

Vulnerability & Carbon Monoxide Allowance (VCMA)

Project Eligibility Assessment (PEA)

"Think Publishing Collaboration #WeAreAble Campaign "

Simon Hames July 2022

Updated Shelley Snow October 2024





Gas Network Vulnerability & Carbon Monoxide Allowance (VCMA) Governance Document - Project Eligibility Criteria

Section 1 - Eligibility criteria for company specific projects (othe gas appliance repair and replacement)	r than condemned essential
In order to qualify as a VCMA project, a project must:	
VCMA Eligibility Criteria	Criteria Satisfied (Yes/No)
 a) Have a positive, or forecasted positive Social Return on Investment (SROI), including for the gas consumers funding the VCMA project; 	Y
 b) Either: Provide support to consumers in vulnerable situations, and relate to energy safeguarding, or Provide awareness on the dangers of CO, or Reduce the risk of harm caused by CO; 	Y
 c) Have defined outcomes and the associated actions to achieve these; 	Y
 d) Go beyond activities that are funded through other price control mechanism(s) or required through licence obligations; and 	Y
 e) Not be delivered through other external funding sources directly accessed by a GDN, including through other government (national, devolved or local) funding. 	Y
Section 2 - Eligibility criteria for company specific essential gas and replacement projects	appliance servicing, repair
In order to qualify as a VCMA project, unsafe pipework and essential or replacement must meet the following criteria:	gas appliance servicing, repair
 a) A GDN has to isolate and condemn unsafe pipework or an essential gas appliance following a supply interruption or as part of its emergency service role; 	NA
 b) The household cannot afford to service, repair or replace the unsafe pipework or essential gas appliance; and; 	NA
c) Sufficient funding is not available from other sources (including national, devolved or local government funding) to fund the unsafe pipework or essential gas appliance servicing, repair or replacement.	NA

Sectio	on 3 - Eligibility criteria for collaborative VCMA projects		
In orde	er to qualify as a collaborative VCMA project, a project must	t:	
a)	Meet the above company specific and boiler repair and replace (if applicable) project eligibility criteria;	NA	
b)	Have the potential to benefit consumers on the participating networks; and	NA	



C	Involve two, or more	, gas distribution comp	anies.

NA

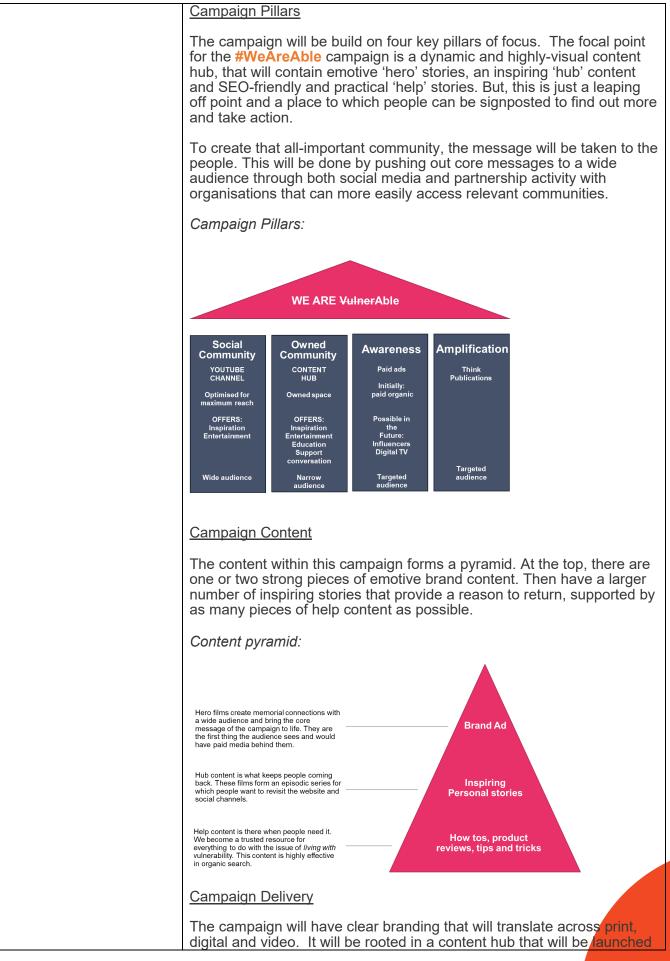
Gas Network Vulnerability and Carbon Monoxide Allowance (VCMA) Governance Document - Project Registration Table 2

