SuDS through Streetworks Market

Suppliers Guide

INFRASTRUCTURE COORDINATION SERVICE

in partnership with

ARCADIS / ARUP



WELCOME

Suppliers play a vital role in the SuDS through Streetworks Market (SSM), turning planned streetworks into opportunities to deliver surface water and flood resilience benefits at scale.

This guide has been developed to help organisations understand how the SSM operates and how to participate confidently as a Supplier. The SSM enables organisations delivering streetworks to integrate Sustainable Drainage Systems (SuDS) into reinstatement activities, generating accredited benefits that can be sold through the market.

The guide explains how the SSM functions, what Suppliers are expected to deliver, and the practical steps involved in preparing and offering SuDS projects into the market. It is designed to support utilities, highways authorities, and their contractors in identifying opportunities, designing eligible SuDS projects, and engaging with the market to generate value from planned works.





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PURPOSE OF THE SUPPLIERS 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 Supplier.

The market enables organisations delivering streetworks in eligible areas of London to be paid to reinstate the streetworks with SuDS.

Key Market Actors

The SuDS through Streetworks Market involves the following key roles:

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

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.)

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:

- Streetworks promoters including utilities, highways authorities and infrastructure providers
- Contractors and delivery partners involved in streetworks and reinstatement

What This Guide Covers

Why use the SSM

What you are offering

How the SSM works

The Supplier journey

Market readiness checklist

WHY USE THE SSM

The SSM provides a direct route for Suppliers to be paid to integrate SuDS into existing streetworks programmes.

Greater London needs thousands of SuDS projects to help manage surface water flood risk. The SuDS market unlocks this demand and connects it directly to Suppliers' existing programmes - turning planned works into new infrastructure delivery opportunities.

The Market Approach

- unlocks large-scale, long-term demand for SuDS delivery across London
- connects Suppliers to multiple Buyers through a single mechanism
- builds on existing streetworks programmes where delivery is already planned
- builds capacity for SuDS to be delivered at scale as a standard method of reinstatement

Key benefits for Suppliers

- access to new revenue, linked to long-term city-wide investment needs
- enhanced reputation through visible delivery of sustainable infrastructure in the public realm
- opportunities for community engagement and social value enhancement
- development of in-house capability and supply chain expertise in SuDS solutions
- alignment with emerging regulatory and policy expectations for sustainable infrastructure delivery.



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.

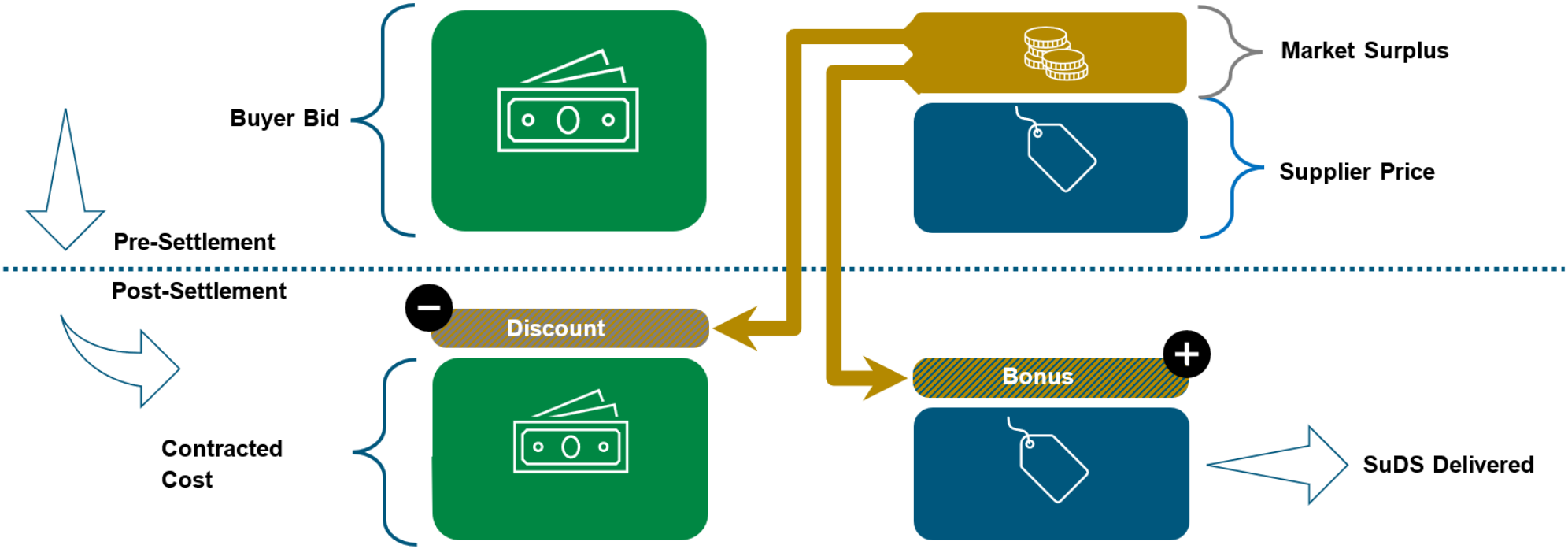
This market-based approach helps set a fair value for both Buyers and Suppliers while encouraging competition that reduces costs.

