



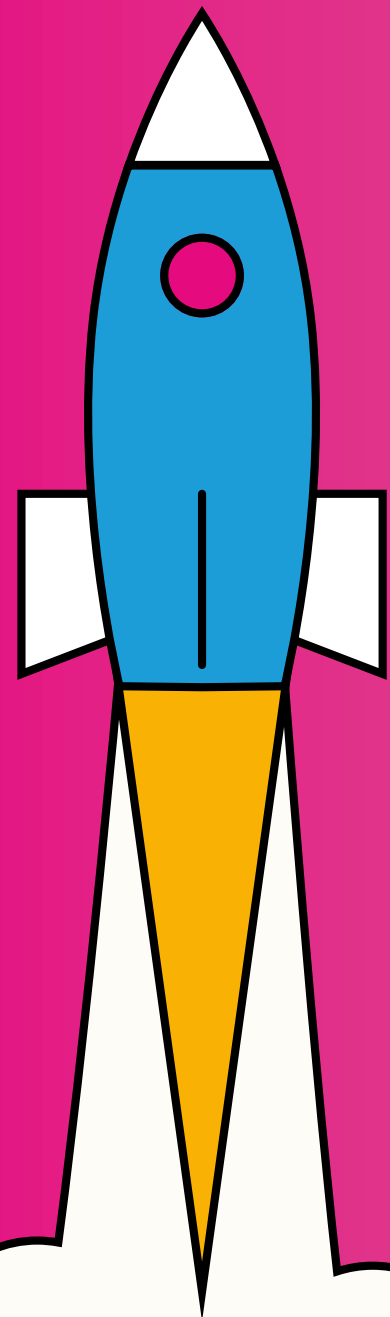
Swimming
with the big fish
SME MATCHMAKER SERVICE

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



QUARTERLY CONNECT 6

WEDNESDAY 19th JUNE, 2024



AGENDA

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

10.15am **PPP BACKGROUND AND CLIENT PERSPECTIVE**
James Fennell, Head of Commercial, PPP Client



PROGRAMME &
PROJECT PARTNERS
AT SELLAFIELD

PPP STRATEGY AND
ENTERPRISE UPDATE

10.30am **PPP STRATEGY AND ENTERPRISE UPDATE**
John Rossiter, Programme and Project Partners



PROGRAMME &
PROJECT PARTNERS
AT SELLAFIELD

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

10.45am **MATCHMAKER UPDATE**
Dominic Doig and Ewan Peacock, Solomons Europe

Solomons
Europe.

GROWING WELL
UPDATE

11.15am **SME SHOWCASE**
Dick Monaghan, Delkia
Jonathan Law, ES Steel
Ben Pyne, ITI



11.45am **GROWING WELL UPDATE**
Ben Quitman, Solomons Europe



JAMES FENNELL, HEAD OF COMMERCIAL, PPP CLIENT

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
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UPDATE

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PPP BACKGROUND AND CLIENT PERSPECTIVE



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Sellafield Ltd

We are creating a clean and safe environment for future generations



PPP BACKGROUND AND CLIENT PERSPECTIVE

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GROWING WELL UPDATE



Sellafield Ltd
We are creating a clean and safe environment for future generations



Our people

11,000+ We have 11,033 employees (full-time equivalents)	40 YEARS We have had our current dedicated training centre at Sellafield for nearly 40 years	10,500+ We have trained more than 10,500 apprentices over the last 67 years	~42,800 We have approximately 42,800 supply chain people supporting us
--	--	---	--

Budget

£2bn+
We manage an annual budget of more than **£2bn every year**

Projects

We have a **£7.5bn** capital programme over the next 20 years.
£50m
~25 projects over £50m

Environmental

111km
111 km of drainage pipework on site – same as the distance from Whitehaven to Kendal

22
22 separate monitoring units around our site perimeter that continuously sample aerial readings.

General

2 square miles
Size of the Sellafield site
2 square miles

200+
200+ of the buildings are nuclear facilities and Sellafield is home to 4 of the biggest nuclear risks and hazards in Europe

1,300
Number of buildings on site

Locations
Sellafield and Warrington are our two main locations

70+ years
The site has been operating for 70+ years and has 100+ years of work ahead of it

Infrastructure

70+
More than 70 substations on site

120km
120km of high voltage cable

40km
40km of road and tracks on site

1,000
1,000 shipments in/out of site each year

100km
100km of pipework for water supplies, on/off site

19km
19km of steam mains

1,750m³
1,750m³ of sewage effluent processed every day

2,500m³
2,500m³ domestic water supplied per day

Supply Chain

£1.26bn
We spend approx. **£1.26bn** each year. **64%** of our total budget in our supply chain

~£300m
We spend **£300m each year** with small and medium enterprises (SMEs)

£15.25bn
Value of our **Contract Portfolio: £15.25bn**

953
Current vendors: **953**

£350m
We spend more than **£350 million** every year on major projects, constructing the buildings that we need in order to empty and demolish old facilities.

Waste

~1,500m³
~1,500m³ of **high level waste** to be disposed to the GDF/ exported (packaged volume)

~350,000m³
~350,000m³ of **intermediate level waste** to be disposed to the GDF (packaged volume)

~450,000m³
~450,000m³ of raw future arisings of **low level waste**

~2,750,000m³
~2,750,000m³ of raw future arisings of **very low level waste**

PPP BACKGROUND AND CLIENT PERSPECTIVE

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The case for change: National Audit Office 2012 findings

Lack of
learning
from one
project
to the next

Fragmented
procurement
strategy, not
cradle to
grave

Inappropriate
risk transfer
to
the supply
chain

Large
Sellafield
resource
overseeing supply
chain project
delivery

Adversarial
relationships,
driven by
contract
incentives

Inadequate
definition of
projects from
programmes

Limited
socio-economic
benefit to the
local
community

Each Major
Project having
its own
bespoke
supply chain

Stakeholder
feedback:
project delivery
performance
historically
poor



PPP BACKGROUND AND CLIENT PERSPECTIVE

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PPP STRATEGY AND ENTERPRISE UPDATE

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- ES STEEL
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The PPP Response

Programme and Project Partners (PPP), a collaboration of four Lot Contracts awarded in May 2019 to deliver the Major Projects portfolio as approved by Her Majesty's Government to provide value for money over the next 20 years.



