



*A senior energy management professional with over 15 years' experience specialising in the built environment both in new build and existing estates.*

*Matt has held positions including Head of Low Carbon Buildings for Sustain and the Head of Sustainability for EC Harris. He combines practical engineering knowledge and experienced technical ability with strategic thinking to deliver successful energy and carbon reduction programmes.*

*Matt is the Director of Inspired Efficiency Ltd and has over 15 years of experience in the Energy, Sustainability and Construction Industry in a variety of sectors including education, commercial office, residential, industrial and aviation.*

## Core Skills

Technical Energy Management and Auditing.

Operation Energy Management within energy performance contracts including PFI.

Energy reduction project and programme design.

Sustainability Consultancy for both new and existing built assets

Technical and practical expertise in all energy engineering systems including controls.

Financial and Value Management  
Project Management

Excellent communicator of complex energy sustainability issues

Training and Behavioural Change Programmes related to energy.

ESCo and Energy Performance Contracting including Investment Grade Auditing and Finance.

## Details

### Position:

Director

### Qualifications:

BSc(Hons) Construction Management, Engineering and Surveying (1<sup>st</sup> Class)

MRICS

CMVP (Qualified professional for IVMVP)

Matt has provided advice to a large number of clients on energy management and reduction, carbon and sustainability strategy and approach and improving the balance between commercial and environmental factors. Matt has in-depth and experienced technical knowledge in the area of energy and sustainability within the built environment and is a regular speaker at conferences across Europe and contributes his expert opinion to many articles on the subject.

Matt has expert knowledge in the full range of energy and sustainability issues. He has undertaken a vast number of energy audits for a wide range of clients and implemented a number of these into meaningful savings programmes. He frequently works in the energy performance contract sector and competently delivers investment grade level audits which address the performance risk issues within these contracts. He has in depth understanding of renewable technologies and energy systems (from lighting to complex BMS systems) including how these can be used to achieve value for project. Matt is also fully literate in the carbon currency as well as the softer issues of sustainable development on human behaviour.

Matt has specialist sustainability experience within existing buildings including heritage and listed buildings. In his personal time, he led the creation of the first zero carbon listed building in the UK, he is a technical sustainable heating and lighting advisor to the Diocese of Gloucester and a Member of the Diocesan Advisory Committee. He is also the Chair of Governors to a local primary school which has Green Flag Eco School Status.

Inspired Efficiency is fully equipped with the full range of energy auditing and investigation equipment including thermal imaging, electrical diagnostic and temporary metering and temperature and humidity logging equipment.

## Employment and Project History

### July 2013 to Present – Founder and Director of Inspired Efficiency Ltd

On 1<sup>st</sup> July 2013 Matt set up his own Energy, Sustainability and Carbon reduction consultancy which provides audits, behavioural advice, controls optimisation, ESOS assessments and freelance energy management to utility brokers and facility management organisations. A sample of the project being undertaken or completed during the last 3 years include.

#### Newcastle PFI Schools

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Matt is currently working with the constructor and FM provider for 12 PFI primary and secondary schools to provide complete energy management services in order to meet contractual service delivery requirements and targets. This involves setting up all the reporting and energy management processes and delivery monthly consumption reports.

#### Compliance

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Matt, together with his colleague at E3 Sustainability, has delivered full ESOS compliance services for over 50 organisations which has involved the completion of 200 over energy audits, transport assessment, group reports and submissions. The client organisations were varied from manufactures, retail, hospitality, commercial office, charitable and other business. All projects were delivered in time to full meet the compliance deadlines.

#### Sub Metering Installation

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Matt has delivered the full technical installation of sub metering systems into four large estates for an innovative metering and reporting organisation active across the UK. This include the design of the system, installation on site and full calibration and report formatting.

#### GLA RE: FIT Schools Programme

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Matt has provided the technical input to over 50 surveys and the investment grade audits to the GLA's Schools RE: FIT programmes for the lead contractor on this framework and as such as worked up energy reduction audits and programmes for the schools to date.

#### RE: FIT Technical Energy Audits

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Matt has provided technical energy audits at both Desktop Assessment (DTA) and Investment Grade Audit (IGA) stage for 4 RE: FIT projects (comprising over 30 buildings) in London for one of the major RE: FIT framework suppliers.

## PFI Schools

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Matt has provided technical on-site energy management and audits to 14 PFI schools for a major PFI operator in Scotland and the North East. Matt's direct and practical approach has resulted in over 20% gas savings and 8% electricity savings being achieved and brings the projects back within contractual target consumption saving the PFI operator over £40,000 a year in excess consumption on energy risk and delivering a 6-week payback on the fees and costs involved. A long-term programme has also been developed to deliver further reductions.