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 OFFERING

Suppliers offer the delivery of SuDS integrated within their planned streetworks programmes across Greater London. These offers are based on upcoming works where eligible SuDS can be incorporated into excavation and reinstatement activities.

Each SuDS project is measured using a standard unit of capacity, so Suppliers can clearly understand and demonstrate how much surface water the project can deliver.

By using this approach, Suppliers can optimise designs to maximise the reduction in surface water volume and make the project more likely to be matched in the market.

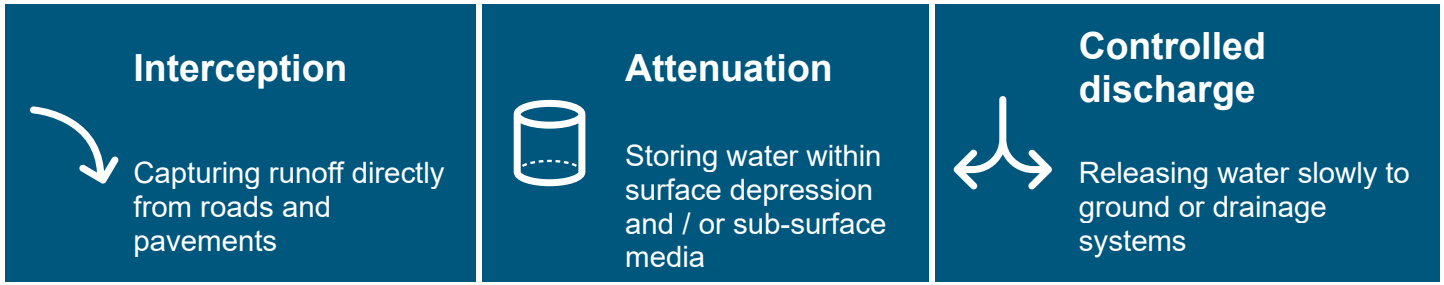
SuDS Infrastructure

SuDS are sustainable drainage features integrated into streets and public spaces that manage surface water where it falls. They are typically nature-based solutions, designed to work with natural processes to capture, store and control runoff while delivering wider environmental and amenity benefits.

While form may vary, they all perform the same core function - managing runoff at source to reduce the volume entering the drainage network and contributing to mitigating local surface water flooding.

Core functionality:

These functions work together to reduce peak flows and overall runoff volumes:



How are they designed:

Although SuDS can take different forms, they typically follow a common design approach:

- surface inlets or permeable finishes to allow water entry
- engineered storage layers (soil, aggregate or modular systems)
- flow control or infiltration to manage discharge
- integration with surrounding streetscape and urban design

Designs are standardised where possible to ensure consistency, efficiency, constructability and predictable performance.

