

MATCHMAKER

news & views

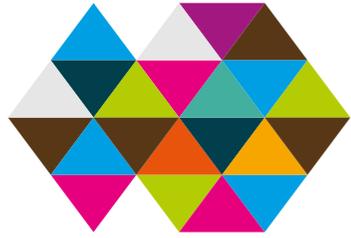
ISSUE 5 October 2023



Swimming
with the big fish

SME MATCHMAKER SERVICE

solomons | europe



Swimming with the big fish

SME MATCHMAKER SERVICE

Helping high-performing SMEs to secure high value, long-term framework contracts on major projects

Welcome to edition five of the Swimming with the Big Fish SME Matchmaker Service newsletter, delivered by Solomons Europe

MATCHMAKER ENQUIRIES

You are a valued member of the Swimming with the Big Fish family. As such, we're always on hand to support you as best we can, whether you have enquiries about a particular PPP package, are seeking some intelligence on an opportunity, or scrabbling about for the right person to speak to at a KDP or fellow Matchmaker SME or microbusiness.

If you need our help, just get in touch with

Hazel Duhy
016973 44905
hazel.duhy@solomonseurope.co.uk

Luke Diccio
07385 378 792
luke.diccio@solomonseurope.co.uk

STAY CONNECTED

Stay in the loop with the Matchmaker Service and PPP progress through Solomons Europe's website and social media channels.

Website www.solomonseurope.com/blog

LinkedIn [@solomons-europe](https://www.linkedin.com/company/solomons-europe)

Twitter [@SolomonsEurope](https://twitter.com/SolomonsEurope)

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SEE YOU VERY SOON AT QUARTERLY CONNECT 4

In just a matter of days we'll be opening the doors of our Papcastle Depot, near Cockermouth, to host a day of networking on Tuesday, October 10.

Quarterly Connect 4 will be slightly different to previous meetings. Having listened to feedback, we know Matchmaker SMEs are eager to meet each other, share knowledge and explore opportunities to work together, whether that's with PPP or projects and programmes elsewhere. Representatives from PPP and appointed KDPs are also planning to come along.

Quarterly Connect 4 will provide a relaxed setting to network. It will run from 10.00am to 4.00pm, giving you the flexibility to pop in and out as you wish. If you're unfortunate to miss someone you were hoping to meet, we'll have a message board so you can leave contact details and requests for support from fellow Matchmaker SMEs.

We have also lined up a number of short Knowledge Share sessions covering hot topics. These will include:

Dominic Doig,
Solomons Europe
Matchmaker 3.0 – how we will continue to support you over the next 12 months (open discussion)

Tom Wiseman,
Programme and Project Partners
Update on PPP projects

Ewan Peacock,
Solomons Europe
Framework commercials

Claire Louise Chapman,
The Shared Value Business
Building social value

Paul Cambre,
Growing Well
Supporting Growing Well's expansion into West Cumbria

Refreshments will be served throughout the day and there will also be a buffet lunch to keep you fully fuelled. An invitation was sent out to everyone a few weeks ago, and the bookings have been flowing in. If you've missed it or haven't received it, all is not lost! Just get in touch with Hazel Duhy at hazel.duhy@solomonseurope.co.uk and she will book you in.

We look forward to seeing you there.



John Rossiter, Head of PPP Supply Chain, shares his insights about the next phase and how it could impact all of us...

MAKING THE PPP ENTERPRISE WORK

I often find myself using the phrase “first of a kind” when speaking to people about Programme and Project Partners (PPP).

I'm always eager to get across the ground breaking approach that's being undertaken – an approach that encompasses an extremely detailed and complex structure and, most importantly of all, a huge shift in supply chain culture. As PPP requires a huge collaborative effort from all involved – from PPP Lot Partners and Key Delivery Partners to the Swimming with the Big Fish SME Matchmaker Service and the SMEs it has, and continues, to support.

Naturally, we all want to see some reward for this effort. So, it's in all of our interests to make it work.

Since its launch, our efforts have focused on building the PPP enterprise. All but one of the KDP work packages have now been awarded. We're about to reach a huge milestone as we enter into our 'first of a kind' long-term frameworks with SMEs and local businesses. With four under the belt, the journey towards our 30 plus target is gathering speed. Tier 3 of the PPP enterprise is taking shape.

Just like all construction projects, it is all well and good building something; the real challenge is in making what you've built work. PPP's goal has been to build a true enterprise aligned on the same fair commercial terms and with everyone involved incentivised to improve project delivery at Sellafield and deliver better outcomes for communities in West Cumbria.

