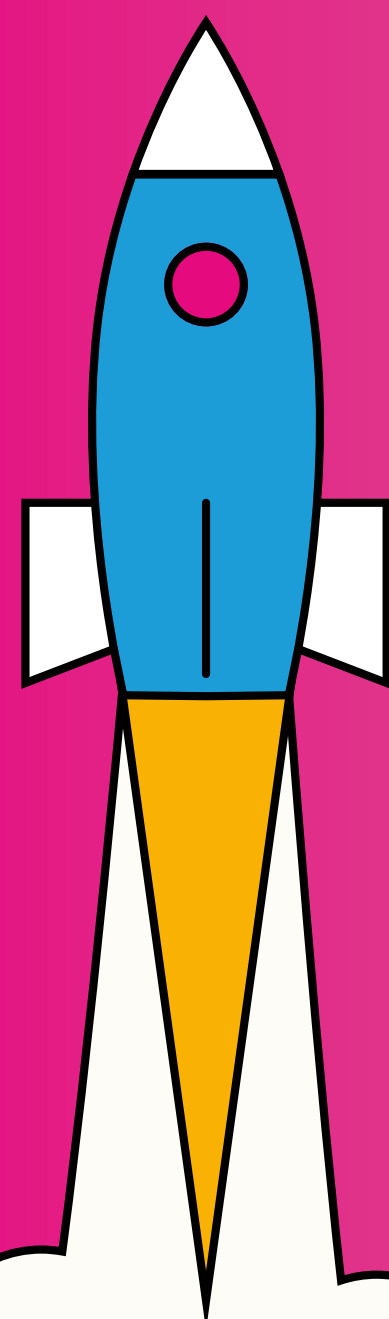




Swimming
with the big fish

SME MATCHMAKER SERVICE

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



QUARTERLY CONNECT 4

OCTOBER 10, 2023

AGENDA

MATCHMAKER 3.0
– HOW WE WILL
CONTINUE TO
SUPPORT
YOU OVER THE
NEXT 12 MONTHS

10.30am **Dominic Doig, Solomons Europe**
Matchmaker 3.0 – how we will continue to support you over the next 12 months



UPDATE ON
PPP PROJECTS

11.00am **Tom Wiseman, Programme and Project Partners**
Update on PPP projects



BUILDING SOCIAL
VALUE INTO
YOUR BUSINESS

11.30am **Ewan Peacock, Solomons Europe**
Framework commercials



SUPPORTING
GROWING WELL'S
EXPANSION INTO
WEST CUMBRIA

12.00pm **Claire Louise Chapman, The Shared Value Business**
Building social value into your business



12.15pm **Paul Cambre, Growing Well**
Supporting Growing Well's expansion into West Cumbria



DOMINIC DOIG, SOLOMONS EUROPE



MATCHMAKER 3.0

HOW WE WILL CONTINUE TO SUPPORT YOU OVER THE NEXT 12 MONTHS

(OPEN DISCUSSION)

**MATCHMAKER 3.0
– HOW WE WILL
CONTINUE TO
SUPPORT
YOU OVER THE
NEXT 12 MONTHS**

**UPDATE ON
PPP PROJECTS**

**FRAMEWORK
COMMERCIALS**

**BUILDING SOCIAL
VALUE INTO
YOUR BUSINESS**

**SUPPORTING
GROWING WELL'S
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WEST CUMBRIA**

ALL4ONE – WE ARE ONE TEAM

MATCHMAKER 3.0
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- Last few years have been tough for small businesses and tested the hardest of entrepreneurs
- SMEs prevented from innovating, taking calculated risks and, most importantly, thinking big!
- Yet, SMEs remain the lifeblood of the UK economy, employing over 16.4 million people and contributing £2.1 trillion in turnover

RESILIENT SUPPLY CHAINS

- Strategic purpose and objective of Matchmaker to support resilient SME supply chains on PPP, while achieving PPP's Critical Success Factors
- PPP wants to demonstrate an industry-leading Project 13 capability – “be the best of the best”
- Our mission is now moving at pace

THE WORLD IS CHANGING

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Jo Lappin MBE, Chief Executive of Cumbria Local Enterprise Partnership, recently commented:

“SMEs need to collaborate, innovate and increase productivity – they are ‘willing’ but ‘struggling’ and focusing on survival. They live in a world of fixed-price-quotes and ad hoc transactional procurement, and a lack of formal order book.”

