SuDS through Streetworks Market

Buyers Guide

INFRASTRUCTURE COORDINATION SERVICE

in partnership with

ARCADIS / ARUP



WELCOME

Buyers are central to the success of the SuDS through Streetworks Market (SSM), shaping demand and unlocking delivery at scale.

This guide has been developed to help organisations understand how the SSM operates, and how to participate confidently as a Buyer. The SSM provides a scalable mechanism for delivering surface water management and resilience outcomes by integrating Sustainable Drainage Systems (SuDS) into planned streetworks.

The guide explains how the SSM functions, what Buyers are purchasing, and the practical steps required to take part. It is designed to support strategic planners, programme managers and technical specialists in using the SSM to meet flood risk, environmental and investment objectives more efficiently.





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PURPOSE OF THE BUYERS GUIDE

This document provides an introduction and guide to the SSM**.** It explains how the market works and what you need to do to participate, as a Buyer.

The market enables organisations responsible for water and flood risk management, water companies, Lead Local Flood Authorities (LLFAs) etc. the 'Buyers', to deliver mitigation and resilience outcomes by integrating Sustainable Drainage Systems (SuDS) into planned streetworks.

Key Market Actors

The SuDS through Streetworks Market involves the following key roles:

Buyers: Organisations responsible for water and flood risk management, who are willing to pay for runoff reduction outcomes (e.g. water companies, Lead Local Flood Authorities etc.)

Suppliers: Organisations delivering streetworks who integrate SuDS into reinstatement works and offer projects into the market.

Market Operator: Matches Buyers bids and Suppliers offer SuDS projects, settles the market and verifies outcomes.

Highways authorities: Ensure works meet highways requirements and approvals.

The guide is intended for:

- strategic planners and investment decision makers
- water company and local authority programme managers
- procurement and finance teams involved in infrastructure investment
- flood risk and drainage specialists

What This Guide Covers:

Why Use the SSM

What you are purchasing

How the SSM works

The Buyer journey

Market readiness checklist

WHY USE THE SSM

The SSM is designed to enable organisations to purchase flood risk and water management outcomes in a more efficient and scalable way through the delivery of SuDS during the reinstalment stage of streetworks.

The market approach:

- uses contractors already mobilised and excavating in the highway
- accesses a long-term pipeline of delivery opportunities
- avoids the need to design and procure individual schemes, reducing time and complexity



Supporting Policy and Regulatory Objectives

Delivering the London Surface Water Strategy

The London Surface Water Strategy (LSWS) identifies the need to significantly increase the scale of SuDS delivery across London to improve resilience to surface water flooding and climate impacts. The strategy also identifies priority locations where runoff reduction is most needed.

Buyers can use the market to commit funding based on their needs and priorities, aligned with the LSWS.

Link

Enabling LLFAs to Scale-up SuDS Delivery

Delivering SuDS can be difficult due to:

- limited in-house delivery capacity
- fragmented opportunities to intervene in the streetscape
- the complexity of coordinating works across utilities and highway authorities
- Limited budgets and funding availability

The market helps overcome these barriers by allowing authorities to achieve their flood risk and water management requirements through existing streetworks programmes, rather than needing to design and deliver schemes themselves.

Supporting Drainage and Wastewater Management Plan objectives

Highways represent a major source of surface water runoff in urban areas, with large volumes of rainfall draining directly into the sewer network through road drainage systems.

Link



The market provides Water and Sewerage Companies (WSC) with access to a more extensive array of opportunities to intercept and manage this runoff at source. This would allow WSC to reduce sewer inflows through a broader programme of projects, complementing conventional wastewater infrastructure investment and helping to limit the need for major capital upgrades.

Wider Benefits of the Market

In addition to supporting regulatory objectives, the SSM offers a range of operational advantages, some of which include:

Access to a larger delivery supply chain



The market mobilises infrastructure providers, utilities and contractors already undertaking works in the highway.

→ This significantly expands the delivery capacity available to install SuDS compared with relying solely on local authority programmes or bespoke project procurement.

Greater efficiency through integration with streetworks



Installing SuDS during planned streetworks avoids the need for separate excavation and reinstatement activities.

