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MONETISING SCOPE 3 DATA

Leveraging Verified Carbon Reduction Strategies to Win Public
Sector Tenders Under PPN 06/21

Carbon as Currency

In the modern UK infrastructure sector, environmental compliance is no longer merely a corporate social responsibility (CSR) exercise; it is a primary commercial differentiator. The introduction of Procurement Policy Note 06/21 (PPN 06/21) fundamentally shifted the landscape of government contracting. For Tier 1 principal contractors bidding on major public sector infrastructure, carbon data is now effectively currency.

While most major contractors have successfully mapped and addressed their Scope 1 (direct) and Scope 2 (purchased electricity) emissions, the vast majority of an infrastructure project's carbon footprint lies deep within its supply chain—the **Scope 3 emissions** generated by enabling works, excavation, transportation, and materials.

This whitepaper details how Tier 1 contractors can leverage advanced Trenchless Technology (such as UV CIPP) to dramatically reduce their Scope 3 emissions. More importantly, it explains how to *monetise* that reduction by presenting incontrovertible, algorithmically verified carbon data to secure maximum scores in the Social Value weighting of multi-million-pound government and utility tenders.

£5 Million

PPN 06/21 CONTRACT THRESHOLD

10%

MINIMUM SOCIAL VALUE WEIGHTING

Strategic Imperative

By switching procurement models from carbon-intensive "open-cut" excavation to "no-dig" rehabilitation, Tier 1s can eliminate up to 85% of their supply chain carbon footprint, providing the exact empirical edge needed to outbid competitors on major frameworks.

01. The PPN 06/21 Mandate

Procurement Policy Note 06/21 requires all suppliers bidding for central government contracts with an anticipated annual value of £5 million or more to provide a credible Carbon Reduction Plan (CRP) detailing their pathway to Net Zero by 2050. Failure to provide a detailed, board-approved CRP detailing Scope 1, 2, and a subset of Scope 3 emissions results in **automatic exclusion** from the procurement process.^[1]

The rules are intensifying further in specific sectors. Under the NHS Net Zero Supplier Roadmap, starting April 2024, a full CRP is required for *all* new NHS procurements regardless of contract value. By 2027, this will exponentially expand to require the global reporting of all Scope 3 emissions across a supplier's entire value chain.^[2]

02. The Social Value Weighting

Beyond the binary pass/fail mechanics of PPN 06/21, there is the Social Value Model. In central government procurements, Social Value—of which "Fighting Climate Change" is a major pillar—must account for a minimum of 10% of the total tender evaluation score. In local government and hyper-competitive infrastructure frameworks, this weighting is routinely pushed to 20% or even 30%.^[3]

In a tender where Tier 1 competitors frequently submit identical pricing formats and schedule timelines, the 10% Social Value weighting becomes the definitive battleground. A generic statement regarding "committing to greener practices" scores poorly. Tenders are won by companies that provide exact, mathematically validated carbon reduction strategies within their supply chain.

03. Eradicating Supply Chain Carbon

When evaluating the environmental impact of subsurface infrastructure, the traditional "open-cut" method (trenching) is catastrophic for Scope 3 emissions. Open-cut requires the aggressive deployment of heavy plant machinery, the generation of thousands of tonnes of excavated spoil, relentless HGV movements for "muck-away," and the importation of carbon-heavy primary aggregates to backfill the trench.^[4]

Conversely, Trenchless Technology—such as UV Cured-In-Place Pipe (CIPP) lining—rehabilitates existing underground assets without excavation. Independent academic and industry assessments have consistently demonstrated that adopting trenchless methods can reduce the carbon footprint of subsurface projects by between **59% and 85%**.^{[5][6]}

AVERAGE CO₂ EMISSIONS: OPEN-CUT VS TRENCHLESS (CIPP)



**CIPP eliminates heavy excavation plant fuel consumption and completely removes aggregate transportation HGV emissions.*

By eliminating the "muck-away" fleet entirely and drastically accelerating the project timeline, a Tier 1 contractor instantly slashes the heaviest elements of their supply chain emissions.

04. Monetising Verification

Reducing carbon is only half the battle; the ability to definitively prove that reduction to a procurement panel is where the commercial value lies. This is where the supply chain must evolve. A Tier 1 contractor cannot confidently fill out a PPN 06/21 compliant Carbon Reduction Plan if their Tier 2 or Tier 3 sub-contractors cannot supply accurate telemetry on their own operations.

Emission Source	Traditional Methodology	Civil Connect (Trenchless AI)
Plant Machinery	Heavy excavators running for weeks. Fuel estimates logged manually.	Electric UV rigs operating for hours. Exact kW power usage recorded via digital telemetry.
Transportation	Dozens of HGV trips for spoil removal and aggregate delivery.	Single-trip mobilisation of an integrated UV lining rig.
Reporting	Subjective contractor estimates ("Approx. 200 tonnes excavated").	WINCAN-certified digital reports detailing exact material usage and live curing data.

The Bid-Winning Narrative

When a Tier 1 contractor partners with Civil Connect, they don't just secure a drainage package. They are handed a fully-realized, data-backed paragraph for their tender submission detailing exactly how their supply chain will eliminate 75%+ of expected ground-level emissions, supported by digital telemetry.

05. Bid to Win

As government legislation tightens and net-zero target dates approach, the leniency once afforded to carbon-heavy construction methods is evaporating. PPN 06/21 is not a suggestion; it is a rigid commercial barrier to entry. The contractors who continue to deploy traditional, high-emission open-cut methods without justification will find themselves systematically out-scored on the Social Value components of major frameworks.

Data is your sharpest commercial weapon. By pivoting your subsurface supply chain toward Civil Connect's digitally verified, low-carbon trenchless infrastructure solutions, you achieve three strategic goals simultaneously:

- **Derisking Compliance:** You effortlessly meet and exceed the environmental reporting requirements of PPN 06/21.
- **Protecting Margin:** You eliminate the unpredictable delays and costs associated with aggressive ground excavation.
- **Maximising Tender Scores:** You secure maximum marks in Social Value evaluations by providing incontrovertible, empirical proof of supply chain carbon reduction.

Partner with Civil Connect

Demand more from your supply chain. We provide the verified environmental data necessary to outbid your competition and secure the framework.

Sources & Citations:

- [1] Cabinet Office (2021). *Procurement Policy Note 06/21: Taking account of Carbon Reduction Plans in the procurement of major government contracts*. Available at gov.uk.
- [2] NHS England. *NHS Net Zero Supplier Roadmap*. Mandatory full CRPs for all NHS procurement (April 2024).
- [3] Crown Commercial Service. *The Social Value Model*. Minimum 10% weighting mandate.
- [4] British Plastics Federation (BPF) Pipes Group. *Environmental Impact of Trenchless Technology*.
- [5] Matthews, et al. (2015). *Greenhouse gas emissions comparison of trenchless and open-cut pipeline replacement*. (Trenchless methods shown to reduce GHG emissions by up to 78%).
- [6] Kaushal, V. (2019). *Life Cycle Environmental Assessment of CIPP*. (Demonstrating approx. 59.2% reduction in CO2 vs excavation).



Turn Carbon into Currency.

Eliminate 75%+ of your subsurface emissions and secure the verified data you need to win major public sector tenders. Partner with a Tier 1 ready specialist.

[Contact Our Commercial Team](#)

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