## ECO Hard to Treat

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Matt has undertaken over 20 Chartered Surveyors reports and initial project scoping assessments for the delivery of insulation programmes under the Energy Company Obligation for Hard to Treat buildings focusing on large residential developments of over 3 storeys.

## Heatherwood and Wexham Hospitals NHS

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Matt has developed the first 3-year phase of an energy reduction scheme for this acute hospital trust which delivers £0.5m energy saving for the trust with a payback of under 2 years. This has been developed from a detailed understanding of the BMS controls system on the estate and the additional savings which can be developed from it.

## Energy Management Service Development

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Matt is currently working with an energy broker and an emerging ESCo company to develop their energy management services to their clients. He is setting up the client propositions, service development and processes and undertaking much of the initial delivery to high standard of client satisfaction. This includes proactive energy audits and reactive energy audits where detailed temporary logging and energy investigations have uncovered the causes of high energy consumption and delivered between 30% to 50% energy reductions.

## **December 2010 to June 2013 – Head of Low Carbon Buildings, Sustain Ltd.**

Matt was the senior manager leading the Low Carbon Buildings team at Sustain. This team provided all the consultancy advice on both domestic and non-domestic buildings as well as implementing energy saving measures. Matt led a team of over 10 people and was part of the Senior Leadership team for the company. During this time, he managed and supervised the work on a vast number of projects as well as undertaken many leading projects himself which included:

## Greggs PLC

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Matt has advised on the energy reduction measures available to both the bakeries and retail store on the Greggs Estate including concept store and the initial roll out of Voltage Optimisation within the bakeries.

## Bedford Schools

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# Matt Fulford, BSc(Hons), MRICS, CMVP

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Matt lead the 5-year Utility Management services to two large PFI secondary schools delivering annual savings of 23% reduction in gas, 16% reduction in electricity and 36% reduction in water usage within the first year through improved management. Following this success Matt negotiated an adjustment to the project agreement to extend the term to a 10-year contract to enable strategic investment in to further energy saving measures.

## LEAF Audits

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Matt led the successful grant bidding process and the full delivery of energy audits in over 50 Grade 1 and 2\* listed churches in the Diocese of Gloucester fully funded by the Dept of Energy and Climate Change which delivered practical energy reduction advice in a format that individual church wardens could understand and act upon. This project was delivered in a very demanding and tight timescale with 51 audits being conducted in 6 weeks to fully meet the deadlines.

In his role as the technical advisory member on the Gloucester DAC, further projects with the Diocese of Oxford and the Catholic Dioceses of Westminster, Birmingham and Arundel & Brighton as well as numerous individual church, monastical, abbey and cathedral projects Matt has advised over 200 churches (most listed at Grade I or II\*) in the UK on energy issues.

## June 2007 – December 2010 – Head of Sustainability – EC Harris LLP

Matt was appointed as the first Head of Sustainability within EC Harris and delivered sustainability consultancy across the business covering UK, Europe and Middle East. He led the Energy, Sustainability and Environment team and provided internal advice to the business. Projects that Matt directly delivered himself during this time include:

### Mothercare (including Early Learning Centres)

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Matt provided leading sustainability consultancy to deliver Mothercare with robust, practical and performance changing sustainability policies and strategies. To enable effective implementation Matt ensured that these were integrated into existing working practices to improve the planned store development works and the existing stock.

### Royal Berkshire Hospital Trust

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Matt led the commission to develop a practical and building specific carbon reduction plans for all the buildings across their estate highlighting current performance, practical improvements and a 3-year action plan with a cashflow to achieve a carbon reduction in the region of 40%

### Her Majesty's Court Service

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Matt lead the commission to undertake detailed energy and carbon surveys and reports for 20 courts across the south east detailed the practical improvements required to deliver between 10-40% carbon saving in each building which were fully costed with payback periods and implementation advice.

### NHS North of Tyne

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Matt lead the commission to provide the trust with BREEAM Healthcare XB sustainability assessments for each of their 49 existing properties across their estate highlighting current performance, potential performance and a 3 year priorities action plan to achieve the sustainability potential identified.

## **July 2004 to June 2007 – Senior Quantity Surveyor – EC Harris (part time)**

Matt undertook senior quantity surveyor roles on a variety of projects ranging from Airports, Office and high end residential developments with a value of £100m +.

## **July 2004 to June 2007 – Director of Natural Stone Market**

Matt lead his family quarrying business in the Cotswolds and prepared the business strategy for a very successful sale as a high-quality provider of natural stone products.

## **Sept 1999 to July 2004 – Quantity Surveyor EC Harris**

Matt started his career as a Quantity Surveyor in Central London undertaking many commissions across a broad range of sectors.