She believes:

- Anchor institutions need to use their procurement power to enable resilience and confidence and security for SMEs
- Long-term sustainable contracts with appropriate risk transfer are the way forward

The world needs to, and is, changing – we (all of us) are ahead of the game!

A QUICK RECAP: THE MATCHMAKER STORY SO FAR

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MATCHMAKER 1.0

- Pre-qualified, assessed and matched high performing SMEs with Key Delivery Partners, resulting in Heads of Terms agreements
- Promises were made subject to Framework awards – revenue would be given to SMEs in return for job creation and regional investment

MATCHMAKER 2.0

- We supported negotiations between SME and KDPs to conclude long-term incentivised framework awards
- This has been accelerating over the last quarter

MATCHMAKER 2.0 UPDATE (Ewan Peacock)

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PROGRESS TO APRIL 2024

- Frameworks progressing with Matchmaker support
- Actively supporting 16 SMEs at present
- Target of 21 separate KDP/SME frameworks in place by end of March 2024 (12 before end of 2023)
- Supporting the whole framework process with focus on commercial support and incentivisation

POST APRIL 2024

- Continued support and more frameworks
- Another 25 in the pipeline (up to 50 frameworks possible)
- Potential further opportunities for SMEs
- SMEs working for SMEs as part of extended supply chain
- Release embedded potential – you in the room!

MATCHMAKER 2.0 UPDATE (Ewan Peacock)

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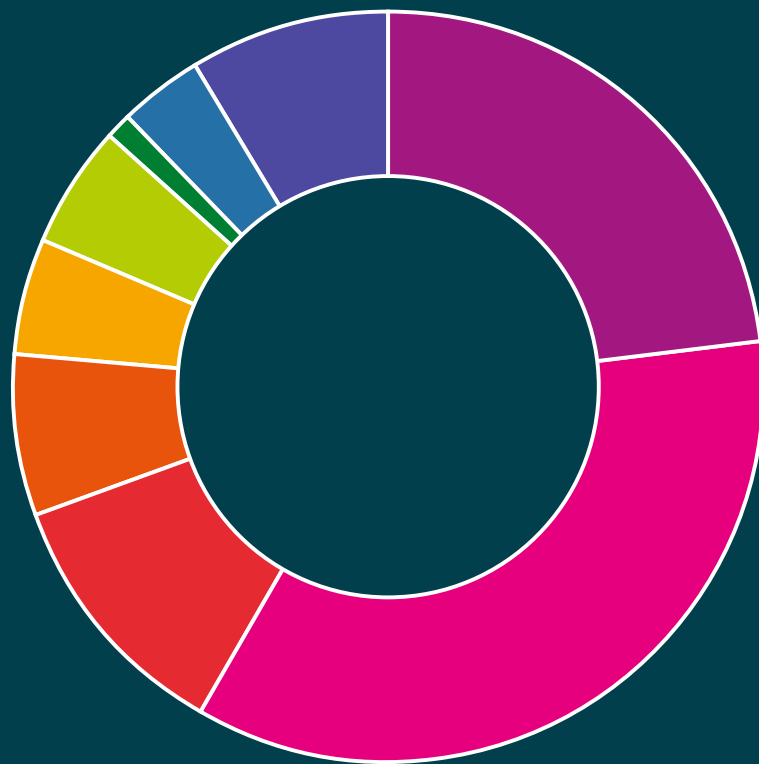
Swimming
with the big fish
SME MATCHMAKER SERVICE

Helping high performing businesses willing to invest in Cumbria to forge long-term relationships with Programme and Project Partners (PPP) framework holders

PROGRESS IN NUMBERS

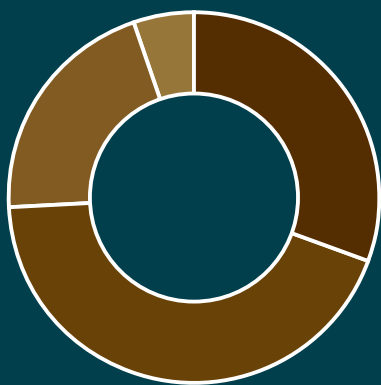
**TOTAL NUMBER OF SMEs REGISTERED
WITH THE MATCHMAKER SERVICE** **116**

SME DISCIPLINES



	METAL & STEELWORK	27
	MECHANICAL & ELECTRICAL SERVICES	41
	CIVILS	13
	ENABLING WORKS	8
	COMMISSIONING & TESTING	6
	FIT OUT	6
	ENVIRONMENTAL	1
	HEALTH & SAFETY	4
	BUSINESS SUPPORT	10