Information Required	Description
Project Title	#WeAreAble Campaign
Funding GDN(s)	Cadent
Funding GDN(S)	Cadent
Role of GDN(s) *For Collaborative VCMA Projects only	NA
Date of PEA	July 2022
Submission	Updated October 2024
VCMA Project Contact Name, email and Number	Simon Hames <u>Simon.hames@cadentgas.com</u> 07908898094
	Updated October 2024 Name: Phil Burrows Title: Head of Customer Vulnerability Social Programme Delivery Email: Phil.m.burrows@cadentgas.com Number: 07773 545451
Total Cost (£k)	£348,400
	Updated October 2024 Project Costs: £14,000.00 Project Management Costs: £560.00 Total Costs: £362,960.00
Total VCMA Funding	£348,400
Required (£k)	Updated October 2024 £362,960.00
Problem(s)	Diversity and inclusion is high on the agenda – both on the international stage and more locally at work and even on our favourite TV programmes (e.g. a deaf actor winning Strictly signalled a turning point in reality TV), but there is still stigma around vulnerability – often people do not like to be considered 'vulnerable'. Some people don't identify as being vulnerable. Others don't realise that they are entitled to support because their specific need isn't supported by a charity or they don't realise there is a way to make their life at home easier and safer.
	The Priority Services Register (PSR) helps gas and electrical companies look after customers who have additional needs including chronic illnesses, blindness, deafness, mental health issues, dementia,



	why clear improvements and the second state and the second state of the second state of the second state of the
	physical impairments and those who use dialysis, ventilators and stair lifts. But, in all honesty, people don't know about it.
	There is a lot of work to be done to reduce – and hopefully one day remove – the stigma around vulnerability. But, by creating a campaign that tackles vulnerability head on, there is an opportunity to help create a movement that starts to change the conversation and celebrate those people who feel safe and independent in their own homes. By sharing personal stories of people from different walks of life to inspire others; encourage people to accept their own vulnerability and remove the stigma as well as giving vulnerability a human face that can't be ignored. The campaign will also provide practical advice, 'how to' guides and information on the PSR. Most importantly, this isn't about sales- driven Cadent messaging, but about positive and meaningful change.
	All great campaigns need champions. By utilising Think clients to help disseminate campaign messaging and share relevant case studies, Think can help Cadent find those champions, as well as seek out campaign partners, inviting other organisations who have previously worked with Cadent and the PSR to get involved and promote it via their channels.
	Updated October 2024 Following the success of the previous campaign hitting and surpassing its target by 890% (comprised of 17 million impressions and 4.7 million people in the UK April-September 2023), there is still work to be done. To engage people with the PSR we are keen to get feedback for specific groups of individuals that are eligible for the PSR. Through face-to-face engagement sessions, we can gain insight into people's understanding of the PSR, sign up and engagement and communication strategies, so we can focus on improving engagement.
Scope and Objectives	The objective of the project is to support keeping people safe, warm and independent in their homes as well as to remove the stigma of vulnerability and as such, remove the label. But, for content to become a visible campaign we have to grab and activate people. To create a movement, you need to move people. Building an emotional connection is key.
	The project will be delivered via a campaign approach where the concept will be anchored on focusing on putting 'ability' into 'vulnerability'.
	The campaign will be one that is visual tackling vulnerability head on – visually removing the 'vulner' and demonstrating how people can take an independent and powerful step forward in their own lives - We are vulnerable
	The social media hashtag would be #WeAreAble – and the focus, an uplifting campaign that galvanizes a community of like-minded individuals.
	The campaign will be positive and inspiring. It will celebrate captivating people who have overcome difficulties in their day-to-day life. Rather than speak <i>for</i> vulnerable people, they will be at the heart of it – 'nothing about us without us'. While we have suggested incorporating a celebrity figure, this campaign will be rooted in relatable stories that feel closer to home.