PPP set up in May 2019 with four Lot Partners: KBR, Jacobs, Morgan Sindall, Altrad. Sellafield Ltd acts as the 5th partner.



Performance management support provided by the PPP Client.



Each Lot Partner integrates their areas of expertise together with Sellafield Ltd resources, to form Aligned Delivery Teams (ADTs).



The partnership provides access to expertise and resources to support the Sellafield Ltd purpose and deliver the eight business case benefits.



JOHN ROSSITER, PROGRAMME AND PROJECT PARTNERS

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PPP STRATEGY AND
ENTERPRISE UPDATE

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PPP STRATEGY AND ENTERPRISE UPDATE



PPP STRATEGY AND ENTERPRISE UPDATE

PPP BACKGROUND AND CLIENT PERSPECTIVE

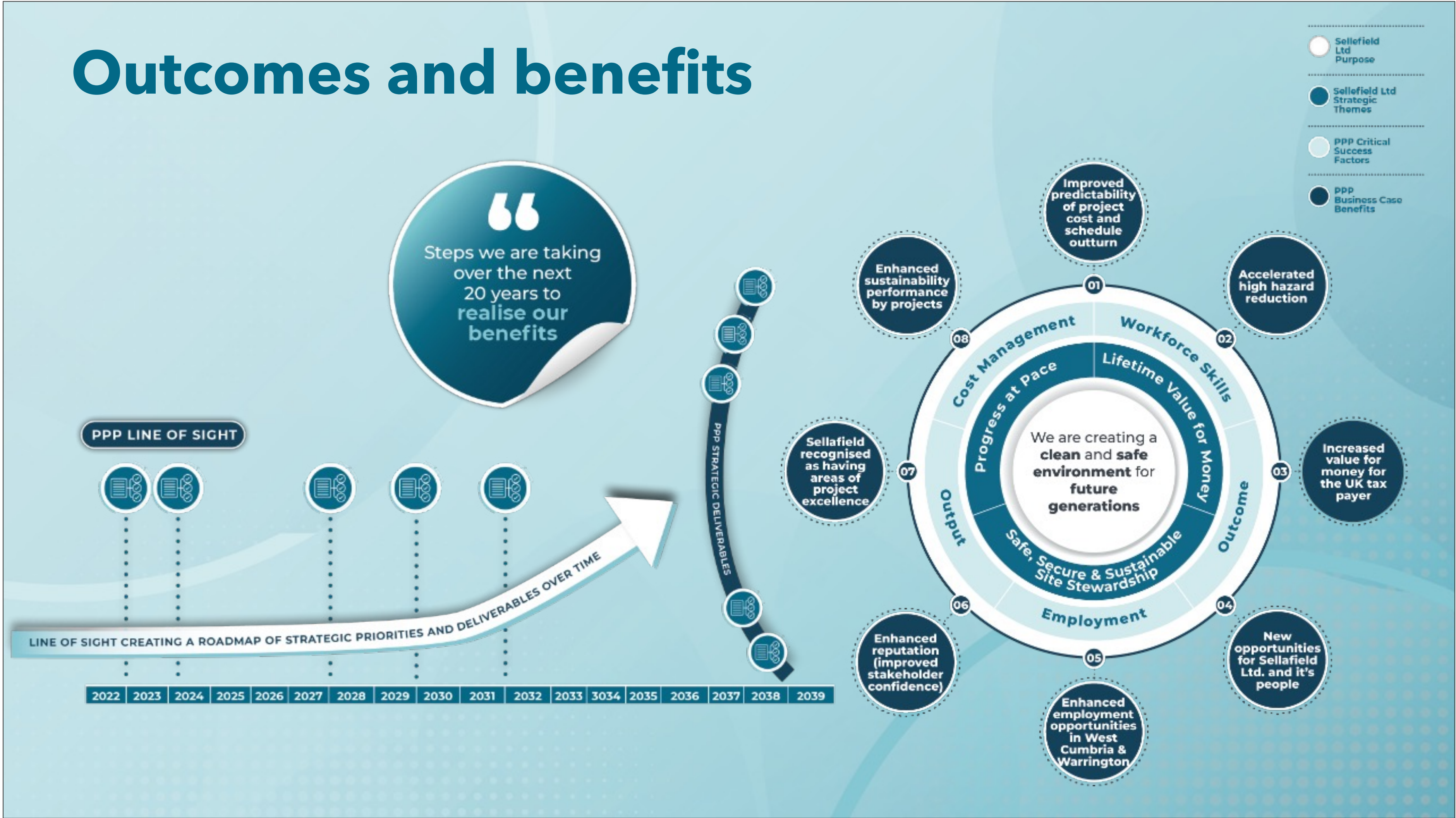
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PPP SUPPLY CHAIN APPROACH

Enterprise: “..commercially aligned and incentivised to deliver better outcomes for the end-users..”



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Creating a supply chain enterprise: True collaboration and alignment

Beyond Transactional

PPP requires aligned behaviours and focus on outcomes



2 Categories of downstream frameworks

Key Delivery Partners (KDPs) and Goods Supply Agreements (GSAs)