SME EXPERTISE

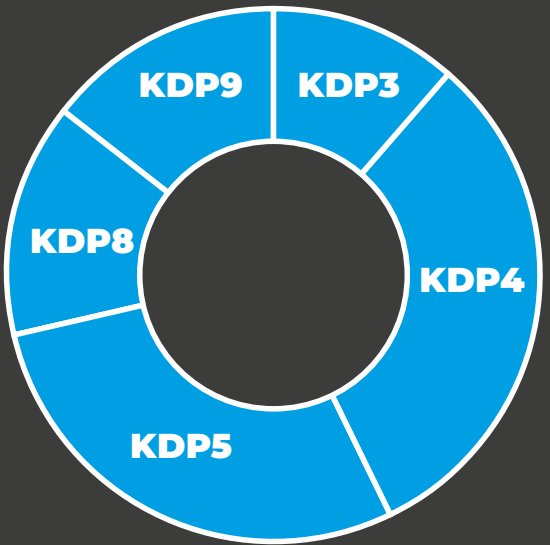


MANUFACTURING & FABRICATION	36
CONTRACTOR	51
CONSULTANT	24
SUPPLIER	6

Some SMEs have multiple expertise

HEADS OF TERMS

HoTs AGREED BETWEEN KEY DELIVERY PARTNERS AND SMEs WITH SUPPORT FROM US		35
MATCHMAKER REGISTERED BUSINESSES WITH HoTs		23
	KDP3 HEATING, VENTILATION AND AIR CONDITIONING (HVAC)	4
	KDP4 ELECTRICAL AND INSTRUMENTATION	11
	KDP5 MECHANICAL PIPEWORK	10
	KDP8 CONCRETE STRUCTURES, GROUNDWORKS AND BLOCKWORK	5
	KDP9 BUILDING FIT-OUT	5



SOCIOECONOMIC IMPACT

(KDP Socioeconomic Impact / Combined figures included in ITT HoTs)

SME 5-YEAR REVENUE

£154.3m

LOCAL INVESTMENT IN OFFICES/
FACILITIES

£0.9m

LOCAL 5-YEAR SUPPLY CHAIN SPEND

£127.5m

NEW JOB CREATION 5-YEAR
WEST CUMBRIA

438

NEW APPRENTICES 5-YEAR
WEST CUMBRIA

137

MATCHMAKER 3.0 – THE FUTURE

MATCHMAKER 3.0
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We will continue to support new SME framework negotiations with KDPs

We will support microbusiness involvement with SMEs and KDPs

We anticipate delivering an SME supply relationship management function that includes:

- Reviewing and auditing SME performance on call of contracts (are they meeting promises and commitments?)
- Reviewing workload, future project requirements, recruitment, plans, and barriers and solutions for success
- Measuring KDP performance against commitments
- Reviewing and supporting call off individual NEC contracts
- Developing meaningful enterprise KPIs to support achievement of outcomes – and then monitoring them (growth, diversity, investment)
- Supporting dialogue over other PPP and Sellafield opportunities

OPEN DISCUSSION

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**HOW CAN WE
ASSIST YOU?**

**WHAT DO YOU
NEED FROM US?**

CONTACT DETAILS

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Managing Director,
Solomons Europe**

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www.solomonseurope.co.uk



TOM WISEMAN, PROGRAMME AND PROJECT PARTNERS

**MATCHMAKER 3.0
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UPDATE ON PPP PROJECTS



UPDATE ON PPP PROJECTS

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**PROGRAMME &
PROJECT PARTNERS**
AT SELLAFIELD

PPP PROJECT UPDATE

10 October 2023

MATCHMAKER 3.0
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MAJOR PROJECTS

- SIXEP Contingency Plant – SCP
- Sellafield Product & Residue Store Retreatment Plant – SRP
- Replacement Analytical Project – RAP



UPDATE ON PPP PROJECTS

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SCP



UPDATE ON PPP PROJECTS

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SRP



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RAP



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MAJOR PROJECTS

Not yet in Construction

- Box Encapsulation Plant Product Store 2 (BEPPS2)
- Lightly Shielded Store 1 (LSS1)

2024

- SIXEP Waste Management Receipt Facility (SWMRF)
- Sludge Handling and Export (SHEP)



UPDATE ON PPP PROJECTS

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KDP INFLIGHT PROJECT ALLOCATION STATUS

