They will provide a plan for the installation, which must meet the Golden Rule. The **Green Deal plan**, agreed between owner and provider, is based on recommendations from the assessor. This plan is effectively the contract that sets out the works that will be undertaken, the financial agreements and any other terms.

Step four sees the provider ensuring the work is carried out by a certified **Green Deal installer**. The installer will be certified to meet the required standard, carry the **Green Deal mark** and comply with the standards set out in the code of practice. Once installed

and signed off, the provider will then issue an **Energy Performance Certificate (EPC)**, displaying the property's new rating and outlining the financial terms of the plan.

Step five covers the repayments and any follow-up.



But what does this all mean to me?

The government sees the Green Deal as a way of 'revolutionising the energy efficiency of British properties'.

But what does that mean to you?

Well, becoming an accredited Green Deal installer will mean that local businesses like yours will be able to take advantage of any Green Deal-related work over the coming years.

This is because the installation of any Green Deal or ECO funded improvements can only be carried out by installers certified by an approved certification body, meeting the standards set out in the Publicly Available Specification (PAS) 2030.

Once accredited, installers need to think about how they access the available work. These routes include:

- Developing links with Green Deal providers in the area who are commissioning local installers to deliver their Green Deal work.
- Sub-contracted work provided by other Green Deal installers. Keep in touch with trade associations, systems and product manufacturers for possible opportunities.

- Contacting local authorities in the area in which you work to discover if there are opportunities that you can be part of. Local authorities are considered by the government to be key in delivering the Green Deal and ECO.

Before incurring any certification costs, it's worth investigating and understanding the routes you could take to market your business, as well as assessing the potential value to your company.

Ok, so how do I become 'certified'?

If you're registered to carry out work with one of the bodies accredited by the **United Kingdom Accreditation Service (UKAS)** to certify Green Deal installers (see current list on page 8), it's worth contacting them first.

Ask them for details on the additional costs and processes required in order to become a registered Green Deal installer. This may be a more cost and time effective option than registering with a new certification body.

Your existing registration, for example with either the **Microgeneration Certification Scheme (MCS)**, **Gas Safe**, **OFTEC**, or the **Competent Persons Scheme (CPS)**, may already incorporate some of the detail required to become a Green Deal certified installer. Certification costs between bodies do vary, so you may wish to shop around before making a final decision.

To become **Green Deal certified**, all installers will need to meet standards set out within the **Publicly Available Specification (PAS) 2030** for all of the measures that they install. See over the page for more details on this.

These standards must be met by the installer employees, and it's the duty of the installer company to ensure that

the relevant standards are being met. Providing that you meet the required standard set out in PAS 2030, you can then be certified for as many different measures as you like. Your certification body requires you to:

- Comply with the **Green Deal code of practice**
- Keep clear records of completed Green Deal work and allow monitoring of installation work when requested

Your certification body will then register you for the Green Deal with the **Oversight and Registration Body (GDORB)**.

If you're not registered to carry out work with one of the certified bodies at the moment, then you'll need to contact one or more body to find out the costs and the process required to meet the PAS 2030 standard and become **Green Deal accredited**.

Not all listed certification bodies are able to certify all of the Green Deal measures (listed on page 9 and 10). This may influence which certification body you choose to become certified with. For example, the **British Board of Agrement (BBA)** certification scheme is unable to register companies that wish to install gas heating systems.

The Publicly Available Specification

So, what is the PAS2030? The **Publicly Available Specification**, or **PAS2030** was published by the **British Standards Institution** and provides the requirements for the installation of Green Deal measures in existing buildings.

The full PAS2030 is available from the **British Standards Institute** website (www.bsigroup.co.uk), priced at £95.

Your chosen certification body should be able to provide you with the details required to comply with the specifications for each measure.

You can also obtain a good understanding of the requirements for different measures by accessing the **Common Minimum Technical Competencies (CMTC)** for free at the **Construction Skills 'cut the carbon'** website (www.cutcarbon.info).

Each measure has its own set of requirements. These include:

Installation processes

Installation methods; equipment; tools; and product or system and material suitability.

The management of the process that guides the installation

The commissioning of installed

measures; the training, skills and competence of the people undertaking such installation.

Quality of service

Provided to the customer before, during and after the installation.

These requirements are typically split into two sections by the certification bodies:

- Office audit or assessment of quality management systems
- On site assessment

What's the certification process?

Below is a general overview of the application and certification process to become a **Green Deal accredited installer**.

The applicant company identifies a certification body with whom to register.

The certification body carries out an office audit (quality management system) with the applicant in line with **PAS 2030** requirements.

The certification body carries out site visits for each **Green Deal measure** the applicant company wishes to be **Green Deal certified** for in line with PAS 2030 requirements.

If the applicant's office audit and site visits adhere to requirements, the certification body registers the installer with the **Green Deal Registration and Oversight Body (GDORB)**. The installer is now licensed to use the **Green Deal quality mark**.