Alignment

Same terms and alignment of 'profit for performance' ethos



Consistency

PPP suite of NEC4 Contracts for all tiers



SME Matchmaker Services

SMEs have same long-term opportunities



NEC4 as the contract of choice

Option E with innovative incentive model



PPP STRATEGY AND ENTERPRISE UPDATE

PPP BACKGROUND AND CLIENT PERSPECTIVE

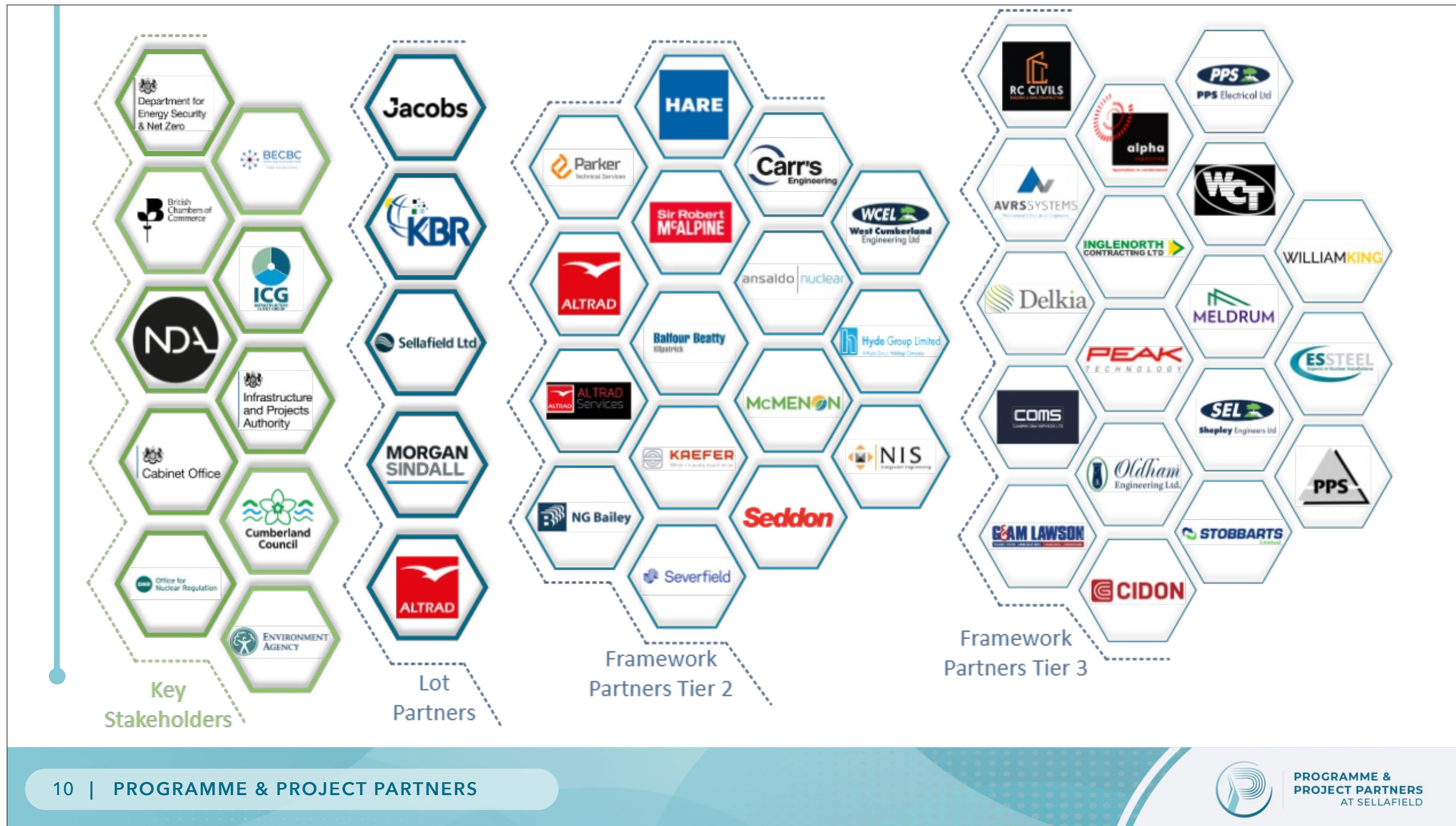
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PPP BACKGROUND AND CLIENT PERSPECTIVE