	KDP 2 Steelwork	KDP 3 HVAC	KDP 4 E&I	KDP 5 M&P	KDP 7 Access (Scaffold)	KDP 8 Civils	KDP 9 Building Fit Out	KDP10 Building Services
SCP					*except Civil scaffolding			
SRP					*except Civil scaffolding			
RAP								 
BEPPS2								
LSS1								

KEY:	Project Procured	Included in another KDP category	Currently Unallocated
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GSA01 FABRICATION & MANUFACTURING



Hyde Group Nuclear



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MY DETAILS

Tom.Wiseman@SL-PPP.CO.UK



EWAN PEACOCK, SOLOMONS EUROPE

FRAMEWORK COMMERCIALS



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FRAMEWORKS

- Overarching agreement – may be no work
- Call off contracts – the goal is actual work
- Need to understand what you are signing up to
- SMEs with KDP frameworks – other opportunities with PPP direct, through other SMEs etc.
- Matchmaker Service team here to guide and support

PPP OVERVIEW

- PPP KDP frameworks – some SMEs already engaged with KDPs
- New Engineering Contract (NEC4)
- NEC Option E – Cost Reimbursable
- Defined Cost
- Corporate Overhead / Nominal and Incentivised Profit
- Rates
- KPIs / Pledges

FRAMEWORK COMMERCIALS

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CORPORATE OVERHEAD

- Corporate Overhead = PPP Framework specific term (usually part of fee)
 - All overhead costs to run your business
- Defined Cost = NEC4 term, paid for what you do (in line with contract)
- Defined Cost + Corporate Overhead + Nominal and Incentivised Profit %s

CORPORATE OVERHEAD CALCULATION

- Revenue = business income
- Cost of sales = represents the direct costs related to the manufacturing of goods/ services that are sold to your customers
- Corporate overhead breakdown – headings in line with framework
- Covers a five-year period – actual and forecast
- % agreed and included in framework

FRAMEWORK COMMERCIALS

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RATES

- Based on roles at framework stage
- Rate build up based upon NEC4 contract and Schedule of Cost Components
- Rates included in framework – used for forecasting, estimates and benchmarking
- Rates subject to audit – you will be paid Defined Cost
- Rates reviewed throughout framework period
- Forms part of Schedule of Cost Components (materials, equipment etc.)

SUPPORT FOR ALL MATCHMAKER SMES

- Quarterly Connect events and meetings, newsletters, social media
- Opportunities to work and collaborate with each other
- We are always on hand to advise and support – in person, over phone, email
- Speak to us and the Matchmaker Service team today!

FRAMEWORK COMMERCIALS

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GENERAL DISCUSSION AND QUESTIONS

CONTACT DETAILS

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Solomons Europe**

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CLAIRE LOUISE CHAPMAN, THE SHARED VALUE BUSINESS

BUILDING SOCIAL VALUE INTO YOUR BUSINESS



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BUILDING SOCIAL VALUE INTO YOUR BUSINESS

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WHAT IS SOCIAL VALUE?

**WHAT OPPORTUNITY IS
THERE FOR SMES?**

**GREAT EXAMPLES OF
SME SOCIAL VALUE**

CONTACT DETAILS

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www.tsvb.co.uk



PAUL CAMBRE, GROWING WELL

**SUPPORTING
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INTRODUCING GROWING WELL

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A CUMBRIAN MENTAL HEALTH CHARITY AND ORGANIC FARMING ENTERPRISE



INTRODUCING GROWING WELL

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EXPERIENCED THERAPEUTIC GROWERS AND MENTAL HEALTH SUPPORT STAFF OFFERING:

- Rebuilding confidence
- Learning new skills
- Peer support
- Assistance in achieving personal goals, such as returning to employment or education
- One day of support per week for up to a year
- Now expanding to three sites across Cumbria



OUR PLANS FOR WEST CUMBRIA

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TRANSFORMING THE NEW BECK GREEN NURSERIES SITE, ENABLING US TO SUPPORT 100 PEOPLE ANNUALLY IN WEST CUMBRIA



WE NEED YOUR SUPPORT (Ben Quitman, Solomons Europe)

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WE ARE SEEKING ASSISTANCE FROM VARIOUS TRADES AND SKILLS:

- Gas engineers
- Civils
- Electrical
- Demolition
- And more

Solomons Europe is currently assisting with Project Management services.

How can you help?