at the start of the campaign and there will be regular uploads to maintain a continued drumbeat of content over the course of the campaign. The campaign will run for 18 months. It will be promoted via Think's clients' comms channels and those of relevant charity partners.
The following assets will form the campaign:
 Brand Video - A compelling brand video combining the case studies to lead the campaign Case Study Video - A series of case study videos (feat. relevant members from Think clients' organisations) with short edits for social. This will give the campaign ambassadors – who can be followed up throughout the year and encouraged to champion the campaign at all opportunities (we could even make something of the search for them) Celebrity Video - Video of a celebrity (possibly a Paralympian or actor with additional needs) talking to someone who is in a similar situation
 How-to Video - Animated how-to explainer videos (including one outlining what the PSR is and how/why to sign up) Interactive Quiz - to help people identify what additional support they might need Resources and Checklists – written how-to's, advice and curated
 expert information from other organisations and content Cadent have already produced Blogs - (hosted online on the hub and Think's clients' websites, and promoted via relevant emails)
 Supporter Email - A dedicated email that supporters can sign-up to, to keep up to date with the campaign and receive the latest content directly to their inbox Magazine Features - in Think clients' membership magazines and solus emails
 Social Posts - (content-led, strong imagery and GIFs) Paid Social Campaign – creative campaign Influencer Campaign - to balance paid content with influencer support Media Buying Asset pack/toolkit - for people to show their support for the movement
Campaign Delivery – Think Client Outreach
With clients spanning multiple professional disciplines and charitable causes –reaching a combined audience of more than four million - will provide access to a number of organisations that can potentially support and partner with the campaign. Content will be tailored to their audiences and feature their members in case studies. It will include a balance of emotive and practical content, which will sit on the hub or on clients' channels, as appropriate.
Participating clients will be identified, confirmed and onboarded during the launch preparation stage of the project. An example of potential clients and activities are as follows:
 The Arts Society – Could curate a feature on the transformative power of art for those facing rehab or long-term conditions. This could be written by the editor and featured in the magazine and online.
 Association of Optometry – Could produce an editorial campaign educating members on the PSR, so they in turn, promote it to vulnerable people with deteriorating sight.



 British Association for Counselling and Psychotherapy – Could work with one of the members on a feature about the strength of
 asking for help. Benenden – with 800,000 members, many of whom are older and have health issues, we could feature one of them in a case study. This could also be tied in with their home insurance offering to keep people safe at home. In addition, educational content could be provided for their hospitals to encourage members to sign up to the PSR following operations or procedures.
Launch and Execution
The campaign is designed to be a movement. It's the start of change and, as such, it should not be rushed, underthought or constrained too tightly by annual content plans. It won't be an overnight success or move the dial in a matter of months. It will start small and build, launching with a series of content pieces including the brand video, some case studies, an animation, the quiz and selection of resources.
A regular drumbeat of content will be added monthly and quarterly mini- campaigns will be run with Think clients over the 18 months, with clients amplifying it across their channels.
The campaign will be organic. Think will respond to the data and what content has performed best. Think will use the campaign to identify and encourage people to be involved in case studies and increase our reach.
It will take six months to build the campaign and be ready for launch.
The following process will be followed in launching the campaign:
 Think/Cadent brainstorm meeting to discuss campaign ideas and Think clients. Cadent to supply all available copy/guides to Think to assess for repurposing. Think to liaise with relevant clients on potential case studies and involvement.
 Think/Cadent kick-off meeting to plan the campaign and timelines for different project streams. This includes liaison with Think clients, videos, design, hub build, write-ups and marketing campaign. Think to share schedules for different work streams. Think to share the designs for branding, assets, hub and creative direction for live and animated videos.
 Think to identify mini campaign for the first quarter. Think to create videos for launch. This includes: hero video, an animated how to and case study videos. Think to build the content hub and share test site with Cadent. Think to create copy for written case studies for Cadent's review.
 Approved copy to be subbed by Think. Approved copy to be designed into print features and solus emails by Think for amplification and uploaded to the hub, as appropriate. Think to design asset pack and teasers for supporters to amplify. Cadent to proof final versions of content, hub and asset pack. Final content delivered to Think clients, hub set live and marketing
activity to commence. 16. Regular check-ins to assess progress. Think to amplify via client channels. 17. Review meeting to discuss performance, and any further
amplification required.



