



Swimming
with the big fish

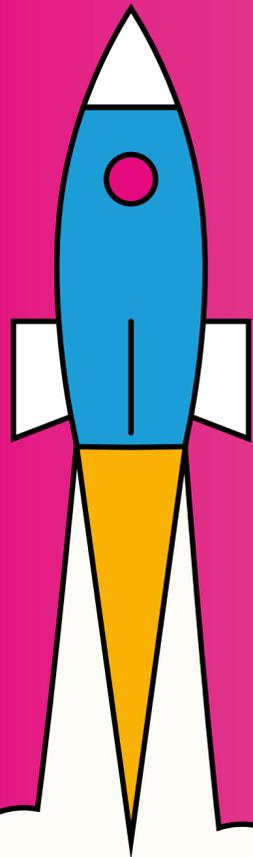
SME MATCHMAKER SERVICE

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

 solomons europe

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

 solomons europe

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
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NEXT 12 MONTHS**

**UPDATE ON
PPP PROJECTS**

**FRAMEWORK
COMMERCIALS**

**BUILDING SOCIAL
VALUE INTO
YOUR BUSINESS**

**SUPPORTING
GROWING WELL'S
EXPANSION INTO
WEST CUMBRIA**

MATCHMAKER 3.0

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

(OPEN DISCUSSION)



ALL4ONE – WE ARE ONE TEAM

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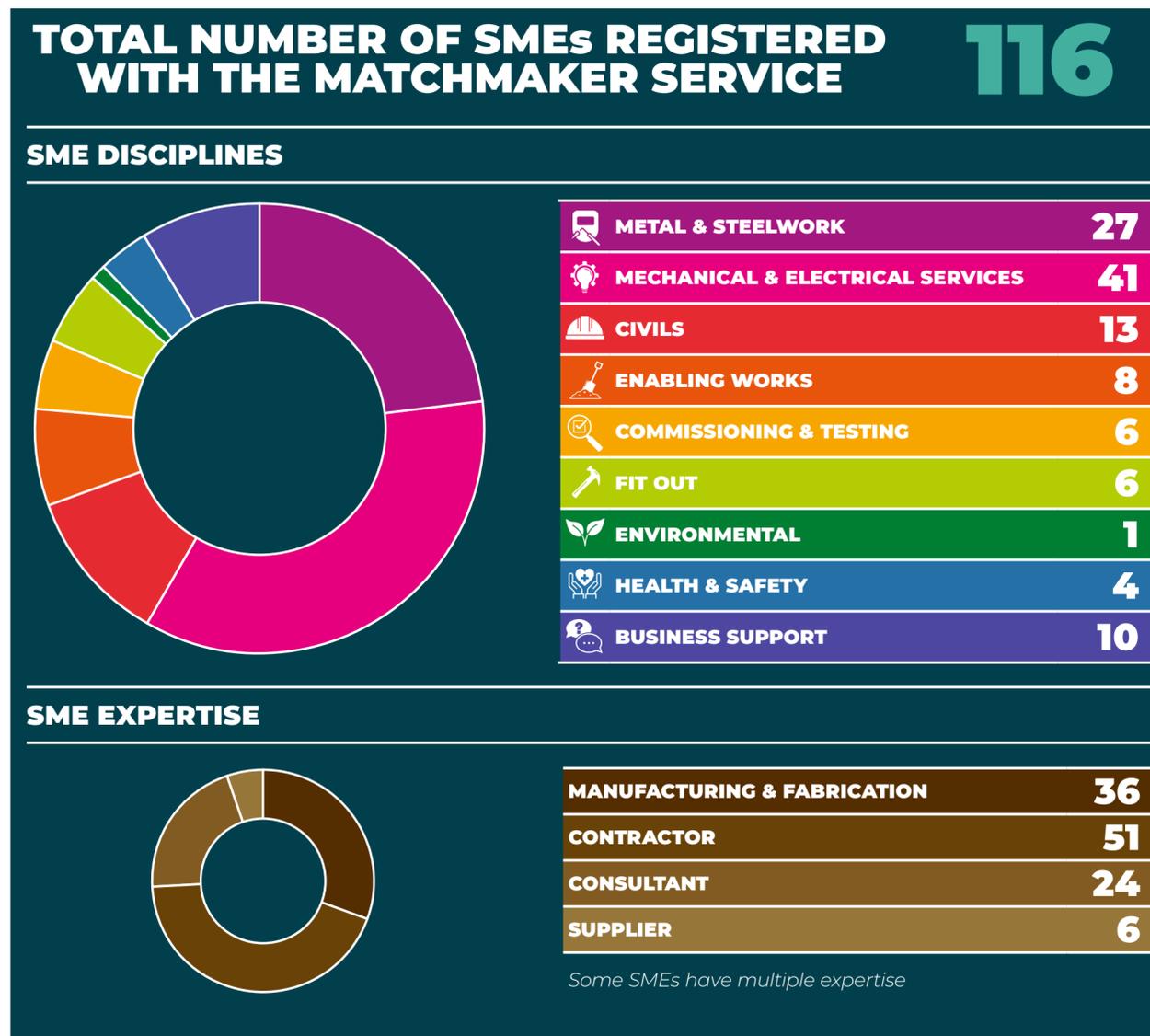
BUILDING SOCIAL
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Helping high performing businesses willing to invest in Cumbria to forge long-term relationships with Programme and Project Partners (PPP) framework holders