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PPP Supplier Map

Segmentation Status

All

Tier

1

2

SME Status

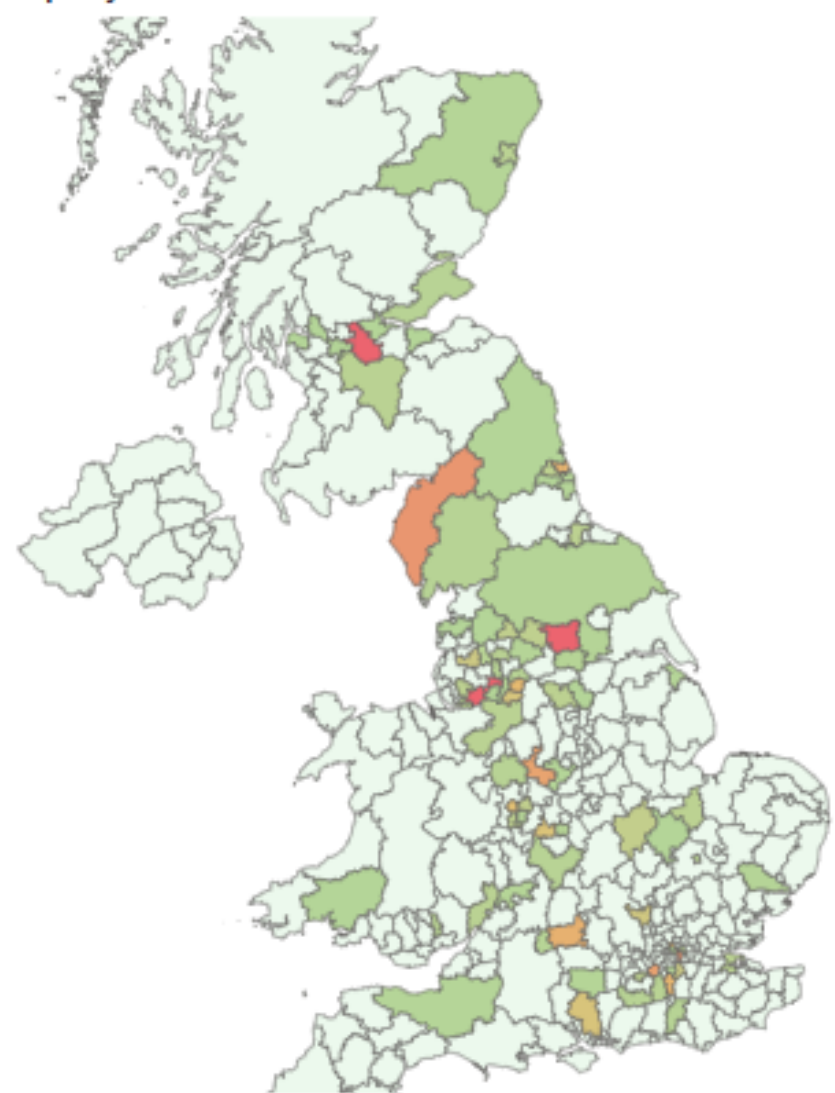
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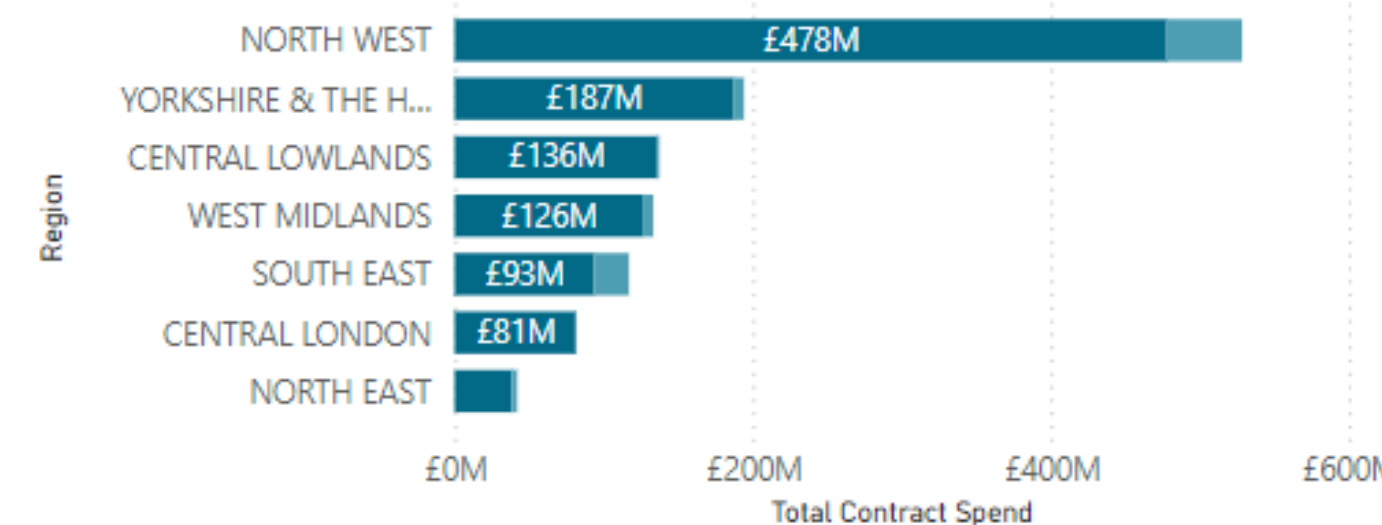
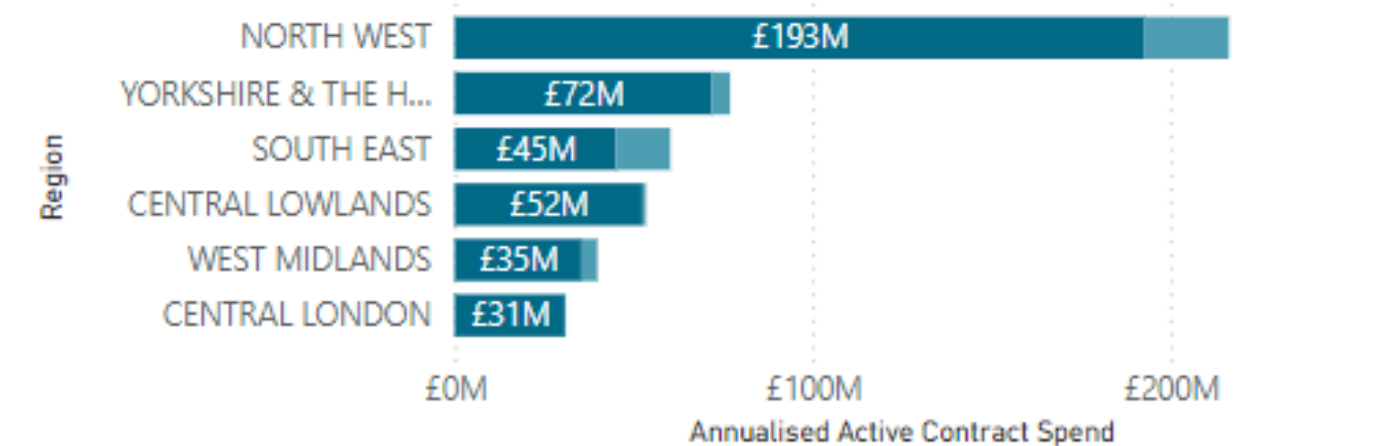


PROGRAMME & PROJECT PARTNERS AT SELLAFIELD

PPP Supplier Heatmap by Annualised Value



SME N Y



Business Name	Turnover	SME Status	Region
AALCO METALS LIMITED			WEST MIDLANDS
ABBOTT RISK CONSULTING LIMITED			SOUTHEASTERN SCOTLAND
ACTEMIUM UK LIMITED			WEST MIDLANDS
ACTIV-AIR AUTOMATION LIMITED			SOUTH EAST
ACUVENT ENGINEERING GROUP LTD			CENTRAL LOWLANDS
ADEPT MANAGEMENT LIMITED			WEST MIDLANDS

Sum of all Contract Values

£1.51bn

Sum of Annualised Contract Values

£571.19M



PROGRAMME & PROJECT PARTNERS AT SELLAFIELD

PPP STRATEGY AND ENTERPRISE UPDATE

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

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- ITI

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PPP OPPORTUNITIES

Official partner of  CompeteFor

The UK supply chain portal

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PROGRAMME & PROJECT PARTNERS AT SELLAFIELD



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Our Supply Chain

Events

News & Updates

Latest 10 opportunities

View all >

The Programme and Project Partners (PPP) model was mobilised in 2019 with the purpose of transforming major project delivery at the Sellafield nuclear site. The partnership brings together the best of KBR, Jacobs, Morgan Sindall Infrastructure, Altrad Babcock and Sellafield Ltd to deliver a 20-year pipeline of major infrastructure projects to support the decommissioning of Sellafield and to create a clean and safe environment for future generations.