The newly certified **Green Deal installer** notifies the certification body and/or **Green Deal provider** of any **Green Deal installations** carried out.

The certification body carries out annual office and site visits to maintain the company's **Green Deal certification**.

Who can certify me as an installer?

Below is a list of bodies currently accredited (as of March 2013) to award Green Deal installer status.

To check for newly accredited bodies, check the Green Deal Oversight and Registration body website (www.greendealorb.co.uk).

- APHC Certification Ltd.
www.aphc.co.uk
- Ascertiva Group Ltd., trading as NICEIC
www.niceic.com
- Blueflame Certification Ltd.
www.blueflamecertification.com
- BM TRADA Certification
www.bmtrada.com
- British Board of Agrement
www.bbacerts.co.uk
- British Standards Institution, trading as BSI
www.bsigroup.co.uk
- Certass Ltd.
www.certass.co.uk
- ECA Certification
www.ecacertification.co.uk
- Energy Saving Trust
www.energysavingtrust.org.uk
- FENSA Ltd.
www.fensa.co.uk
- NAPIT Certification Ltd.
www.napit.org.uk
(the Federation of Master Builders also offers a route to certification through NAPIT, so if you're a member it may be worth checking with them first)
- Ocean Certification Ltd.
www.ocean-cert.com
- OFTEC
www.oftec.org
- Stroma Ltd.
www.stroma.com

What products and systems...?

Currently 45 energy efficiency improvement measures are eligible under the Green Deal and ECO.

Some of these 'measures' (an energy efficiency improvement that can be made to a property) may be recommended in the advice report provided to the property owner, either domestically or non-domestically. Certain measures, though, are only available to non-domestic properties.

The improvement will consist of the installation of a 'product' (e.g. a condensing boiler or heat pump) or 'system' (i.e. a measure or product, made up of component parts, such as external wall insulation systems).

Products

Products covered by the **Harmonised European Standard (hEN)** are considered to be Green Deal and ECO compliant, as long as they have the **CE marking**. If a product does not fall within the scope of the **hEN standard**, then it must be tested and certified by a **UKAS accredited certification body**. The BBA certificates, for example, meet these requirements.

Systems

External wall insulation systems must be **CE marked** against the relevant **European Technical Approval (ETA)** and be subject to confirmation by a body notified under the **Construction Products Directive**. Alternatively, the system must be certified by an **UKAS accredited certification body**. **BBA Agreement Certificates** meet this criterion.

Internal wall, hybrid and cavity wall insulation systems must be approved by an **UKAS accredited certification body**. **BBA Agreement certificates** again demonstrate compliance.

Full details regarding the requirements for products and systems are available within Annex D of the Green Deal Code of Practice, which is available from: www.greendealorb.co.uk

Details of products and systems that have been certified as suitable for the Green Deal by **BBA** can be found here: www.bbacerts.co.uk/green-deal/green-deal-products.aspx

What's the full list of measures?

Below is a full list of measures that can be installed under the Green Deal. This list is current as of March 2013.

To check on changes or updates please check with your certification body or with the Department of Energy and Climate Change.



Heating

- Condensing gas boiler
- Condensing LPG boiler
- Condensing oil boiler
- Gas warm air units
- Under floor heating
- Heating controls (for wet central heating system and warm air systems)
- Heating system insulation
- Flue gas heat recovery devices
- Cylinder thermostats
- Hot water cylinder insulation
- Mechanical ventilation with heat recovery
- Waste water heat recovery devices attached to showers



Insulation and building fabric

- External wall insulation systems
- Internal wall insulation
- Hybrid wall insulation
- Cavity wall insulation
- Cavity wall insulation (hard-to-treat)
- Loft or rafter insulation (including loft hatch insulation)
- Roof insulation
- Room in roof insulation
- Under-floor insulation
- Draught proofing
- High performance external doors
- Pipework insulation
- Replacement glazing
- Secondary glazing

continued overleaf...

What's the full list of measures?



Electrical

- Fan assisted replacement storage heaters
- Lighting systems, fittings and controls (including roof-lights, lamps and luminaires)



Micro-generation

- Ground and air source heat pumps
- Solar water heating
- Solar PV
- Biomass boilers
- Biomass room heaters (including with radiators)
- Micro combined heat and power
- Micro wind generation
- Water source heat pumps



Additional measures

The following measures have been added into the second edition of PAS2030, released in January 2013:

- Chillers
- Ducting and pipework improvements
- Electric warm air heating
- Heating ventilation and air-conditioning controls (including zoning)
- Hot water showers (efficient)
- Hot water systems and controls (efficient)
- Hot water taps (efficient)
- Radiant heating
- Solar blinds, shutters and shading devices
- Variable speed drives for fans and pumps

Routes for Gas Safe installers

As a **Gas Safe accredited installer**, you can use this registration to demonstrate compliance with the gas safety requirements for specific PAS 2030 measures. This alone won't allow you to operate under the Green Deal, though.