PROGRESS IN NUMBERS

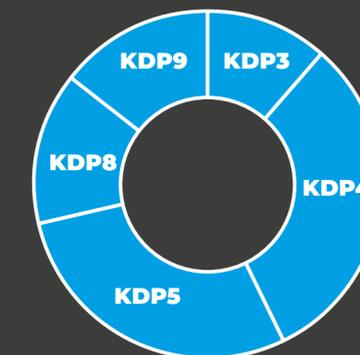


HEADS OF TERMS

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

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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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TOM WISEMAN, PROGRAMME AND PROJECT PARTNERS

UPDATE ON PPP PROJECTS



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**PROGRAMME &
PROJECT PARTNERS
AT SELLAFIELD**

PPP PROJECT UPDATE

10 October 2023

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MAJOR PROJECTS

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



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SCP



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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)



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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:			
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GSA01 FABRICATION & MANUFACTURING



Hyde Group Nuclear



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MY DETAILS

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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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CLAIRE LOUISE CHAPMAN, THE SHARED VALUE BUSINESS

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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PAUL CAMBRE, GROWING WELL

SUPPORTING GROWING WELL'S EXPANSION INTO WEST CUMBRIA



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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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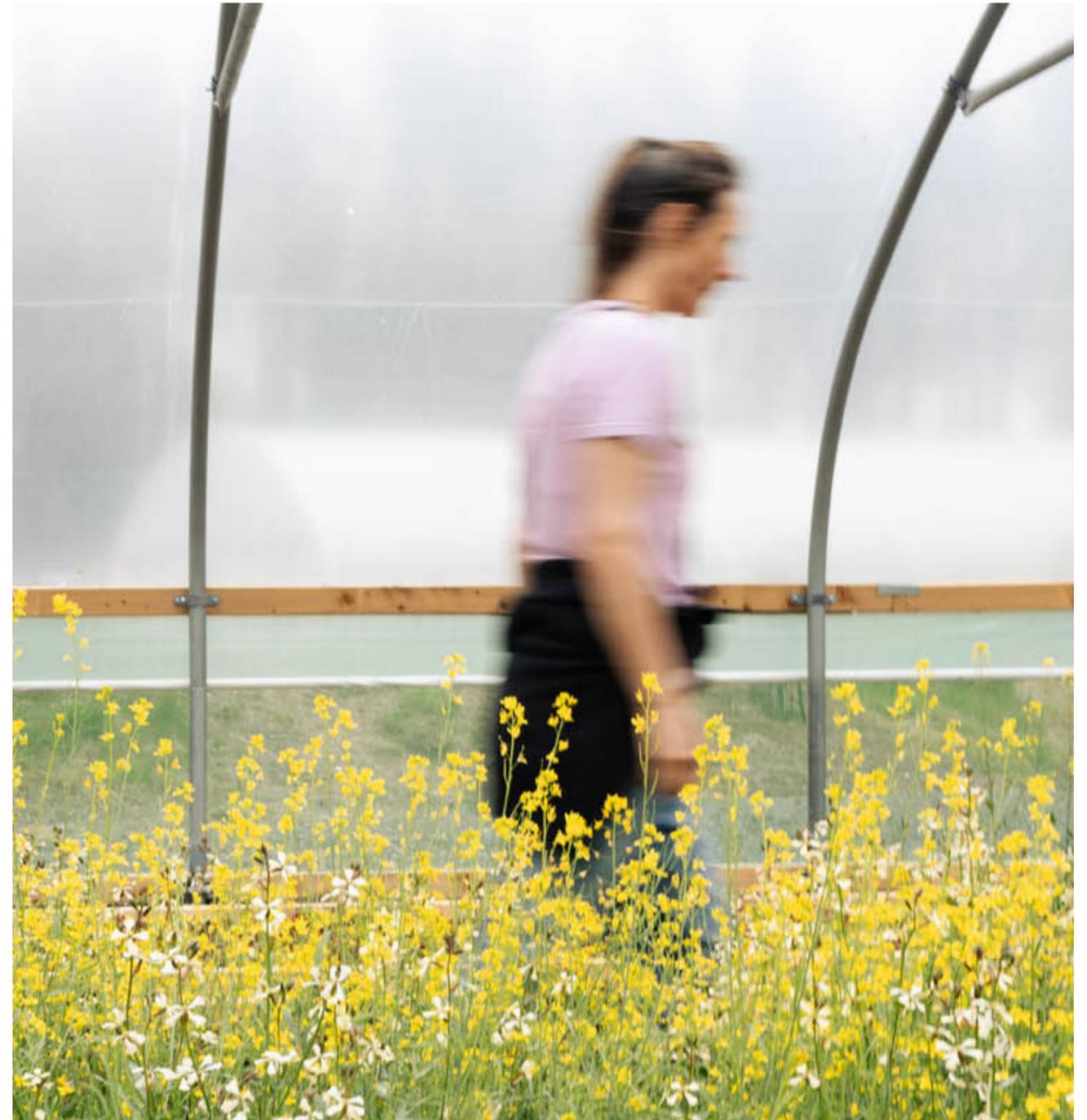
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- **October-December 2023**
Secure planning permission and utility permissions
- **October 2023**
Engage with Local SMEs to prepare for works
- **October/November 2024**
Work commences on-site
- **Christmas 2023**
Recruitment of site staff and seed 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**

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LinkedIn: @solomons-europe

Twitter: @SolomonsEurope

Facebook: facebook.com/solomonseurope