→ This allows drainage interventions to be incorporated into works that are already taking place, reducing disruption and improving overall delivery efficiency.

Simplified procurement



The market replaces the need to procure individual SuDS projects.

→ Instead, Buyers participate in structured market rounds using standardised rules, design approaches and delivery processes. This simplifies procurement while enabling large numbers of projects to be delivered over time.

Improved value for money



The market focuses investment on buying verified runoff reduction outcomes, rather than procuring individual SuDS projects.

→ The market creates competition between Suppliers to offer the most cost-effective SuDS projects through planned streetworks, helping Buyers maximise runoff reduction within available budgets. Analysis indicates the market could deliver approximately ~25% cost savings compared with traditional delivery.

Investment in outcomes, not individual projects



The market enables Buyers to fund surface water flooding outcomes.

→ This allows organisations to focus on the scale and location of benefits they need, while the market identifies and delivers the most efficient combination of projects to achieve those outcomes.

How the Market Delivers Value for Money

The SSM is designed to deliver value for money by using a ‘matching’ mechanism that aligns what Buyers are willing to pay for reductions in surface water flow.

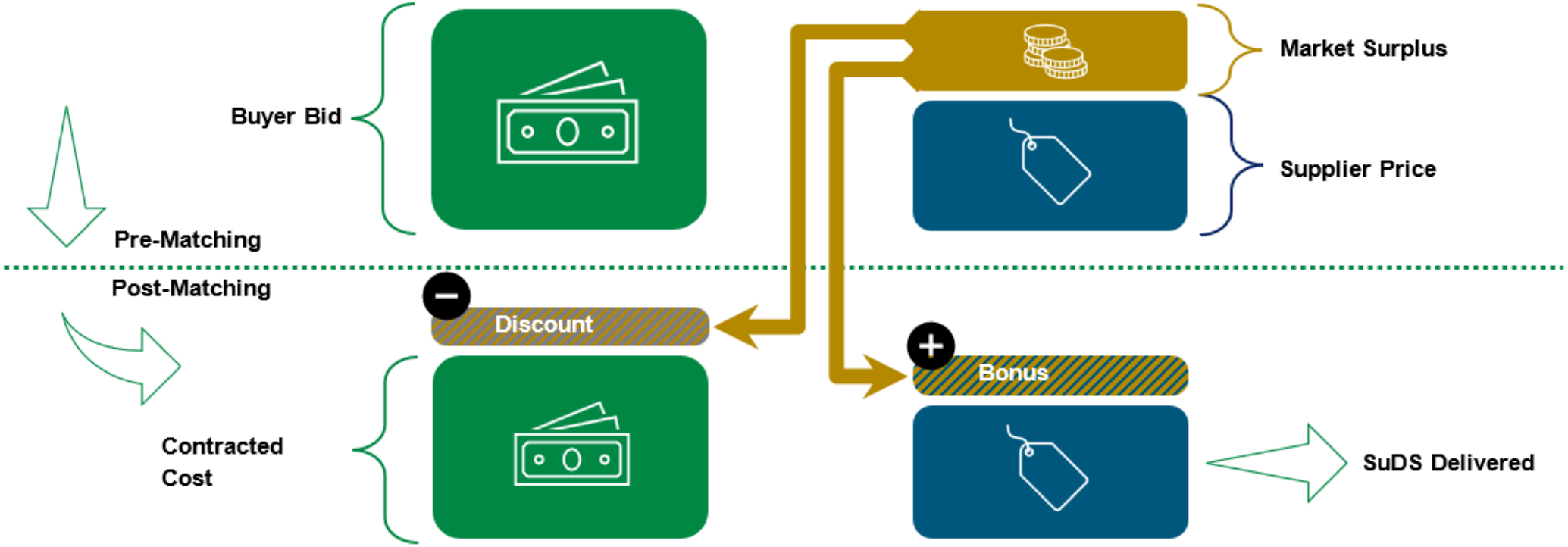
This market-based approach helps set a fair value for both Buyers and Suppliers while encouraging competition that reduces costs.