Expressions of Interest. KBR-46. MP Commissioning & Pre-Ops - Professional Services at Sellafield Programme and Project Partners.

Deadline: 17/05/24

More info



PPP STRATEGY AND ENTERPRISE UPDATE

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

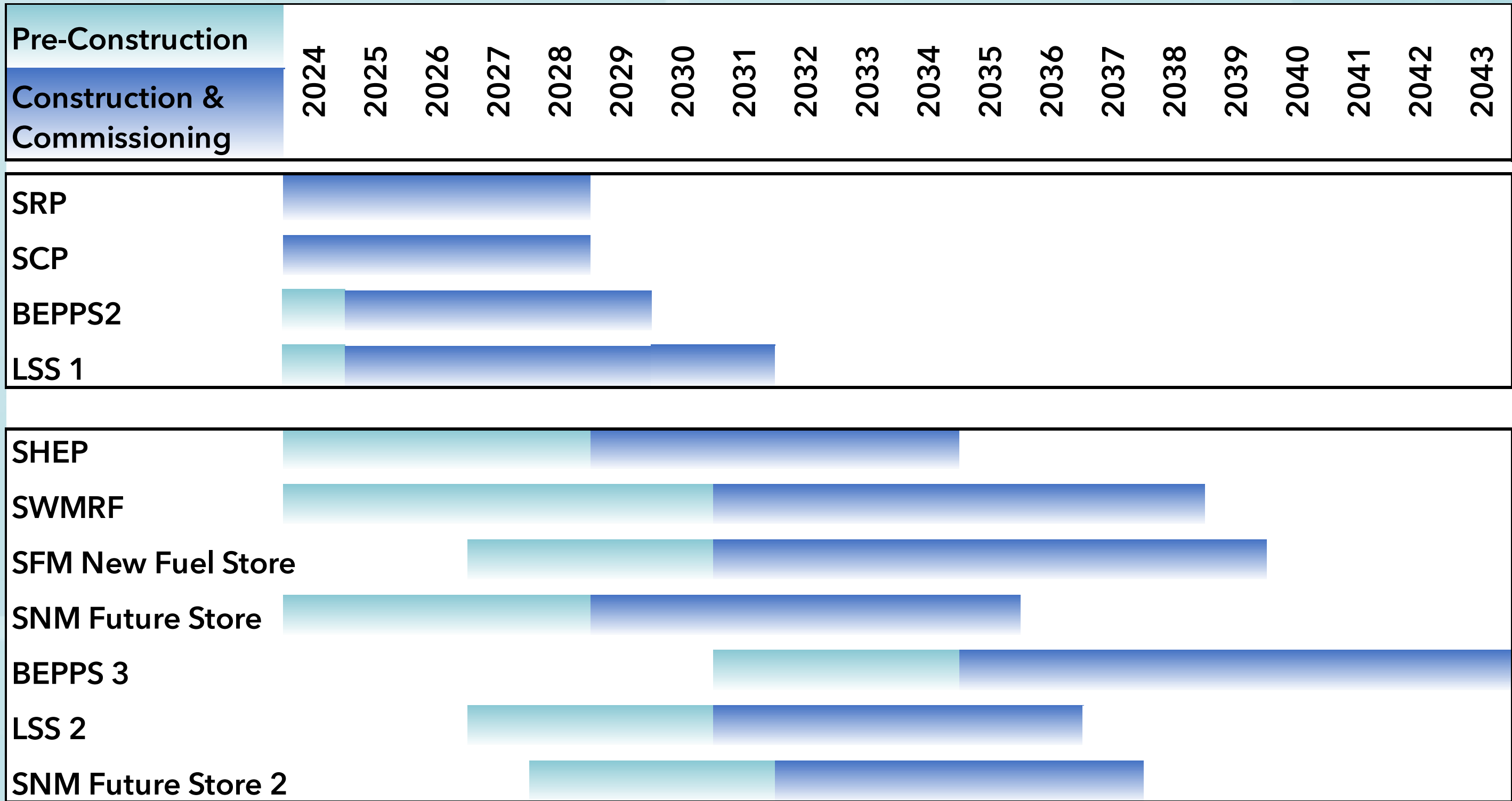
MATCHMAKER UPDATE

SME SHOWCASE

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PROJECT PIPELINE



Note: Dynamic and challenging nature of SL programmes, site activities and challenges delivering a programme of VUCA nuclear major projects.

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

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CHANGE THROUGH COLLABORATION

Early benefits and contrast to 2012 NAO findings

Value for money for the taxpayer: Benefits of £700m+ with identified £1.5bn+

Early Contract Involvement: Innovation/MMC, significant CO2 savings.

Project Delivery: First 2 major projects (SRP & SCP, ~£2bn) receiving IPA Green Ratings

Over 40 Tier 3 SME Frameworks could deliver up to 350 jobs, 150 apprentices and £6m investment in facilities

Social Impact successes with over 4,000 timebank hours and reading programmes

Awards: Such as ICW Collaborative Working Award, Diversity & Inclusion and 4D Planning



MATCHMAKER

UPDATE

DOMINIC DOIG AND
EWAN PEACOCK



**PPP BACKGROUND
AND CLIENT
PERSPECTIVE**

**PPP STRATEGY AND
ENTERPRISE UPDATE**

**MATCHMAKER
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SME SHOWCASE

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- **ITI**

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MATCHMAKER UPDATE

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

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SME SHOWCASE

- ▣ DELKIA
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COMPLETE PPP ENTERPRISE MODEL