	18. Schedule for the next stage of the campaign to be drawn up and adapted according to results and data.
	Updated October 2024
	<u>Scope:</u> From October 2024 to January 2025 Cadent will invest £14,000.00 of VCMA funding, in partnership with Think Publishing, to conduct two roundtables to provide in-depth insight into two vulnerable groups and their relationship and understanding of the PSR.
	The VCMA funding will be provided directly to Think Publishing to conduct the research below:
	 Conduct two round tables for our two target audiences, disabled community and people aged 65+ from different backgrounds. The groups will consist of 10-12 participants and will last for 60- 90 minutes.
	Project Objectives:
	 Cadent will meet the below objectives: To generate a positive social return of investment – see the below relevant section for more details. To provide insight into the two target audiences understanding of the PSR and how they engage with it. The elderly panel will provide qualitative data for our sentiment survey.
Why the Project is Being Funded Through the VCMA	The programme will provide support to customers in vulnerable situations, helping them to prepare for the future and remain safe, warm and independent in their homesas well as to remove the stigma of vulnerability and as such, remove the label.
	Energy Safeguarding Service to be promoted
	PSR awareness including alternative contact options, safety, communication and accessibility services
	Updated October 2024 The results from the roundtables will allow Cadent to review of our current approach by identifying any key gaps that need focusing on and enable us to make a planned approach around PSR priorities with future projects and campaigns.
	We believe that the project meets all of the Vulnerability and Carbon Monoxide Allowance eligibility criteria:
	a. Have a positive, or a forecasted positive, Social Return on Investment (SROI) including for the gas consumers funding the VCMA Project:
	The project delivers a positive forecasted social return on investment. More information can be found in the relevant section below.



	 b. Either: i. Provide support to consumers in Vulnerable Situations and relate to energy safeguarding, or, ii. Provide awareness of the dangers of CO, or, iii. Reduce the risk of harm caused by CO;
	The project will raise awareness and promote registration to the PSR.
	c. Have defined outcomes and the associated actions to achieve these:
	Cadent and Think Publishing have entered into a service agreement that will contain the project objective and actions. Further detail can also be found below.
	d. Go beyond activities that are funded through other price control mechanism(s) or required through licence obligations, and,
	This method of delivering support to individuals in vulnerable situations falls outside of Cadent's BAU activities and other licence conditions.
	e. Not be delivered through other external funding sources directly accessed by a GDN, including through other government (national, devolved or local) funding,
Evidence of Stakeholder/Customer Support	<i>This project will be solely delivered through Cadent's VCMA funding.</i> Think are one of the UK's leading community engagement agencies, they deliver award-winning, omnichannel content solutions to help more than 40 clients communicate effectively with more than four million members and customers – and have been doing so for more than 20 years. Think help clients create truly engaged, valuable communities through effective and robust content strategies that:
	 Publish and monetise this content online, in print and via events Promote and amplify this content to ensure it reaches your target audiences Measure and analyse the effectiveness of this content to inform future strategy Develop, devise, manage and promote live and virtual events For many clients Think do all of the above, delivering a fully integrated membership communications programme and publishing strategy And for clients who simply want some direction and guidance, Think
	offer publishing consultancy – or they can pick and choose from our range of services
	As way of evidence in support of this paper, the following case study displays how Think created a campaign that reached 1 million people in just 3 months from launch. The campaign has a number of media channels that the #WeAreAble campaign will adopt.
	Rebuilding Shatter Lives – Case Study



REBUILDING SHATTEREDLIVES
When you think about a personal injury lawyer, what image comes to mind? Ambulance chaser? "No win, no fee"?
Public perception is worse. APIL's research showed about their profession that public trust was on par with estate agents and politicians. Members were embarrassed
The Rebuilding Shattered Lives campaign gave us a powerful platform on which to champion those ambitions.
It centres around normal people, who, in a split second, experience a life-changing injury. It demonstrates how you can start to change the narrative about a sector, launch a 10-year strategy and galvanise a membership community.
 The campaign included: A content hub built outside of the main APIL website A 'hero' video Supporting case study videos Audio/video clips linked to the pillars of the 10 year strategy Video clips for social media An asset pack for members including adverts for websites, a 'frame' for their profiles on social, suggested social media copy and assets Blog posts Articles in third party press
The results: Total reach/impressions across all platforms (people who have seen content about the campaign on their social media channels): 1,265,670*
Reach broken down by platform • Facebook – 480,738 • Twitter – 588,228 • LinkedIn – 33,632 • Instagram – 163,471
*campaign hit the million mark in three months
Click on the link to access the Rebuilding Shattered Lives platform:
https://rebuilding-shattered-lives.org.uk