Click to play: Market Settlement Explainer Video

At the centre of the market is a simple principle:

- Buyers define the **maximum price** they are willing to pay for runoff reduction outcomes
- Suppliers submit the **minimum price** at which they are willing to deliver those outcomes through SuDS projects

The Market Operator then matches supply and demand to achieve the most efficient price available in the market.



WHAT YOU ARE PURCHASING?

Buyers purchase access to a pipeline of SuDS projects that can be delivered within planned streetworks programmes across Greater London.

Using the SSM, Buyers fund the delivery of SuDS that can both intercept and attenuate surface water runoff. These projects are identified and delivered by Suppliers and their contractors as part of planned utilities projects in the streetscape during the reinstatement works.

The market uses a standardised credit as a measure of the reduction in surface water runoff delivered by a SuDS intervention. By purchasing these credits, Buyers are funding a verified quantity of runoff reduction.

What the Buyer Receives via the Market

The funding is use by the market operator to complete SuDS design and provide delivery capacity that results in functional SuDS infrastructure on the ground. This process includes the expertise, coordination and operational capability required to deliver SuDS interventions across all urban environments in Greater London.

Market credits are defined by a standard unit called Reduction in Surface Water Volume (RSWV) – discussed on page 10.

Design and Engineering of SuDS Interventions

Buyers are purchasing the design and engineering required to deliver SuDS interventions in accordance with defined design standards.

Rather than developing bespoke designs for each scheme, Suppliers apply standardised SuDS approaches that have been approved by Buyers and highways authorities to ensure robustness and compatibility with the streetscape.

This approach ensures that all SuDS delivered through the market meet defined technical requirements while enabling efficient and repeatable delivery at scale.

Construction and Mobilisation

The mobilisation of contractors and the construction of SuDS interventions integrated within planned streetworks activities. Through the market, Buyers can access a broader pool of contractors and delivery teams already undertaking excavation and reinstatement works for utilities and infrastructure providers. This allows SuDS delivery to benefit from existing contractor relationships, established supply chains and ongoing works programmes.

This includes:

- mobilisation of delivery teams and equipment
- excavation and installation of SuDS infrastructure
- integration with ongoing streetworks and reinstatement activities

Stakeholder and Community Coordination

Buyers are purchasing the coordination and delivery of resident and community engagement, as necessary for public realm works. This is undertaken through a collaborative approach involving the Market Operator, Local Authorities or water companies, and Suppliers to ensure residents and road users are informed, concerns are addressed, and local support for schemes is maintained.

This includes:

- coordinated communication with residents and road users
- engagement with local authorities and highways authorities
- clear communication of scheme benefits and construction activities
- proactive management of potential concerns

Quality Assurance and Verification

Buyers are purchasing independent quality assured and verified SuDS schemes, delivered in accordance with delivery contracts.

This includes confirming that schemes follow approved design standards, verifying catchment areas and runoff assumptions used to calculate market credits, and inspecting as-built infrastructure

Maintenance Planning and Long-Term Reliability

Buyers are purchasing the establishment of maintenance arrangements that ensure long-term performance, including:

- confirmation that maintenance planning and funding is secured
- defined maintenance schedules and responsibilities
- agreement adoption



The SSM embeds communication with the community as a core process, helping to ensure public confidence, local support and smoother SuDS scheme delivery

Role of the Market Credit

What Is RSWV

The SSM uses a standard unit of value called a RSWV credit which quantified the volume of surface water runoff that a SuDS project prevents from entering the drainage system.