We're entering a new and exciting phase. Everyone involved so far, including the SMEs who have been through the Matchmaker Service process, has invested a lot of time and effort to get to this point. Naturally, we all want to see some reward for this effort. So, it's in all of our interests to make it work.

Ultimately, the PPP model is built on collaboration. It directly challenges the status quo and traditional contractor/subcontractor relationships. It's about

working as one team, learning to work and treat each other differently, to achieve common goals. This requires a cultural shift of epic proportions. This is going to be our biggest challenge, because if we don't embrace this the enterprise just won't work to its full potential.

Put simply, the enterprise has to work. It sets up everyone involved for long term success. PPP is here for another 16 years and, potentially, beyond. We have seen a lot of brilliant commitments and pledges made by KDPs and SMEs, but we all know, the day will only be won when they've been translated into real jobs, apprenticeships, investments and other social impact activities that improve the health, wealth and happiness of local communities.

A dynamic supply chain ecosystem will underpin the success of the enterprise. Yes, we will have SME framework holders, but that's not to say the door is closed for those who don't. As Dominic Doig said in the previous edition, all of the businesses registered with the Matchmaker Service are in a "privileged position". You are well and truly on the front row. Make the most of this.

The types of projects being delivered by PPP are complex. Priorities may shift and new challenges will almost

certainly arise. Flexibility will be required as the programme evolves and the supply chain will evolve to reflect this. We'll need to be proactive, reactive and, above all else, innovative – and we all know that true innovation always comes from the supply chain.

We have to be realistic and recognise that PPP won't have work for everyone tomorrow and that's difficult because everyone gets frustrated when things don't move quickly. But we also have to recognise that PPP is a long game and one that is

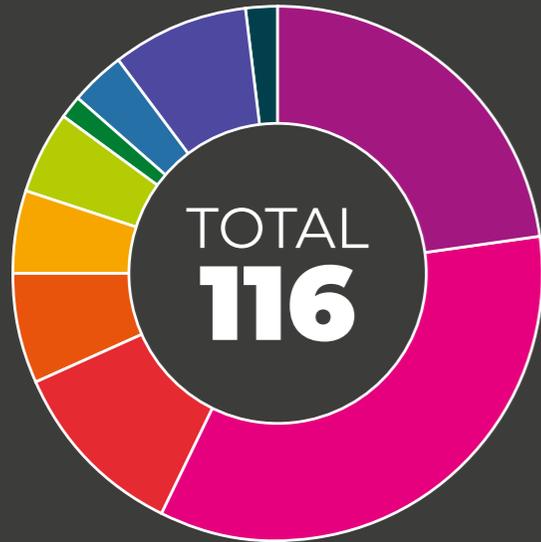
more than worth sticking with. As Dominic said, there could be huge rewards for high performing SMEs that build the right relationships and partnerships as early as possible.

Being 'first of a kind' was always going to be hard. Building the PPP enterprise was far from easy. Making it work is our next, and biggest, hurdle. It's only one we can negotiate if we tackle it together as one. My appeal to you, our SME supply chain, is to play your part. You are going to be critical to success.



MATCHMAKER SME DISCIPLINES

SMEs registered with the Matchmaker Service represent a range of industry disciplines.



	METAL & STEELWORK	28
	MECHANICAL & ELECTRICAL SERVICES	39
	CIVILS	13
	ENABLING WORKS	7
	COMMISSIONING & TESTING	6
	FIT OUT	6
	ENVIRONMENTAL	1
	HEALTH & SAFETY	4
	BUSINESS SUPPORT	10
	MULTI-DISCIPLINE	2

FRAMEWORK AWARDS AND SME HEADS OF TERMS

While our focus will be firmly fixed on converting Heads of Terms into framework contracts, there remains the chance for those without HoTs to secure work.

First, these PPP work packages are long-term and very much alive, with Key Delivery Partners always looking to develop and enhance their supply chains, while also filling any gaps. SME frameworks may be awarded in the future in addition to those we're working hard to secure over the coming months.

Second, there will be a myriad of ad hoc SME procurements, several of which may be significant in value and duration throughout the lifetime of PPP.

Each KDP partnership will develop and evolve over time.