Information Required	Description				
Outcomes, Associated Actions and Success Criteria	 The following outcomes will be realised from this project: Campaign reach: Think have identified a number of their membership organisation clients that are relevant to the campaign. By utilising their channels (both print and digital), there is a combined potential audience of 880,100 members. The social media budget would guarantee reaching 499,800 viewers across YouTube, Twitter, Facebook and Instagram. This is a combined guaranteed audience of 1,299,900. 				
	 Additionally, the campaign would be generating organic views which Think are confident will push us towards the 2 million mark. Think would be testing and adapting the activity over the course of the campaign to maximise the organic traffic. Each delivery channel will support vulnerable people in reducing the stigma surrounding vulnerability 				
	Delivery Timeline):			
	08/2022 – 12/2022 = Campaign development and launch preparation 01/2023 – 12/2023 = Campaign delivery				
	Costs				
	The following table outlines how Think estimate for how the funding will be allocated with costs covering:				
	 Creative team to direct the strategy, launch and deliver the campaign for 18 months. This would include liaising and meetings with Think clients; the delivery of case studies to be used in print and online; marketing collateral; asset pack; newsletter templates; quiz etc. Video production and strategy for delivery of one brand film, eight case studies and three animated films (plus cutdowns) Build of content hub website Uploading content to hub website Ongoing IT management for hub website Media buying budget 				
	 Paid social media budget Commissioning budget (images and content) Expenses (for travel etc.) 				
	CollaborationResourceFundingDetailsPartnertypeCost (£)				
	Think	Exec Director	4,375	5 days	
	Think	Content Development Director	8,750	10 days	
	Think Account 36,450 54 days Director				
	ThinkDigital Marketeer2,3755 days				



		1		
	Think	Editor	27,000	54 days
	Think	Sub-editor	13,500	36 days
	Think	Designer	16,200	36 days
	Think	Wed Build and	5,000	
		Management		
	Think	Media Buying	35,000	
		Budget	105.000	
	Think	Video	125,000	
		Production and Strategy		
	Think	Paid Social	50,000	
		Campaign	00,000	
	Think	Creative	15,000	
		Commissioning		
		(images and		
		content)		
	Think	Expenses	1,000	
		Total	339,650	
	Cadent		6,400	20 days (8 day design
				and launch support + 12
				days
				campaign
				account mgt
				(1 day/month)
		Total	£6,400	(Tudy/month)
	Sia Partners	SROI	£2,350	This covers
		evaluation	22,000	the
		evaluation		independent
				SROI
				_
				assessment of the
				programme by SIA
				partners
		Total	£2,350	parators
		Total Funding	£348,400	
Updated October 2024				
	Project Outcomes			
	Project Outcomes The project aims to achieve a wider understanding on the following			
	three main objectives: understanding the PSR, sign up and engagement			
	and communication strategies.			
	Associated Actions			



	Think Publishing will engage two target audiences: disabled community and age 65+ at face-to-face roundtable, asking the below questions in order to deliver the projects outcomes:
	 UNDERSTANDING THE PSR Have you ever used the PSR before? How did you first hear about it, and what was your initial reaction? If you haven't used it, what stopped you from trying it out? For those who have used it, how was your experience?
	 SIGN-UPS AND ENGAGEMENT What might stop people from signing up for the PSR? Is it about understanding what it does, how to sign up, or something else? How easy or difficult was the sign-up process for you? Do you trust the PSR to help if you ever need assistance? Why or why not?
	 COMMUNICATION STRATEGIES Do you think the current messaging around the PSR is clear and appealing? Why or why not? What content would catch your attention and make you more likely to sign up? How can Cadent/Think make their communications more inclusive and accessible? What can we do to get local communities more involved in spreading the word?
	 WRAP UP What's one thing Cadent/Think could improve to better communicate the PSR to more people? Do you have any final suggestions on how to make the PSR more relevant and accessible?
	<u>Success Criteria</u> The success of the criteria will be managed by the valuable insight we will gain and clearer understanding into individuals' perceptions of the PSR, which can be used to steer future campaigns by identifying key focal points and gaps enabling us to make a planned approach.
Project Partners and Third Parties Involved	Think Publishing Think will be the primary delivery partner for the project. Think are one of the UK's leading community engagement agencies, they deliver award-winning, omnichannel content solutions to help more than 40 clients communicate effectively with more than four million members and customers – and have been doing so for more than 20 years. Think help clients create truly engaged, valuable communities through effective and robust content strategies.
	Think partner organisations Cadent and Think will work together to identify and selected a range of existing Think partner organisations based on the project requirements.
	SIA Partners Cadent will be working with SIA Partners to ensure third party SROI assessments take place