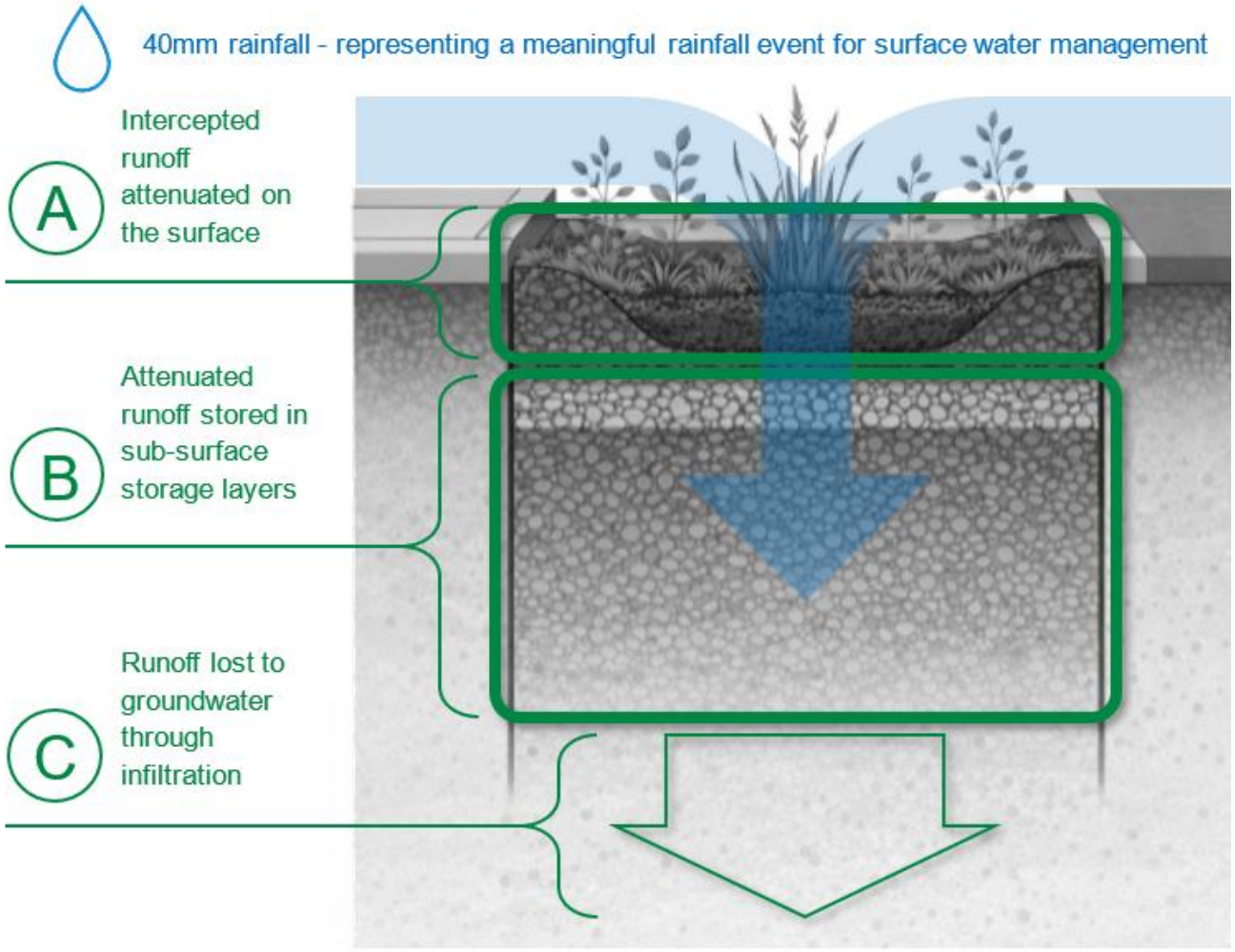
Why a Single Unit is Used

Using one consistent unit allows the market to function efficiently, by allowing:

- different SuDS projects to be compared through the same measure
- Buyers to express their needs in a simple way
- outcomes to be quantified using a consistent methodology
- Buyers to track market prices and value trends over time

Because the same unit is used everywhere, Buyers can better understand the typical cost of runoff reduction and develop strategies that maximise outcomes for the funding available.

How RSWV is Calculated



RSWV = A + B + C (m3)

The RSWV is also limited by the volume of runoff generated by its catchment. RSWV can only be offered where sufficient runoff is available to utilise the proposed storage capacity of the SuDS feature.

HOW THE SUDS THROUGH STREETWORKS MARKET WORKS

The SSM connects organisations seeking to fund water management and flood risk mitigation outcomes with organisations delivering streetworks, enabling Buyers to fund verified runoff reduction in priority locations while Suppliers deliver SuDS through reinstatement works, with the market coordinating how and where those outcomes are achieved.