To discuss opportunities, contact the Service Team via Hazel Duhay on 016973 44905 or email hazel.duhay@solomonseurope.co.uk

KDP2

STEELWORK

Severfield Nuclear

0

William Hare

0

Matchmaker team to support SME frameworks

KDP3

HEATING, VENTILATION AND AIR CONDITIONING (HVAC)

Balfour Beatty Kilpatrick

4

EJ Parker Technical Services

0

SME frameworks being progressed

AVRS Systems	
Delkia	
Flamguard	
Process Pipework Services (PPS)	

(SME framework in place)

KDP4

ELECTRICAL AND INSTRUMENTATION

Balfour Beatty Kilpatrick

5

NG Bailey

6

AVRS Systems	Athena
Cumbria O&M Services (COMS)	Cumbria O&M Services (COMS)
Delkia	Delkia
Mission CX	Mission CX
Tenet	Salko
	Swagelok Manchester

KDP5

MECHANICAL PIPEWORK

Balfour Beatty Kilpatrick

6

Altrad Babcock

4

AVRS Systems	AI Engineering
Delkia	McGrady Engineering
LEL Nuclear	Numech
Mission CX	North West Energy Coast Alliance
North West Energy Coast Alliance	
West Coast Thermal	

KDP7

SCAFFOLDING, INSULATION AND PAINTING

To be awarded

KDP8

CONCRETE STRUCTURES, GROUNDWORKS AND BLOCKWORK

Sir Robert McAlpine

5

Cidon
Fox Reinforcement
RC Civils
Stobbarts
William King Construction

KDP9

BUILDING FIT-OUT

Seddon Construction

5

Rotec
Stobbarts
Story Decorating
West Coast Thermal
William King Construction

GOODS AND SERVICES AGREEMENTS

GSA1

FABRICATION AND MANUFACTURING

Agreement holders

Matchmaker team supporting Agreement holders

Ansaldo Nuclear
Carr's Group
Hyde Group
NIS Ltd
North West Energy Coast Alliance
West Cumberland Engineering



SME NEWS



WEST CUMBRIA EXPANSION FOR ES STEEL

Specialist steel installation and project management contractor ES Steel has established a base in West Cumbria.

The Lancashire headquartered company – which delivers complex construction projects in the nuclear and defence sectors – has expanded by taking a 500ft² unit at Kelton House at Westlakes Science Park. ES Steel has been involved in several major steel installation projects over the last 10 years, including SIXEP Continuity Plant (SCP) and the Store Retreatment Plant (SRP).

Managing Director, Jonathan Law, says: **“Westlakes Science Park is the ideal hub for our growing presence and activities on the nearby Sellafield site. It’s ideally situated to enable us to be part of the local community and having a presence in the area shows our commitment to the local economy. Being at the park will enable better networking opportunities with our existing and future customer base and support collaboration with other local like-minded SMEs and businesses.”**



 [Click here to learn more about ES Steel Solutions](#)



BETTER BODIES UK OFFERS FREE CPD COURSES TO CELEBRATE MARKETING REFRESH

Training, skills and support service provider Better Bodies UK is offering Swimming with the Big Fish SME Matchmaker Service registered businesses heavily discounted CPD courses and Ofqual regulated qualifications to celebrate their recent marketing refresh.

The West Cumbria based microbusiness, run by Claire and Jon Griffiths, is offering 50% off CPD courses and 30% off Ofqual regulated qualifications that can be completed online or via the Better Bodies UK (BBUK) new look website www.betterbodiesuk.com

CPD courses can be completed in the learner's own time and certificates are issued immediately on completion. Ofqual regulated qualifications are assessed and supported, with BBUK offering workshops to businesses with a cohort of learners. There is no limit on the update on the discount offer for both.

From mental health, stress management and manual handling to performance, planning and work management, the courses cover a huge array of subjects important to business operations. They are

designed to enhance workforce skills and support efforts towards achieving standards including the Health and Safety at Work Act 1974, ISO 45003: Psychological Health and Safety at Work, UN Global Goals for Sustainable Development (Goal 3) and the European Commission approach to Mental Health.

