

From Net Zero Strategy to Physical Delivery:

How to turn decarbonisation
plans into projects that
actually get built.



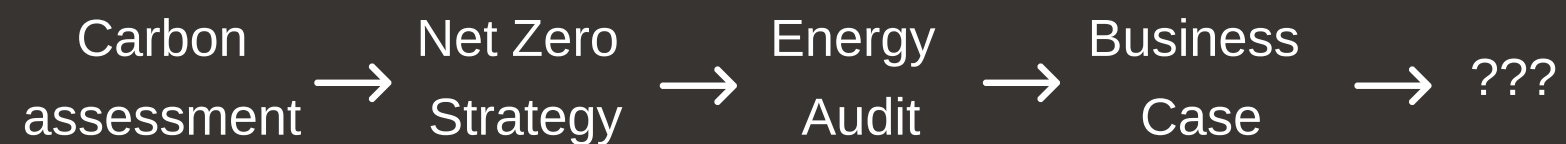
**The industry doesn't have a shortage of
net-zero strategies.**

It has a delivery challenge.

361 can be that trusted partner by going one degree further. Our trusted, reliable, and experienced teams come together to guarantee that each project adheres to the highest standards of quality and efficiency.

The plan isn't the project.

Decarbonisation doesn't happen on a spreadsheet.



And then the project gets stuck.

Common reasons:

- No clear scope of works
- Capital expenditure isn't approved
- Operational disruption is too high
- Existing systems are poorly understood
- Design doesn't reflect the operational reality
- Projects are difficult to phase
- Procurement takes too long
- Nobody owns delivery
- Savings aren't properly validated
- Facilities teams don't have the resource to manage the project

Decarbonisation only creates value when it moves from strategy into the plant room, the roof and the building.

You can't decarbonise at the expense of the science.

For life sciences, the hierarchy is different:

Patient / product / research integrity

↳ Environmental & operational control

↳ Resilience & compliance

↳ Energy & carbon reduction

"Let's improve the performance of your building without compromising the environment it exists to support."

- Critical environments
- Temperature and humidity control
- Pressure regimes
- Air change rates
- Cleanrooms
- Specialist process loads
- 24/7 operation
- Redundancy
- Business continuity
- Validation
- Phased works in occupied facilities



4-6 Throgmorton Avenue, London

A Retrofit project located in the City of London.

Scope of Work

- Removal of the existing chillers and gas-fired boiler plant.
- Installation of a new Lochinvar air source heat pump system.
- Modification and connection of LTHW and CHW pipework to integrate the new system with the existing building infrastructure.
- Electrical disconnections, alterations and new power supplies to support the replacement plant.
- Installation of a new rooftop acoustic and weather enclosure surrounding the heat pump equipment.
- Modifications to the building's lightning protection system.
- Full water treatment, system flushing and laboratory testing to verify water quality.
- Integration of the new plant into the Building Management System (BMS), including updated head-end graphics and operational controls.
- Coordination with the manufacturer for final commissioning and performance verification.

Project Value: £300k – £350k

Programme: 12 Weeks

Location: London





The Decarbonisation Delivery Gap

Strategy says...

Replace gas heating

Install heat pumps

Reduce HVAC energy

Improve controls

Install renewables

Reduce carbon

Save £X/year

Delivery asks...

What replaces it?

Can the building support them?

Which systems and why?

Who is going to implement it?

Where? What capacity? What return?

How do we maintain operations during the works?

What happens when the equipment actually operates?

This is what 361 bring:

Strategy → Design → Cost → Plan → Procure → Deliver → Commission → Optimise

The best decarbonisation project isn't necessarily the most sophisticated one.

Carbon reduction + energy saving + operational resilience + capital return + deliverability

Existing HVAC

- Understand actual operation
- Identify inefficiencies
- Optimise controls
- Remove unnecessary loads
- Recover heat
- Improve distribution
- Replace inefficient plant
- Electrify where appropriate
- Monitor performance

Rather than immediately jumping to:
"Install heat pumps."



From opportunity to operational asset

01 IDENTIFY

Understand the building, systems and operational requirements

02 PRIORITISE

Rank interventions by carbon, cost, risk, ROI and deliverability

03 DESIGN

Turn opportunities into coordinated, buildable solutions

04 PLAN

Develop phasing, procurement, access and operational continuity

05 DELIVER

Manage installation, construction, commissioning and handover

06 OPTIMISE

Measure performance and ensure the building delivers the expected outcome

We don't just tell you what should change. We actually deliver it.

A typical life sciences HVAC decarbonisation project

Starting position

- Ageing HVAC infrastructure
- High energy consumption
- Refrigeration / heating plant approaching replacement
- Limited understanding of actual system performance
- 24/7 operational requirements
- Capital constrained

Our approach

1. Survey existing infrastructure
2. Establish actual energy consumption
3. Identify operational inefficiencies
4. Develop intervention options
5. Model carbon and financial impact
6. Develop phased delivery strategy
7. Detailed design
8. Procurement
9. Installation
10. Commissioning & optimisation

Designing a solution is one thing: delivering it without disrupting business operations is another.

A technically perfect solution that can't be installed without disrupting operations isn't a solution.

Monday - Friday

Research / manufacturing / clinical activity

Evenings

Restricted access

Weekends

Planned shutdowns

Phased works

Temporary systems → isolation → installation → commissioning → changeover

At 361, we combine technical design with programme and project management, health & safety management and full site logistical planning

361 PROJECTS

40 Bank Street, Canary Wharf

Largest human clinical trials facility globally

Scope of Work

- Full mechanical system for 38,000 sqft facility
- Air Handling & Ventilation Systems
- Domestic Hot & Cold-Water Services
- Drainage & Condensate Systems
- Trace Heating, Thermal Insulation & Identification
- Testing, Commissioning & Handover
- Building Management System (BMS)
- Demonstration & Training
- Energy-efficient, water-cooled VRF systems for heating and cooling.
- Class 1 safety cabinets, autoclave, and waste sink in the CL3 lab.

Project Value: £3m - £4m

Programme: 31 Weeks

Location: London





Delivering your Decarbonisation

One building. One review. One clear opportunity roadmap.
For one qualifying lab & life-science facility, 361 will provide:

- 01 **Energy**
Where is the building consuming energy?
- 02 **HVAC**
Which systems are driving consumption?
- 03 **Carbon**
Where are the biggest decarbonisation opportunities?
- 04 **CAPEX**
What could require investment?
- 05 **Priorities**
What should you do first?
- 06 **Roadmap**
What should happen next?

Free to conference attendees





Thank You For Your Time
Any questions?

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01582 471 999
retrofit@361degrees.co.uk



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own 'Desktop
Wildflowers' to
grow from our
stand!