What Buyers Need to Do

Buyer participation is intentionally simple. Only two primary inputs are required:

- define the quantity of runoff reduction required (RSWV) within defined areas – 'Bidding Areas'
- set the price per unit of RSWV Buyers are willing to pay for in each Bidding Area

These inputs allow Buyers to clearly express priorities, while the market determines the most efficient delivery route. Defining a Buyer's Bidding Area is done via the SSM data platform.

How Delivery Happens

Suppliers offer SuDS project opportunities based on where their planned streetworks programmes intersect with Buyer demand and they are willing to incorporate SuDS into their reinstatement works.

Buyers review the proposed supply and submit bids. The Market Operator then matches the Supplier offered SuDS projects and the Buyer bids, identifying the combination of projects that maximises runoff reduction for the available funding.

Once matched:

- Buyers and Suppliers are contacted for the delivery of matched projects
- Suppliers proceed through detailed design and secure approvals for construction
- projects are constructed by Suppliers and their contractors, within their streetworks programmes
- Constructed projects are inspected and verified by the Market Operator on completion
- RSWV credits are issued to confirm delivery

This approach enables delivery to be coordinated, scalable and aligned with real-world construction activity.

Role of the Market Operator

The Market Operator manages the overall functioning of the market, ensuring it operates efficiently, transparently and fairly. For Buyers, this removes the need to manage delivery, contracting or verification directly.

Their key functions include:

- running market rounds and managing bid and offer processes
- ensuring projects meet eligibility, design and delivery requirements
- matching supply and demand and facilitating contracting
- managing the market registry, issued credits and any surplus in line with market rules
- overseeing post-delivery processes including verification and confirmation of maintenance arrangements

Ensuring Market Integrity

The market includes several safeguards to ensure that outcomes are real, measurable and reliable. These are designed to provide confidence that funded projects deliver genuine water management benefits.

Standardised Design Requirements	Ensures SuDS interventions are designed consistently and are appropriate, effective, and aligned with agreed technical standards
Eligible Locations	Ensures that locations where runoff reduction and wider water management benefits can be realistically achieved
Outcome Verification	Ensures verification of delivered performance after construction before any credits are issued, ensuring outcomes are real rather than assumed
Defined Maintenance Responsibilities	Establishes clear ownership and responsibilities for maintenance to support long-term performance and durability of SuDS assets
Transparent Market Registry	Records all projects and associated credits in a transparent, auditable system to ensure traceability and accountability

Together, these mechanisms ensure purchased market credits represent delivered, verifiable outputs rather than technical design concepts.

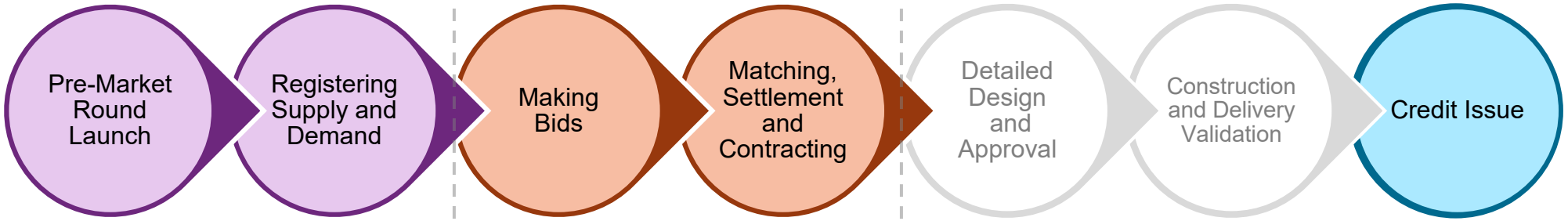
BUYER JOURNEY

Participating in the SSM involves three main stages. Buyers identify their priorities and funding before a market round, submit bids during the round, and then receive verified outcomes once SuDS projects are delivered.The process allows Buyers to participate with limited operational involvement, while Suppliers and The Market Operator manage delivery and verification.

1) Preparation

2) Bidding

3) Delivery



Identify eligible SuDS project opportunities

Before a market round begins, Buyers review their flood risk reduction and water management priorities, and prepare the information required to participate in a market round. This information enables Suppliers to understand where demand exists and to consider offering SuDS projects.