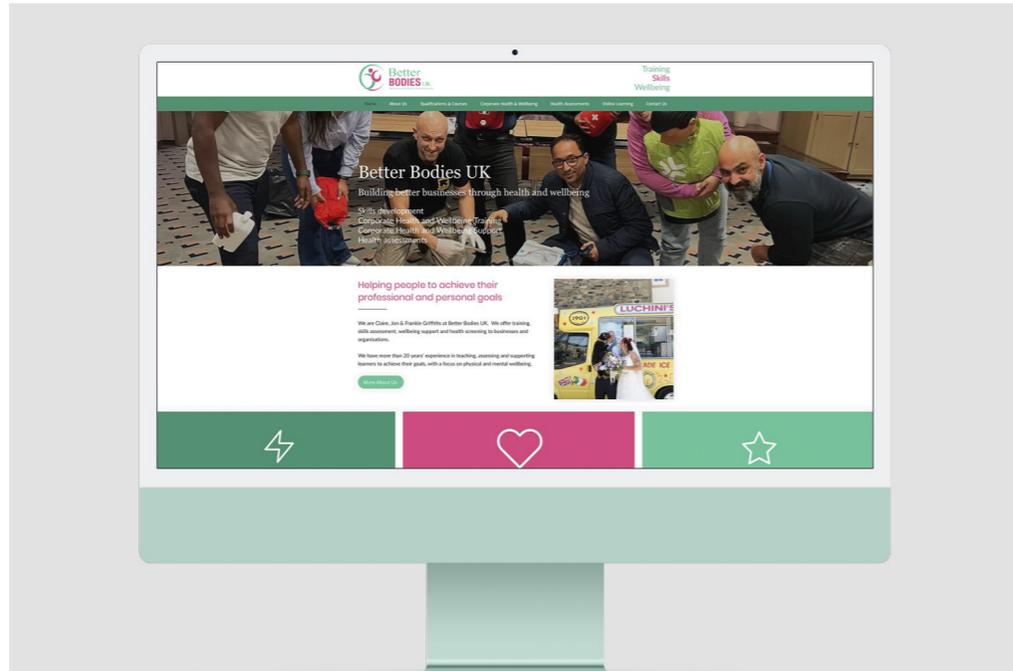
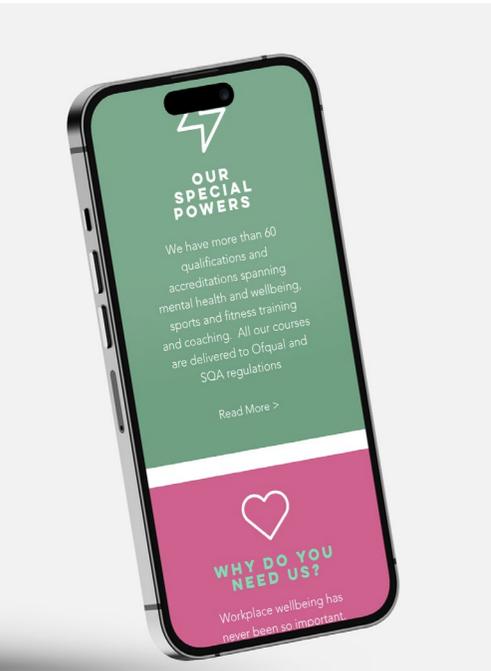
Claire says: **“We feel very fortunate to be part of the Matchmaker Service ‘family’ and have received invaluable advice and support from the team, particularly on how we better market what we offer. As a result, we’ve revamped our website and produced marketing collateral to help spread the word about what we do.**

“With that in mind, we wanted to ‘pay it forward’ by offering fellow Matchmaker businesses access to some excellent courses. We hope these will help other businesses in their response to the increasingly important issue of health and wellbeing in the workplace in particular. While there is rightly a huge emphasis on safety, businesses are waking up to the fact that a happy and healthy workforce is a more productive workforce and therefore, crucial to their bottom line.”

BBUK offers training, skills assessment, wellbeing support and health screening to businesses and organisations, with Cumbrian clients including Energus, Inspira, Morgan Sindall, West Coast Thermal and AVRS Systems. As well as working across the UK, it also serves international clients, recently providing instructor training for the International Rescue Committee and Trauma First Aid courses for humanitarians preparing to travel to support communities in war torn areas of Ukraine.

To take up BBUK's offer and access the discount codes, contact Claire on 07485 015722 or claire@betterbodiesuk.com

 **Click here to learn more about Better Bodies UK**



ON A MISSION

MissionCX has joined forces with ProjectCX and CX Controls Ltd to bolster the range of services offered to clients looking to accelerate and de-risk complex project delivery in highly regulated industries.

The new group brings together a wealth of skills, expertise and experience providing clients with skills, expertise and experience providing clients with commissioning delivery complemented by project transitioning services (pre-operations, operational readiness and operations and maintenance) and controls systems.

While the companies will remain independently run entities with their own management functions, they will combine forces and work to the same high quality, robust, compliant and secure processes and procedures. The group's base will be at the Mission CX headquarters at Westlakes Science Park.

Ben Slater, Managing Director of MissionCX said the new partnership will not only enhance its socioeconomic commitments through new employment opportunities, but also support the growth of ProjectCX and CX Controls Ltd.