Potential for New Learning	Cadent have made a commitment to have 2 million direct conversations to raise awareness of the PSR during the RIIO-2 period, the campaign will engage with people who find themselves in a vulnerable situation and will aid reaching this target.		
	Currently a minimal number of customers registered on the PSR have an additional contact listed, therefore we can use this opportunity to highlight the importance of a customer listing a family member, or friend as an additional contact.		
Scale of VCMA Project and SROI Calculations	The assessment has been undertaken by SIA Partners and has returned a positive SROI and has been modelled over a 5-year time horizon.		
	The average gross benefit (i.e. before costs) per person is £0.94. This includes:		
	 The social benefits of the campaign account for the majority of benefits afforded to individuals who engage with the campaign contant 		
	 content. The health benefits afforded to the individual and their families from outreach content. The DSR benefits afforded to any individual who signs up to the 		
	 The PSR benefits afforded to any individual who signs up to the PSR. 		
	The benefits are delivered over 18 months and drop off over time. The content on the campaign is mapped to the customer groups that are most likely to interact with different tiers of the campaign.		
	Benefits Breakdown PSR Awareness 2% Societal Boocietal Broak Awareness Half services Societal Broak Awareness Half services Societal Broak Awareness Half Services Societal Broak Awareness Half Services Societal Broak Awareness Half Services Societal Broak Awareness Half Services Half		
	Total		
	Total cost £348,400.00		
	Total gross present value £815,667.76		
	NPV £467,267.76		
	Project Eligibility Assessment:		
	[Cadent] Think v2.0.pdf		
	Updated October 2024 The Social return of investment has been calculated based on actual reach outcome from the original campaign, plus the 24 individuals from the working groups. Actual reach outcome from previous completed campaign= 2,274,755 + 24 = total reach of 2,274,779. We cannot presume that 100% of the customers reached by the campaign will all		



	sign up to the PSR, so we have applied a 32% positive action rate to the figure of 2,274,779 giving a total of 727,929.	
	Total Investment = £362,960.00	
	Five-year gross present value = £104,741,703.81	
	One-year gross present value = ££20,948,340.76	
	Five-year net value = £104,378,743.81 One-year net value = £20,776,165.76	
	SROI Ratio = £1:287	
VCMA Project Start and End Date	Start = 08/2022 Finish = 12/2023	
	Updated October 2024	
	Start Date: October 2024	
	End Date: January 2025	
Geographical Area	This will be a national programme.	
Remaining Amount in the Allowance at Time of Registration	Remaining funding left in the Licensee's/ Licensees' funding pot.	

Gas Network Vulnerability and Carbon Monoxide Allowance (VCMA) Governance Document - PEA Control Table

In order to ensure that a VCMA project is registered in accordance with the Ofgem VCMA governance document (incl. project eligibility assessment), the below table should be completed as part of the project registration process.

Stage 1: Customer Strategy to Sustainability and Social Purpose Team PEA Peer Review

Date Immediate Team Peer Review Completed: 19/12/2024	Review Completed By: Suzanne Callington
Completed. 19/12/2024	

Stage 2: Customer Strategy to Sustainability and Social Purpose Team Management Review

Date Management Review Completed: 20/12/2024	Review Completed By: Sam Graham
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Step 3: Head of Customer Vulnerability Sign-Off: Phil Burrows

Head of Customer Vulnerability Sign-Off Date: 07/01/2025



Step 4: Upload PEA Document to the Website & Notification Email Sent to Ofgem (vcma@ofgem.gov.uk)

Date that PEA Document Uploaded to the Website: January 25

Date that Notification Email Sent to Ofgem: January 25