You'll need to contact a **Green Deal certification body** to lead you through the checks and requirements to ensure that you comply with all other aspects of PAS 2030. This is likely to include an office audit of **quality management systems**.

If you are **Gas Safe** accredited for any of the following measures, you'll be able to install these as a Green Deal installer, or as an ECO-funded measure after becoming certified with a Green Deal Certification body:

- Condensing boilers, gas-fired (domestic or non-domestic)
- Condensing boilers, LPG-fired (domestic or non-domestic)
- Flue gas recovery devices
- Gas-fired warm-air units (domestic or non-domestic)

The full list of Green Deal and ECO eligible measures is available at the DECC website (www.gov.uk/government/organisations/department-of-energy-climate-change).

Below is a list of certification bodies able to register **Gas Safe installers** as Green Deal installers (Gas Safe is not currently a Green Deal certification body):

- APHC (association of plumbing and heating contractors) Ltd.
- Blue Flame Certification Ltd.
- ECA Certification Ltd.
- NAPIT Certification Ltd.
- Ocean Certification Ltd.
- Stroma Certification Ltd.

Typical certification costs

If you're planning to install **Gas Safe** measures under the Green Deal for which you're already **Gas Safe** accredited, you can expect to pay from £500¹ to ensure compliance and gain certification to install them as Green Deal measures. This cost typically covers the office and on site assessments. There may be additional costs should you need to incorporate a **quality management system** into your work practices.

1: Based on a certification body quote 17 October 2012

Routes for MCS accredited installers

Households and businesses may choose the Green Deal to finance micro-generation measures. Green Deal-financed micro-generation will still be eligible for Feed-in Tariffs and Renewable Heat Incentive payments, but these payments cannot be included in calculations to achieve the Golden Rule.

- Properties will also need to achieve a band 'D' rating or above on their EPC if they want to receive the higher rate FiT payment for solar PV.
- They will need to have made certain thermal efficiency improvements if they are planning to install a renewable heat technology and receive the Renewable Heat Incentive (currently under consultation).
- Some micro generation systems also qualify for ECO funding.

Only a Green Deal certified installer can be employed to install Green Deal or ECO financed systems.

The following measures qualify for Green Deal finance (and ECO Affordable Warmth where indicated)

- Ground and air source heat pumps

(ECO)

- Solar thermal (ECO)
- Solar photovoltaics
- Biomass boilers (ECO)
- Micro combined heat and power (ECO)
- Micro and small scale wind turbine systems (ECO)
- Micro combined heat and power (ECO)
- Water source heat pumps (ECO)

The full list of Green Deal and ECO eligible measures is available at the Department of Energy & Climate Change website.

The Green Deal code of practice states that as a **Micro-generation Certification Scheme (MCS)** accredited installer you will already meet the technical competencies required to install the measures covered by the scheme.

The certification body may also be able to complete the 'on site assessments' as part of your existing **MCS audit**, avoiding further additional assessments.

However, you will also need to demonstrate compliance against the Quality Management Systems (QMS) and Assurances of PAS2030. Your existing MCS Quality Management

Routes for MCS accredited installers

System should meet the majority of PAS2030 requirements, though it's likely that minor adjustments and additions will be necessary. The MCS have produced a document (MCS023) that sets out the additional requirements for MCS installation companies to become Green Deal authorised.

Bodies able to certify installers planning to complete Green Deal or ECO work are listed below.

If your existing **MCS certification** body is not listed here, it may be worth contacting them to discover whether they will be able to certify your company in the future. Costs for certification may vary between bodies, so it may be worth shopping around.

Certification bodies may only be able to certify against specific technologies, so check which ones they cover:

- APHC Certification Ltd.
- Ascertiva Group Ltd., trading as NICEIC
- Blueflame Certification Ltd.
- British Standards Institution, trading as BSI
- ECA Certification Ltd.
- NAPIT Certification Ltd.
- Ocean Certification Ltd.
- Stroma Certification Ltd.

This list is current as of March 2013. To check for newly accredited bodies, please check the **Green Deal Oversight and Registration** body website (www.greendealorb.co.uk)

Typical Certification Costs

If you're planning to install micro-generation measures under the Green Deal for which you are already **MCS accredited**, then there may be no (or minimal) additional costs in becoming Green Deal certified. Check with your certification body and shop around if necessary.

If you're not currently **MCS registered** and plan to install micro-generation systems under the Green Deal, it's recommended you register with one of the **MCS certification bodies** first. Contact details for these can be found here: www.microgenerationcertification.org/installers/certification-bodies.

As an **MCS installer**, if you also wish to become accredited to install Green Deal energy efficiency measures (such as insulation, boilers or glazing), then check with your chosen certification body on the additional costs and processes required.

The Green Deal was introduced by the UK Government in January 2013 in order to help improve the energy efficiency of British homes and businesses.

Becoming a Green Deal accredited installer will mean you can take advantage of any Green Deal-related work in the future, providing opportunities for your business to develop.

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