Eligible SuDS Types

Swale



A grassed or planted depression used to store water, where a significant proportion of storage is visible above ground

Filter Drain



a gravel-filled trench that provides below-ground storage and gradual drainage

Permeable Paving



a surface that allows water to pass through into a storage layer below

Tree Pit



A tree planting structure designed to store and manage water around the roots

Rain Garden



A planted bed where most water is stored within the soil and underlying layers

Only a defined set of SuDS types are eligible within the SSM, selected for their suitability for delivery alongside streetworks. Not all SuDS types will be suitable for all locations and not all locations will be appropriate for SuDS.

Suppliers must consider site constraints and select options that are both deliverable and capable of providing effective runoff reduction.

Suppliers must also consider whether SuDS can be safely integrated into planned streetworks, operate effectively, and meet highway and stakeholder requirements before bringing forward projects to the market.

Key considerations include:

- available space within the street or public realm to accommodate the feature
- interaction with traffic, ensuring safe vehicle movement and access is maintained
- existing constraints such as shallow or overly congested utility infrastructure, existing trees and other underground infrastructure
- the amount of runoff that can realistically be captured from surrounding surfaces
- requirement for specific planning permission (e.g. within a conservation area)

Where SuDS projects can be offered

Suppliers can only offer SuDS projects within areas identified as Eligible Areas in the market. These areas are developed by the Market Operator and hosted on the SSM data platform.

The Eligible Areas dataset was developed by segmenting the streetscape, inc. pavements, public spaces and the carriageway, and assessing each segment against a set of typical physical and technical constraints to SuDS delivery. This includes factors such as available width, road type, presence of bus lanes, existing street trees, and other spatial or operational constraints that could either prevent the installation SuDS or result in unreasonable additional costs.



The Eligible Areas dataset acts as a city-wide pre-feasibility filter, focusing market activity on locations where SuDS delivery is likely to be more viable and predictable, providing a consistent and reliable foundation for Supplier participation.

The use of this dataset helps ensure that:

- ensure Suppliers are only invited to offer SuDS projects in locations where delivery is more likely to be practical and less likely to incur unexpected or disproportionate costs
- reduce wasted effort by excluding locations with a high likelihood of technical or spatial constraint
- provide confidence to Buyers that projects offered by Suppliers are likely to be deliverable and capable of meeting the standards and providing the quantity required

Role of the Reduction in Surface Water Volume (RSWV) 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