He says: **“We are excited to finally formalise our collaborative relationship with CXControls and ProjectCX; a strategic partnership which we have been fine tuning over several months. The entire MissionCX team look forward to working with both companies to deliver service excellence to our clients. Our teams are fully integrated and excited to get started on new assignments together. Watch this space to find out more about the growth of this partnership.”**

ProjectCX services

- Project transitioning, pre operations and operational readiness
- Operations and maintenance support
- Handover and completions

Lead Team: **Aaron Lester, Paul Zancchi and Ben Minnican**
 Website: **Coming soon**

CX Controls Ltd services

- System Integration
- Business transformation, including BIM and IoT solutions
- Consultancy, project and programme management

Lead Team: **John Peace and Gareth Swindells**
 Website: **www.cxcontrols.co.uk**



BRIGHT STARS EXPANDS AWARD-WINNING PROGRAMME TO BUSINESSES

An award-winning competition that connects Cumbrian based businesses with primary schools to help pupils develop their own social enterprise has been expanded.

Due to high demand and positive feedback, Bright Stars will now be run by West Cumbria-based Centre for Leadership Performance twice per year – with the next launch taking place in October this year, followed by a second in April 2024.

The expansion will enable more schools to participate in this exciting programme, fostering leadership, teamwork and entrepreneurship in young minds. Involvement gives businesses the opportunity to show their commitment to school engagement and social impact, as well as connect with potential members of their future workforce by showcasing what they do.

Sarah Glass, Executive Director at the Centre for Leadership Performance, says: **“The scheme was co-created in partnership with businesses to nurture a culture of aspiration and enterprise. It also removes barriers to engagement between**

local business and local primary schools and helps to develop the talent pipeline for the future. We want to connect more businesses to work with pupils and develop their business skills, social enterprise ideas and open their minds to the excitement of business from an early age.”

Click here to learn more about Bright Stars and sign up your business visit

For an informal chat about the programme and what it entails, contact Hazel Duhy on 016973 44905 or email hazel.duhy@cforlp.org.uk



MATCHMAKER SMEs DOMINATE BECBC AWARDS 2023 SHORTLIST

Matchmaker SMEs are yet again dominating the shortlist for the annual Britain's Energy Coast Business Cluster Awards.

Delkia are a finalist in the highly coveted Business of the Year category, while ITI Operations are vying for the hotly contested Collaboration award. RB Electrical Services are in the final three in

the Microbusiness category and LIKE Technologies have made the final cut for the Sustainability: Environmental award.

PAR Systems and William King Construction will go head-to-head (in a friendly way!) for the Growing Business title. RAF Engineering are up for the Inspiring People award. Meanwhile, Lucy Harrison of the Harrison Network and Anand Puthran of McMenon Engineering and the North West Energy Coast Alliance are among the list of finalists in the Business Person of the Year category.

Elsewhere, PPP has been shortlisted for the Sustainability: Social Value award and multiple Key Delivery Partner Balfour Beatty Kilpatrick are competing for the Sustainability: Environmental gong.

All finalists will be visited by the BECBC Awards 2023 judging panel over the next few months before the winners are revealed at a ceremony at Energus, Lillyhall on November 16.

Good luck to everyone involved from the Matchmaker team!

 **Click here to view the full shortlist**

YET MORE AWARDS...

And a huge good luck to both Delkia and Harrison Network for making the final three in the SME of the Year category in this year's in-Cumbria Business Awards (yet more friendly rivalry between Matchmaker companies!).

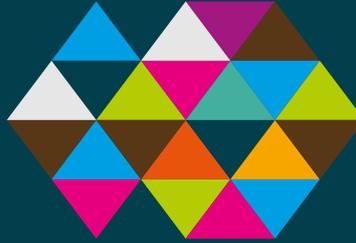
Elsewhere, Kurt Canfield, Chief Executive of Delkia, has made the final three in the prestigious Business Person of the Year category. Finalists will now be visited by expert judges.

The winners will be unveiled at a ceremony hosted by TV hypnotist and mind reader Aaron Calvert at The Halston, Carlisle on November 23.



We're eager to share your contract wins, work you're undertaking with fellow Matchmaker companies and examples of your commitment to investing and growing in the Cumbria region.

To share your story in future newsletters, please get in touch with Luke Diccio at luke.diccio@solomoneurope.co.uk



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SME MATCHMAKER SERVICE

Thank you for your continued
support and positivity



PROGRAMME &
PROJECT PARTNERS



Jacobs

MORGAN
SINDALL
INFRASTRUCTURE



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