Review demand, price projects and submit offers

During a market round, Buyers review the aggregate supply of RSWV within their Bidding Areas offered by Suppliers during the Preparation stage and prepare formal bids.

Confirm contracts, receive payments, and deliver SuDS projects

Once Buyer bids and Supplier offers have been submitted, The Market Operator matches to determine which projects should proceed. The SSM identifies the combination of bids and supplier offers that would produce the greatest possible RSWV for the total funding available.

1) Before a Market Round (Preparation)

Define priorities and signal demand to the market

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Buyers prepare by:

- ☑ securing internal approvals and funding for market participation
- ☑ establishing internal decision criteria for bidding
- ☑ understanding how runoff moves through catchments and where interventions may provide downstream benefits
- ☑ identifying priority areas where surface water reduction is needed
- ☑ considering the quantity of runoff reduction they would like the market to deliver
- ☑ decide how much they are willing to spend per unit of RSWV
- ☑ considering how runoff reduction contributes to wider water quality and environmental objectives

The SSM does not require Buyers to define engineering quantities or individual schemes. Instead, Buyers signal their need for market suppliers based on:

where reductions in surface water volume are most valuable and the relative priority of different areas

the quantity of runoff reduction they wish to secure

The objective of this stage is to ensure Buyers enter the market round with clear priorities, secured funding commitments and a defined decision process, while also providing Suppliers with information about the level of expected demand to offer suitable SuDS projects into the market.

Defining Bidding Areas

Buyers define Bidding Areas to express their priorities and needs. Bidding Areas represent the geographic areas where Buyers wish SuDS interventions to be delivered. These areas may reflect:



Bidding Areas are based on Transport for London (TfL) hex grid units*, which provide a consistent spatial framework for the market. Within this framework, Buyers can combine hexes in whatever configuration best reflects their priorities, including local needs, catchment hydrology, topography, and other spatial factors that influence value.

Bidding Areas will be available to select on the SSM data platform.

* as used for the GLA Green Infrastructure Focus Map (link)

2) During a Market Round (Bidding)

Review supply and submit bids

The process typically involves three steps:

01. Review Offered Opportunities

- Suppliers submit projects into the market
- The Market Operator aggregates this supply and presents it to Buyers within their defined Bidding Areas.

This stage enables Buyers to focus on the locations where supply exists and determine which Bidding Areas they wish to submit bids for.

02. Set Bid Price

Buyers determine the price they are willing to pay per unit of RSWV for projects located within their Bidding Areas.

This price reflects the value to the buyer of runoff reduction in the bidding area and should consider all the benefits the SuDS will deliver and the potential savings they realise.

Submitting realistic and transparent valuations helps ensure healthy market demand and maximise the likelihood that projects are delivered.

03. Set Quantity

Buyers define the quantity of RSWV they wish to purchase, within each bidding area.

Buyers may choose to bid for some or all of the RSWV offered by suppliers, depending on how well the opportunities align with their priorities and available funding.





3) After Matching (Delivery)

Confirm contracts, delivery and credits

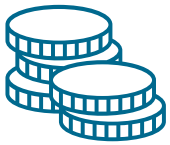
Through this process:

- Buyer bids are matched with supplier offers
- projects are selected based on price and location
- the optimal combination of projects is identified across the market

Following matching, The Market Operator facilitates the market by enabling Buyers to acquire RSWV credits and coordinating the delivery of SuDS projects by Suppliers.

Once contracts are in place, suppliers proceed with the delivery of SuDS interventions at the agreed locations.

The SuDS Market operator oversees the final stages of the process, confirming that schemes have been constructed in accordance with the required standards and issuing RSWV credits once delivery has been verified.



Buyers then receive confirmation of the credits purchased and can record them as evidence of delivered runoff reduction outcomes





MARKET READINESS CHECKLIST

The following checklist can help organisations determine whether they are ready to participate in The SuDS through Streetworks Market. It focuses on the key governance, technical, financial and operational considerations that Buyers should review before entering a market round.