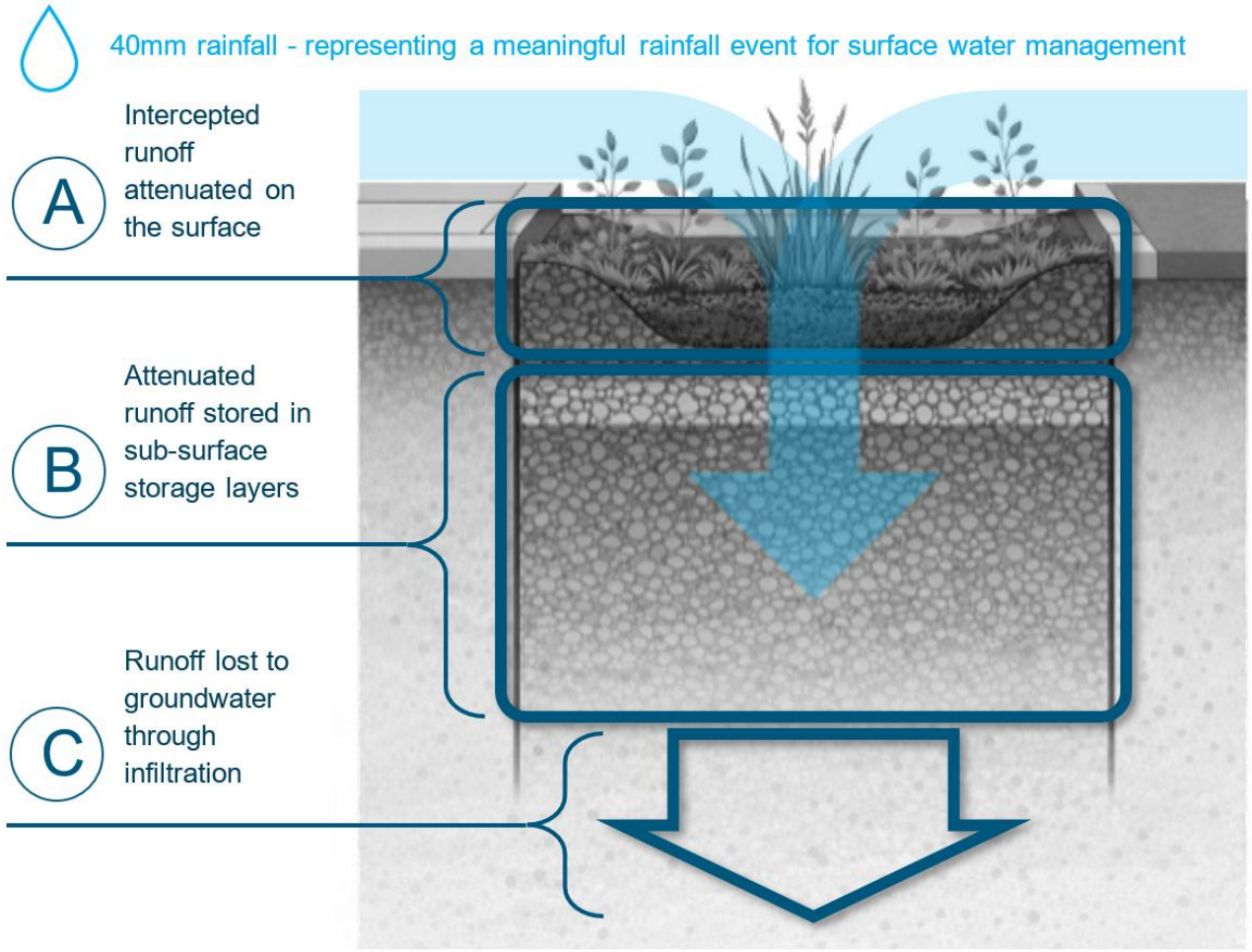
Using one consistent unit allows the market to function efficiently, by allowing:

- clear translation of design proposals into tradable projects
- consistent calculation for each project using a standard methodology

Suppliers can optimise the design and placement of SuDS to maximise the RSWV generated. This increases the volume of credits delivered by each project.

A consistent tradable unit also underpins market efficiency and value creation, enabling Suppliers to monetise SuDS delivery and respond to clear price signals within the market.

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

What Suppliers need to do

01. Identify and develop projects

- review planned and speculative streetworks programmes for eligible sites within Buyer priority areas
- identify streetworks where SuDS could be incorporated into reinstatement works
- develop outline SuDS concept designs using SSM specific standards

02. Prepare and submit market offers

- prepare SuDS project information in line with market requirements
- submit SuDS project offers into the market, including delivery costs
- enter into contract with Buyer(s) after the market matches successful projects

03. Design integration into delivery

- undertake SuDS detailed design using market standards
- consider engineering, Construction Design and Management (CDM), permitting and traffic management requirements
- coordinate with contractors, utilities and highway authorities
- manage risks associated with programme changes, asset interactions and approvals

04. Deliver and support validation of outcomes

- construct SuDS projects alongside streetworks
- support inspection, quality assurance and verification processes
- provide required data and documentation to confirm outcomes
- manage construction defects and handover management to the relevant London Borough

How delivery happens

Suppliers bring forward SuDS opportunities based on their planned works and the areas where Buyers have expressed demand.

The Market Operator then applies a structured settlement process to match Supplier offers with Buyer bids, identifying the combination of projects that delivers the greatest overall benefit for the available funding.

Once matched:

- Buyers and Suppliers are contracted for delivery
- Suppliers proceed through detailed design and secure approvals
- 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

Role of the Market Operator

The Market Operator manages the overall functioning of the market, ensuring it operates efficiently, transparently and fairly. For Suppliers, this facilitates the efficient coordination of contracting with Buyers and Suppliers.

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 maintenance confirmation

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.