MM SME FRAMEWORK STATUS IN PLACE PENDING PIPELINE N/A

CLIENT PPP KDP	Sellafield								SME Totals	
	KBR		Jacobs		Morgan Sindall		Altrad			
	BBK (HVAC/E&I/MP)	EJ Parker (HVAC)	NG Bailey (E&I)	Altrad (MP and ASIPS)	Sir Robert McAlpine (Civils)	Severfield (Steel)	William Hare (Steel)	Kaefer (ASIPS)		
Matchmaker SMEs										
AI Engineering				1					1	
Athena			1						1	
Cidon					1				1	
COMS	1		1						2	
Delkia	1	1	1						3	
ES Steel						1	1		2	
Flamguard	1	1							2	
Fluidic	1	1							2	
Fox Reinforcement					1				1	
Fred Shaw		1							1	
Hard Rock Scaffolding						1			1	
ITI (E&I)	1								1	
JGC		1							1	
LEL Nuclear	1			1					2	
McGrady Engineering				1					1	
McMenon				1					1	
Meldrum	1		1						2	
Misson CX	1		1						2	
Numech				1					1	
Oldham Engineering				1					1	
PPS Ulverston	1	1	1	1					4	
RAF Engineering				1					1	
RC Civils					1				1	
Responsive (Flawed)	1			1					2	
Stobbarts					1				1	
Swagelok			1						1	
Tenet	1	1							2	
TSP			1						1	
Turnbull and Scott		1							1	
West Coast Thermal	1	1							2	
William King					1				1	
Wozair	1	1							2	
	32	13	10	8	9	5	2	1	TBC	48

Individual frameworks in place / pending
QC5 7 / QC6 24

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PPP BACKGROUND
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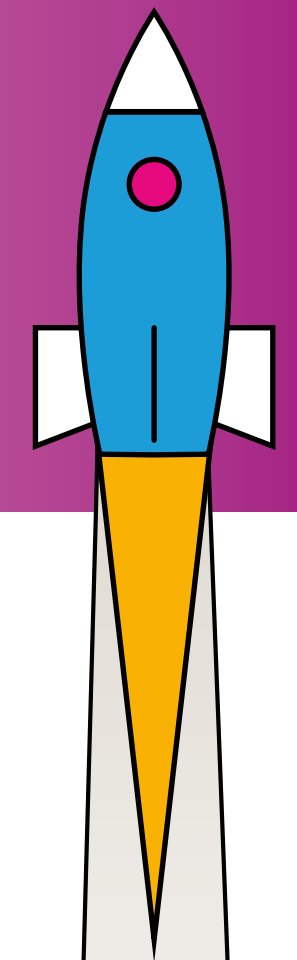
SME SHOWCASE

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MATCHMAKER SME CERTIFICATES

MATCHMAKER SME FRAMEWORK CERTIFICATE



This certificate confirms that

RC Civils

are a member of the Sellafield PPP Enterprise

We are committed to help deliver PPP's
Critical Success Factors and socio-economic
drivers in the local community

Signed

Dated



MATCHMAKER UPDATE

THE GOLDEN THREAD ALL SUCCEED TOGETHER

PPP BACKGROUND AND CLIENT PERSPECTIVE

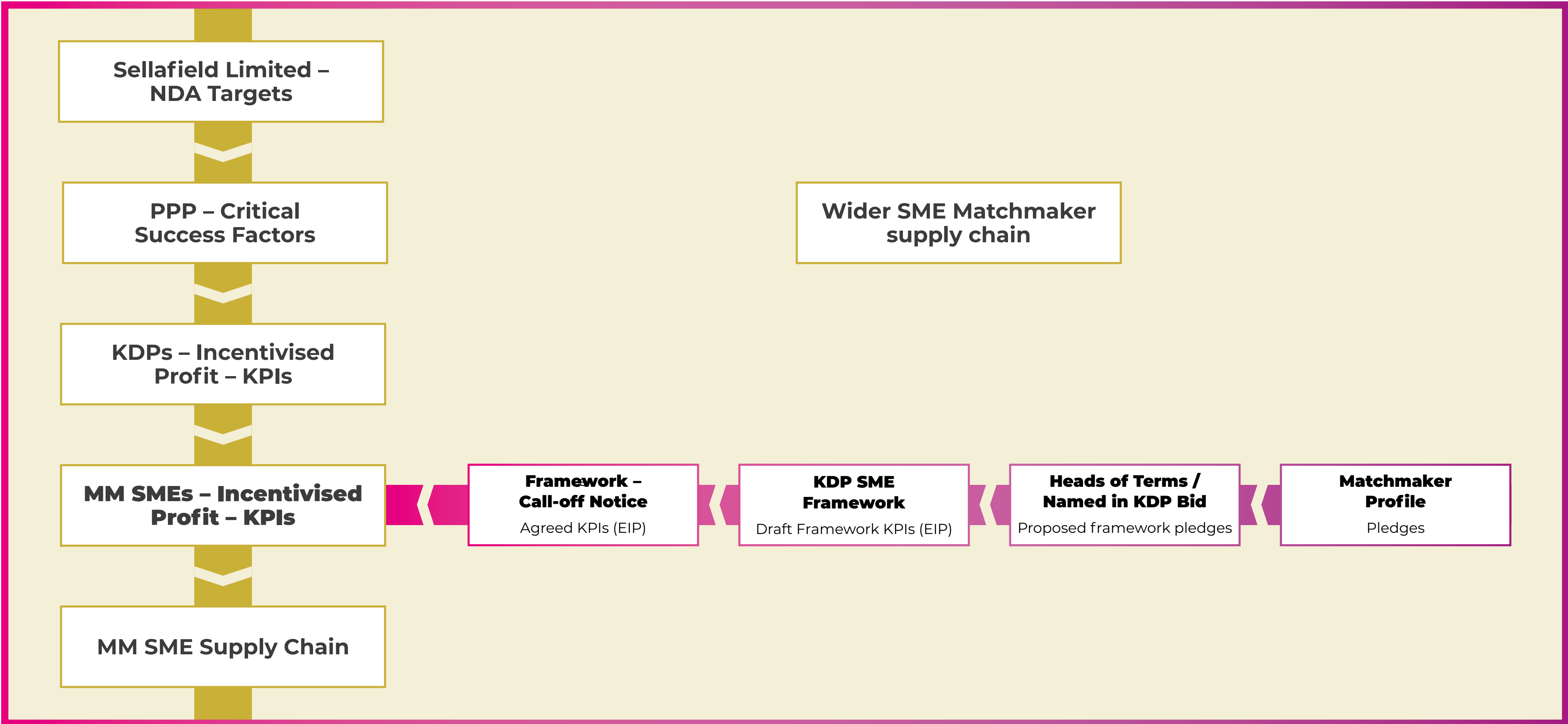
PPP STRATEGY AND ENTERPRISE UPDATE

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- ES STEEL
- ITI

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MATCHMAKER UPDATE

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PERSPECTIVE

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ENTERPRISE UPDATE

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THE GOLDEN THREAD ALL SUCCEED TOGETHER