Readiness Area	Readiness Check	Why this matters
✅ **Strategic alignment**	Are we clear why we want to participate in the market?	**Ensures participation supports organisational objectives**
	Does participation align with our statutory responsibilities such as flood risk management or drainage management?	**Confirms that market participation supports regulatory duties**
	Have we considered how reducing surface wate flows could support wider objectives such as climate resilience, water quality improvement or urban greening?	**Helps maximise potential sources of funding**
✅ **Understanding local need**	Do we understand where surface water runoff reduction would deliver the greatest benefit?	**Enables investment to be targeted effectively**
	Do we understand how surface water moves through local catchments or drainage networks?	**Supports better identification of priority areas**
	Have we identified flooding hotspots or areas of network pressure where SuDS outcomes would be valuable?	**Helps focus bids on locations with meaningful impact**
✅ **Evidence and data**	Do we have access to evidence sources such as flood risk mapping, catchment modelling or sewer performance data?	**Provides the technical basis for signalling demand**
	Can we use available evidence to review supplier opportunities during a market round?	**Supports informed investment decisions**

Readiness Area	Readiness Check	Why this matters
Bidding areas	Have we identified the geographic areas where we want SuDS interventions to be delivered?	**Allows the market to understand where demand exists**
	Do our Bidding Areas reflect our operational, hydrological or strategic priorities?	**Ensures bids align with real organisational needs**
	Are we comfortable using the hex grid framework to define our Bidding Areas?	**Enables consistent market geography**
Financial preparedness	Do we have funding available to participate in a market round?	**Enables Buyers to place bids**
	Have we secured internal approvals to commit funding through the market?	**Ensures funding decisions can be implemented**
Pricing approach	Do we have an approach for determining the price we are willing to pay per unit of RSWV?	**Allows Buyers to submit realistic bids**
	Have we considered the value of runoff reduction compared with traditional infrastructure solutions?	**Helps ensure value for money**
	Have we considered the wider benefits delivered by SuDS such as environmental improvement or urban greening?	**Supports broader valuation of benefits**

Readiness Area	Readiness Check	Why this matters
✅ **Demand signalling**	Have we considered the quantity of runoff reduction we wish the market to deliver in each Bidding Area?	**Signals demand to suppliers**
	Do we understand that the market relies on signalling demand rather than defining precise engineering quantities?	**Supports flexible delivery**
✅ **Governance**	Have we identified who within our organisation will lead participation in the market?	**Ensures clear accountability**
	Do we have an internal process for approving bids during a market round?	**Enables timely decision making**
	Are finance, procurement and technical teams aligned on participation in the market?	**Supports effective coordination**
✅ **Organisational capacity**	Can we coordinate internally to determine our bids quickly during the bidding window?	**Helps Buyers respond within market timelines**
✅ **Post delivery oversight**	Do we understand how delivered SuDS outcomes will be verified and recorded?	**Provides confidence that the credit represents actual reduction in surface water volume**
	Are we aware that the Market Operator will verify outcomes and issue RSWV credits?	**Ensures transparency and assurance**

SUPPORTING RESOURCES

- SSM data platform
- Standardised designs and information requirements (rain gardens, tree pits, permeable paving, filter drains, swales)
- Maintenance schedules template
- RSWV calculator
- Dig Once, Green Twice: A GLA guide to retrofitting green infrastructure in utility constrained streets
- London Surface Water Strategy (Link)
- Local Nature Recovery Strategy (Link)
- SuDS Opportunity Mapping (Link)
- London Green Infrastructure Framework (Link)
- Mayor of London SuDS Retrofit Map (Link)
- Reimagining Rainwater in Highways (Link)
- National Flood Risk Assessment (NaFRA) 2
- Borough Surface Water Management Plans
- SSM Explainer Video
- Suppliers Handbook

FREQUENTLY ASKED QUESTIONS

This section provides answers to common questions to support Buyers in understanding and participating in the SuDS through Streetworks Market. Together, these responses are intended to clarify practical considerations, reduce uncertainty, and support confident decision-making

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Understanding the Market

What does an RSWV credit represent?

An RSWV credit represents a verified reduction in the volume of surface water entering the drainage system.

It is calculated using a standard methodology and confirmed after construction and inspection.

What am I purchasing through the market?