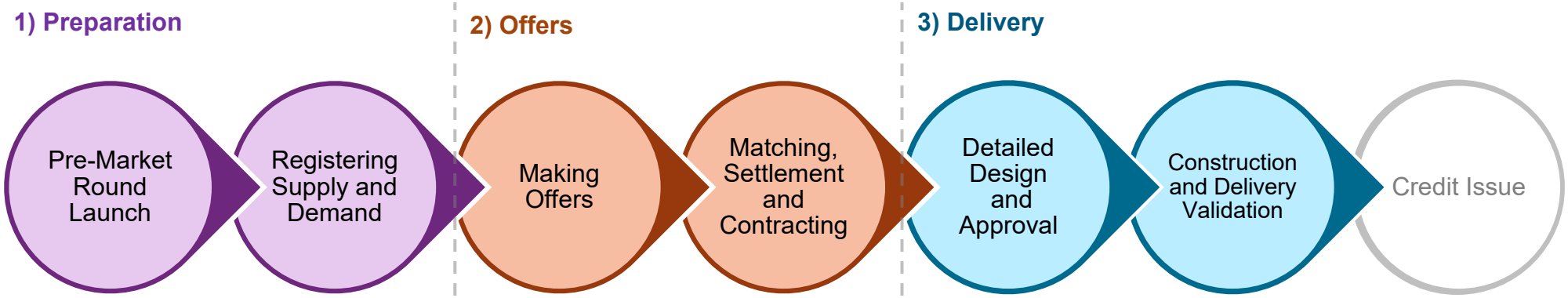
 **Standardised Design Requirements**	Ensures SuDS projects are designed consistently and are appropriate, effective, and aligned with agreed technical standards
 **Eligible Locations**	Restricts projects to locations where runoff reduction and wider water management benefits can be realistically achieved
 **Output Verification**	Requires verification of delivered performance after construction before any credits are issued, ensuring outputs 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 give Suppliers confidence that their market commitments are recognised, accredited and paid for.

SUPPLIER JOURNEY

Participating in the SSM involves three main stages. Suppliers identify and prepare eligible SuDS projects ahead of a market round, submit priced offers during the round, and design and deliver the projects selected.

The process enables Suppliers to integrate SuDS delivery within planned streetworks, with the Market Operator managing coordination and verification, providing confidence that delivered projects to the required standards will be and paid for.



Identify eligible SuDS project opportunities

Before a market round begins, Suppliers review their planned streetworks programmes and identify where SuDS can be integrated into delivery. Suppliers then develop and submit SuDS project opportunities into the market, including concept design information.

Review demand, price projects and submit offers

During a market round, Suppliers review the aggregated Buyer demand (expressed in RSWV) provided by the Market Operator and decide which of their previously submitted SuDS projects they wish to take forward. Suppliers then submit an offer price for each selected project.

Confirm contracts, receive payments, and deliver SuDS projects

Once Buyer bids and Supplier offers have been submitted, the Market Operator applies the matching mechanism to determine which projects will proceed. The market selects the combination of Buyer bids and Supplier offers that delivers the greatest possible RSWV within the total value of Buyes bids. Suppliers then enter into agreements, deliver the SuDS projects and receive payment once delivery has been verified.

1) Before a Market Round (Preparation)

Identify eligible SuDS project opportunities

Suppliers prepare by:

- ☑ identifying locations where SuDS can be delivered efficiently alongside planned excavation and reinstatement works
- ☑ reviewing where SuDS projects can be proposed within their streetworks programmes based on the Eligible Area dataset (using the SSM platform)
- ☑ reviewing the concept and detailed design standards
- ☑ developing concept designs for submitted SuDS projects
- ☑ ensuring internal alignment across programme, engineering and commercial teams to support market participation

2) During a Market Round (Offers)

Review supply and submit bids

Core Supplier activities during the offer stage:

1. **Select projects to offer** - Review Buyer demand and select which submitted SuDS projects to offer into the market
2. **Confirm delivery approach** - Define how the SuDS will be delivered, including roles of internal teams, contractors, and any third parties
3. **Price each project** - Submit a fixed price that makes economic and business sense, taking account of delivery risks and project uncertainties
4. **Review contracting** - Ensure arrangements are in place so projects can efficiently move to detailed design and delivery, if successfully matched

The offer price for each project should represent the full economic cost of delivering the SuDS element within the streetworks scheme.