KEY MILESTONES

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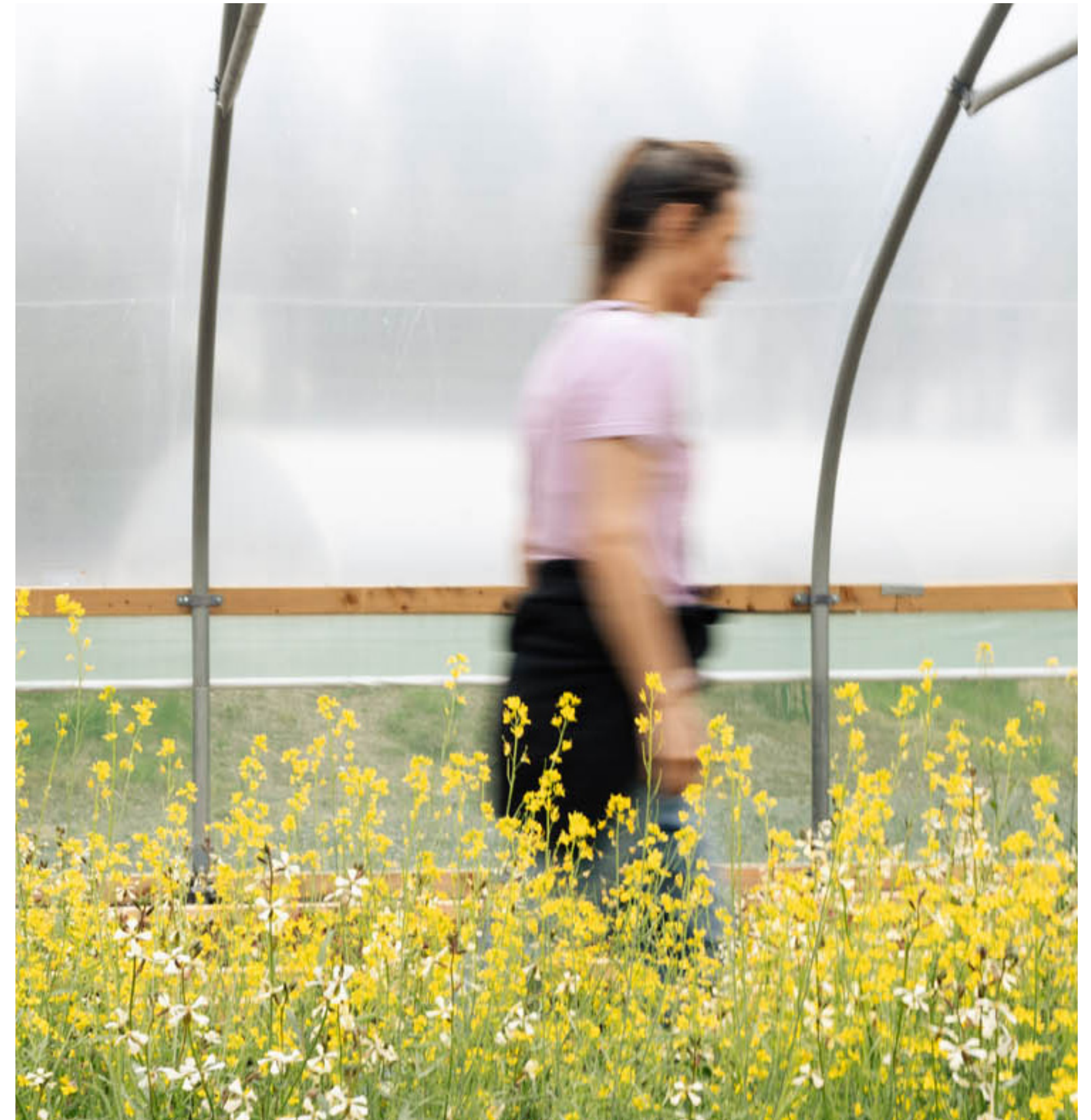
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- **October-December 2023**
Secure planning permission and utility permissions
- **October 2023**
Engage with Local SMEs to prepare for works
- **October/November 2024**
Work commences on-site
- **Christmas 2023**
Recruitment of site staff and seed sowing
- **April 2024**
Planting
- **May/June 2024**
Site work completion
- **June 2024**
Launch and start generating revenue



LEARN MORE AND GET IN TOUCH

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Learn more about Growing Well
at www.growingwell.co.uk

CONTACT DETAILS

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THANK YOU FOR COMING

**Keep up to date with the
Swimming with the Big Fish
SME Matchmaker Service at**

Website: www.solomonseurope.com/blog/tags/swimming-with-the-big-fish

LinkedIn: @solomons-europe

Twitter: @SolomonsEurope

Facebook: facebook.com/solomonseurope