You are purchasing verified surface water runoff reduction outcomes (RSWV credits) delivered through SuDS in your defined priority areas.

You are not purchasing individually specified projects.

Why does the market use a single unit (RSWV)?

Using a single, standardised unit allows different SuDS projects to be compared, combined and the credits they generate to be traded consistently. It enables Buyers to clearly express need, track value for money, and understand how much runoff reduction is being delivered across the market.

Do I need to design SuDS schemes myself?

No.

Suppliers identify, design and deliver SuDS interventions. Your role is to define where outcomes are needed, how much you require, and the value you place on those outcomes.

Participation

What do I need to participate in a market round?

You only need two inputs:

- the quantity of runoff reduction you want to secure (RSWV)
- the price you are willing to pay per unit of RSWV

These are defined within your chosen Bidding Areas.

What are Bidding Areas and how should I define them?

Bidding Areas are geographic zones where you want SuDS outcomes to be delivered.

They can be based on any relevant information and data, such as:

- flood risk hotspots
- sewer or drainage catchments
- administrative boundaries
- strategic investment areas

They are formed using the standard hex grid framework, allowing consistent spatial alignment across the market.

How do I decide what price to bid?

Your bid price should reflect the value of runoff reduction in that area. This may include:

- avoided costs of traditional infrastructure
- flood risk reduction benefits
- environmental and resilience outcomes

The market will only deliver projects where Supplier costs are below your bid price, ensuring efficient use of funding.

Do I need detailed modelling or technical analysis to bid?

No.

You can use existing data, strategies and local knowledge to define priorities and value.

Detailed design and technical assessment are undertaken by Suppliers and validated through the market process.

Can I bid in multiple areas or for different priorities?

Yes. You can define multiple Bidding Areas and set different prices and quantities for each, reflecting varying priorities and levels of need.

Delivery and Outcomes

How are projects selected for delivery?

Projects are selected through a structured market matching process.

This process identifies the combination of Supplier offers and Buyer bids that delivers the greatest reduction in surface water runoff for the available funding.

When are market credits issued?

Credits are issued only after:

- SuDS have been constructed
- delivery has been inspected
- outcomes have been verified using the standard methodology

This ensures that credits represent real, delivered outcomes.

Will I know where SuDS have been delivered?

Yes.

All projects and associated credits are recorded in a transparent market registry, allowing you to track where outcomes have been delivered and the benefits achieved.

Assurance and Risk

How does the market ensure outcomes are real and reliable?

The market includes several safeguards:

- standardised design requirements
- eligibility criteria for locations
- independent verification of delivery
- a transparent registry of projects and credits
- defined maintenance responsibilities

Together, these ensure that all credits represent genuine, measurable outcomes.

Who is responsible for maintenance?

Maintenance responsibilities are defined as part of the delivery process and agreed with the relevant adopting organisation.

The market ensures that maintenance planning and funding arrangements are in place to support long-term performance.

Does participating in the market transfer delivery risk away from Buyers?

Yes.

Buyers are not responsible for designing, constructing or verifying individual schemes.

The Market Operator takes on the responsibility for managing the delivery and quality of SuDS design, and verifying its construction to standards, aiming to reduce the operational burden and risk for Buyers.

Practical Considerations

How much internal resource is required to participate?

Participation is designed to be straight forward.

Most effort is focused on:

- defining priority areas for reducing surface water flows
- valuing the reduction (in comparison to other options)
- securing internal approvals

Delivery and project management are handled through the market.

How does the market fit with existing programmes and strategies?

The market complements existing investment programmes by:

- delivering distributed SuDS at scale
- targeting priority areas
- providing an efficient mechanism to scale up SuDS delivery

It can be used alongside existing strategies such as surface water management plans and wastewater investment programmes.

Can multiple organisations fund outcomes in the same area?

Yes.

The market allows multiple Buyers to place bids for outcomes in the same or overlapping Bidding Areas. Where priorities overlap, shared benefits can be reflected through discounts applied to successful bids during settlement, allowing Buyers to secure the outcomes they need while paying less than they may have done independently.

For more information, please visit:

https://www.london.gov.uk/programmes-strategies/better-infrastructure/infrastructure-coordination

Or email:

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