What the offer price must include:

- design, construction and materials needed to build the SuDS
- additional works required to integrate SuDS into the streetworks
- approvals, consents and traffic management associated with the SuDS element
- contractor and delivery costs, including any specialist subcontractors
- proportionate risk / contingency provision, to cover uncertainty and foreseeable issues
- verification and handover requirements (e.g. as-built records and QA)
- commercial margin, ensuring the offer provides a sustainable return and that participation in the market represents a viable business case for the Supplier

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 settlement, The Market Operator facilitates the contracting process, establishing the agreements under which SuDS schemes will be delivered.

Once contracts are in place, suppliers proceed with the delivery of SuDS projects 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.

SuDS design and delivery process

Detailed Design

The SuDS concept design is developed into construction-ready drawings and specifications, including drainage design, materials and street layout integration.

Stakeholder Coordination and Public Engagement

Detailed designs are submitted to the highway authorities for approval, following appropriate engagement with local stakeholders and communities.

Procurement and Contractor Appointment

Contractors and specialist suppliers are appointed to deliver the scheme, ensuring qualified delivery partners and supply chains are in place.

Construction

SuDS features are installed during the reinstatement phase of planned streetworks using the approved design and construction standards.

Inspection and Verification

Completed works are inspected and checked against the approved design to confirm the scheme has been constructed correctly.

Defects Period and Handover

The scheme enters a defects liability period, during which any issues are resolved before final handover for long-term management to the agreed adopter



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	Is there a clear internal rationale for participating in the market?	Ensures participation is purposeful and aligned with business priorities
	Does participation align with our forward works programme and investment plans?	Supports integration with planned activity rather than standalone initiatives
Programme visibility and opportunity identification	Can we identify candidate schemes where SuDS could be integrated without compromising the core works?	Ensures proposed opportunities are practical and deliverable
	Do we understand which schemes could be sufficiently developed to be viable?	Reduces risk of speculative or undeliverable submissions
Data and site understanding	Do we have sufficient information to assess site constraints (e.g. available space, utilities, drainage features)?	Enables realistic assessment of feasibility and design complexity
Commercial readiness	Do we have a sufficiently robust approach to identifying a fixed price for SuDS delivery integrated with the planned works?	Enables commercially viable and competitive offers
	Can we clearly separate core works costs from additional SuDS costs?	Ensures cost clarity and allocation to avoid double counting
Design and technical capability	Do we have access to appropriate SuDS design expertise (internal or external)?	Ensures schemes can be designed to required standards

Readiness Area	Readiness Check	Why this matters
	Can we develop designs that respond to local constraints while remaining efficient and deliverable?	Balances quality with practicality
	Can we coordinate SuDS design with construction sequencing, traffic management and site logistics?	Supports buildability and programme certainty
Contracting and risk management	How can the SuDS be delivered in accordance with statutory reinstatement or other obligations?	Supports compliance and deliverability
Permissions and approvals	How can we use the processes established by the Market Operator to secure the necessary approvals and permissions within the required timeframes?	Enables delivery within market and construction timelines
Operational delivery capability	Do delivery teams understand what is required to construct SuDS as reinstatement for the planned works?	Improves delivery quality and efficiency
	Do we have access to contractors with appropriate skills and experience?	Reduces delivery and quality risks
	Can construction sequencing and interfaces between utilities, civils and planting be managed effectively?	Ensures coordinated delivery
Governance and internal coordination	Is there a clear internal lead responsible for market participation?	Ensures clear accountability
	Are commercial, technical, delivery and governance teams aligned on participation?	Supports coordinated decision-making
	Are internal processes in place to approve schemes, pricing and submissions within required timescales?	Enables efficient market participation

Readiness Area	Readiness Check	Why this matters
Organisational capacity	Do we have sufficient internal capacity to develop and submit credible opportunities within a market round?	Ensures effective participation
	Do we have the technical, commercial and delivery resource to progress opportunities to delivery?	Supports successful execution

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
- Buyers Handbook

FREQUENTLY ASKED QUESTIONS

This section provides answers to common questions to support Suppliers 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.