- Recap – Why is this important?
- Supply chain opportunities – supporting other SMEs
- SMART Key Performance Indicators (KPIs):
Specific, Measurable, Achievable, Relevant and Time-bound
- ‘Incentivisation’ – Project, Partnering Trades, Enterprise
- EIP – ‘Enterprise Incentive Profit’

MATCHMAKER UPDATE

PPP BACKGROUND
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PPP STRATEGY AND
ENTERPRISE UPDATE

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SME SHOWCASE

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KEY PERFORMANCE INDICATORS – THREE-YEAR SME STRATEGY PLAN

- Realistic forecast up to year 2027 – keeping supply chain informed.
- Plan to be in place by August 2024
- Target spend of 33% with SMEs
- PPP/Matchmaker support – KDPs and SMEs
- Emerging scope – could be new opportunities

MATCHMAKER UPDATE

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ENTERPRISE UPDATE

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THREE-YEAR SME STRATEGY PLAN DELIVERY

- Matchmaker to work with KDPs and SMEs
- Supporting PPP
- KPIs are there to be achieved – we want successful outputs
- Data reports and trends – KDP specific
- Critical Success Factors – CSF2 – ‘Employment’ and CSF5 – ‘Workforce Skills’

MATCHMAKER UPDATE – KDP SUMMARY

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

MATCHMAKER UPDATE

SME SHOWCASE

- ▣ DELKIA
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- ▣ ITI

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BALFOUR BEATTY KILLPATRICK (HVAC / E&I / MP)

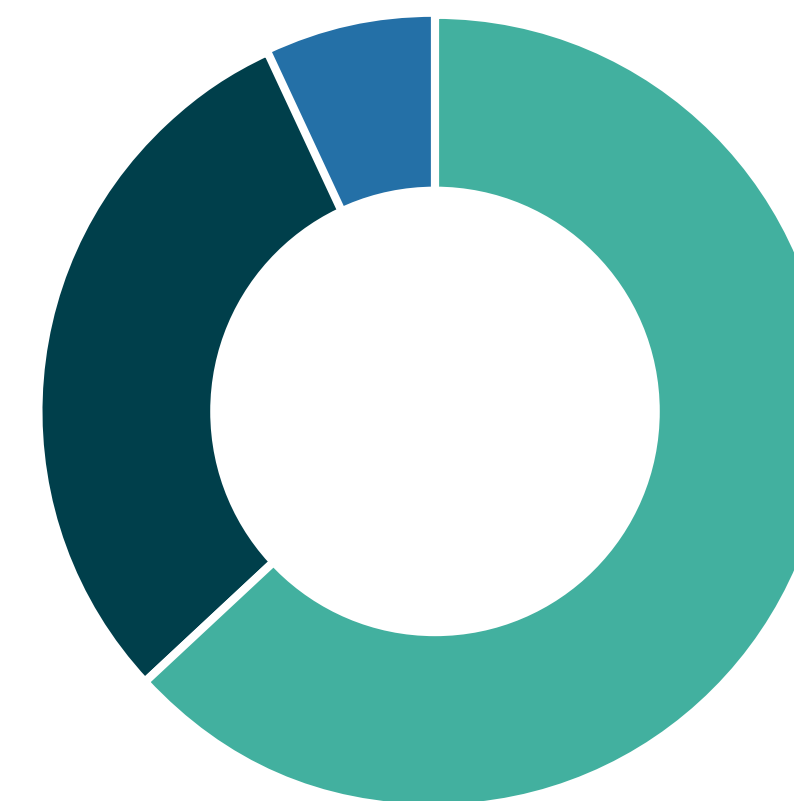
KDP CONTRACT DATA	
	Nr.
KDP call-off contracts	18
KDP 'live' call-off contracts	18
Supply chain frameworks	2
SME frameworks	2
MM SME frameworks	2
SME framework call-off contracts	2
MM SME framework call-off contracts	2

MATCHMAKER SME FRAMEWORK STATUS		
SME Name	Call-offs / POs nr.	Call-offs / PO £m
Delkia	2	0.40
PPS Ulverston	0	n/a
COMS	0	n/a
ITI	0	n/a
West Coast Thermal	0	n/a
Flamguard	2	2.00
Fluidic	9	1.20
Wozair	3	0.90
LEL Nuclear	0	n/a
Meldrum	0	n/a
Misson CX	0	n/a
Responsive (Flawed)	1	0.01
Tenet	2	0.20
	19	4.71

KEY	IN PLACE	PENDING	PIPELINE
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SME COMMERCIAL DATA



Cumulative SME contract award	£20.2m
Overall SME spend	£9.6m
MM SME spend	£2.2m

KDP PLANS / NEXT 12 MONTHS

- Current project scope and activity
- Procurement plan
- SME engagement

MATCHMAKER UPDATE – KDP SUMMARY

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

MATCHMAKER UPDATE

SME SHOWCASE

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NG BAILEY (E&I)