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.

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

Using a single, standardised unit allows different SuDS projects to be compared, combined and 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.

Are Suppliers in competition with each other during a market round?

Yes

Suppliers compete by offering projects that deliver the greatest reduction in surface water volume at the lowest cost.

The market matching process selects the combination of projects that maximises overall benefit for the available funding.

What might a ‘fair’ offer look like from a Buyer’s perspective?

A fair offer is one that reflects:

- efficient delivery of SuDS alongside planned works
- a realistic cost of design and construction
- a proportionate allowance for risk and overhead

Participation and Offers

What do I need to participate in a market round?

Suppliers are required to prepare and submit SuDS projects and priced offers.

This involves:

- identifying eligible SuDS opportunities within planned streetworks programmes
- developing concept designs in line with SSM standards
- reviewing Buyer demand information provided by the Market Operator
- selecting which projects to offer into the market
- submitting an offer price for each selected project

These inputs allow the market to assess supply against Buyer demand and determine which projects proceed to delivery.

Are Eligible Areas fixed?

Eligible Areas are fixed for the duration of a market round to ensure consistency.

They are reviewed and may be updated over time as the market evolves and delivery evidence improves.

Do I need to design SuDS schemes myself?

Yes

Suppliers are responsible for designing SuDS schemes. This will include:

- developing concept designs for market offers
- progressing detailed design for projects that are matched and contracted
- ensuring designs comply with SSM standards and local requirements
- coordinating design with construction sequencing, utilities and highway constraints

Delivery and Outcomes

Who pays for the preparation of concept designs?

Suppliers fund the preparation of concept designs as part of their participation in the market.

There is a risk that not all submitted projects will be selected, and this should be reflected in overall commercial strategy and pricing.

What can I do to increase the chances of my offers being successful?

Offers are more likely to be selected where they:

- deliver higher volumes of surface water reduction
- achieve that reduction at lower cost
- are clearly deliverable within planned works
- align with Buyer priority areas

Improving efficiency and maximising effective storage within designs will increase competitiveness.

What happens if a project is selected but cannot deliver the expected RSWV?

Suppliers are contracted to deliver the agreed design specification

If the final accredited outcome differs, the Market Operator manages the adjustment through market mechanisms to ensure Buyers do not overpay.

Suppliers are not expected to guarantee performance beyond the agreed design and verification process

Assurance and Risk

How does the market ensure fair payment?

Suppliers define their minimum acceptable price through their offer.

Projects are only selected where Buyer funding meets or exceeds this price, ensuring Suppliers are not contracted below their offer price.

Are Suppliers responsible for community engagement?

Maybe (TBC)

Community engagement is expected to be managed through coordinated arrangements involving the Market Operator and relevant authorities, with support from Suppliers and their contractors.

A pre-agreed strategy will be established prior to delivery.

Who is responsible for maintenance?

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

Practical Considerations

How should I decide what price to offer?

Your offer price should reflect the full cost of delivering the SuDS element within your works, including:

- design and technical input
- construction and materials
- integration with existing works
- approvals and traffic management
- risk, contingency and overheads
- commercial margin

Suppliers should seek to provide offers that are commercially viable (to the Supplier) while remaining competitive within the market.

Do you expect Suppliers to deliver SuDS projects at cost?

No

Suppliers are expected to include an appropriate commercial margin within their offer.

Participation should represent a viable and sustainable business opportunity.

How should I manage contracting with my supply chain?

Suppliers are responsible for managing their own supply chain and delivery partners.

This typically includes:

- ensuring contractors understand SuDS requirements and standards
- incorporating SuDS into existing delivery contracts or frameworks (if relevant)
- aligning construction sequencing, responsibilities and quality requirements
- managing subcontractor performance

For more information, please visit:

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

Or email:

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