KDP CONTRACT DATA

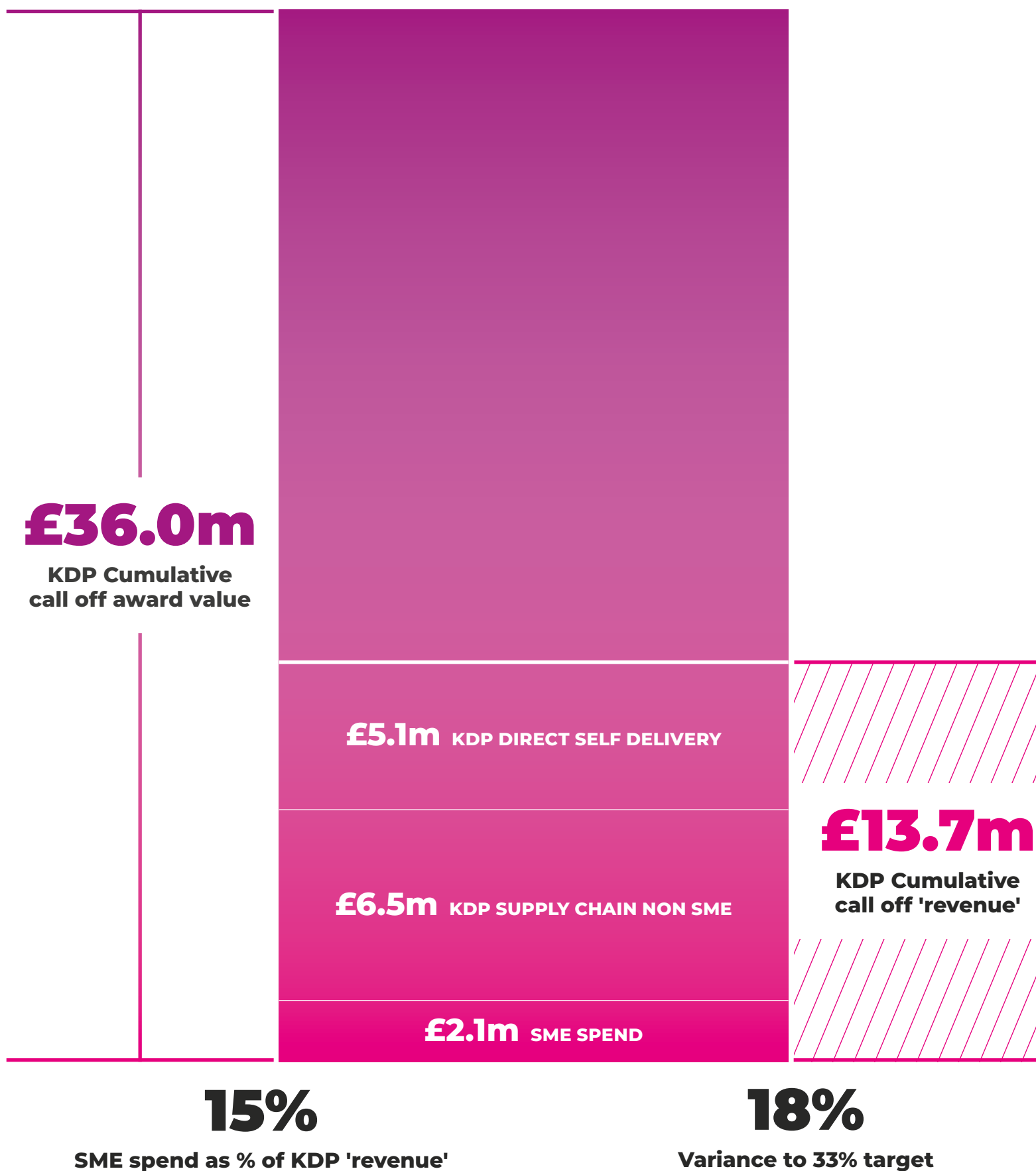
	Nr.
KDP call-off contracts	9
KDP 'live' call-off contracts	6
Supply chain frameworks	3
SME frameworks	1
MM SME frameworks	1
SME framework call-off contracts	1
MM SME framework call-off contracts	1

MATCHMAKER SME FRAMEWORK STATUS

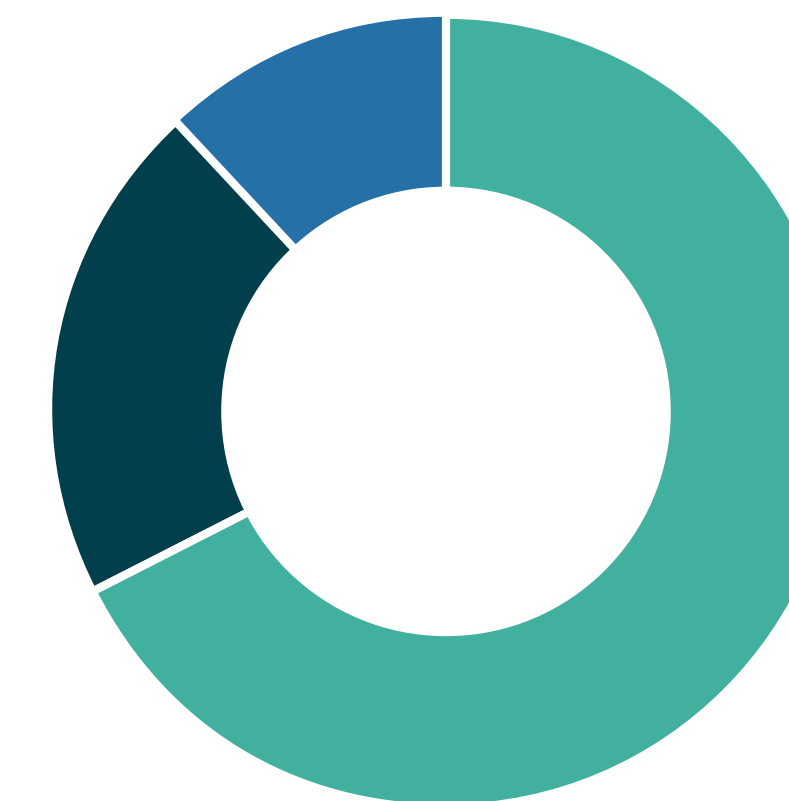
SME Name	Call-offs / POs nr.	Call-offs / PO £m
Delkia	1	3.20
Meldrum	1	0.90
PPS Ulverston	0	n/a
West Coast Thermal	0	n/a
Athena	0	n/a
Misson CX	0	n/a
Swagelok	0	n/a
TSP	0	n/a
COMS	0	n/a
TOTAL	2	4.10

KEY	IN PLACE	PENDING	PIPELINE

KDP CONTRACT COMMERCIAL SPLIT



SME COMMERCIAL DATA



Cumulative SME contract award	£6.9m
Overall SME spend	£2.1m
MM SME spend	£1.2m

KDP PLANS / NEXT 12 MONTHS

- Current project scope and activity
- 12 month procurement plan
- SME engagement; 3 year SME Procurement Plan

MATCHMAKER UPDATE – KDP SUMMARY

PPP BACKGROUND AND CLIENT PERSPECTIVE

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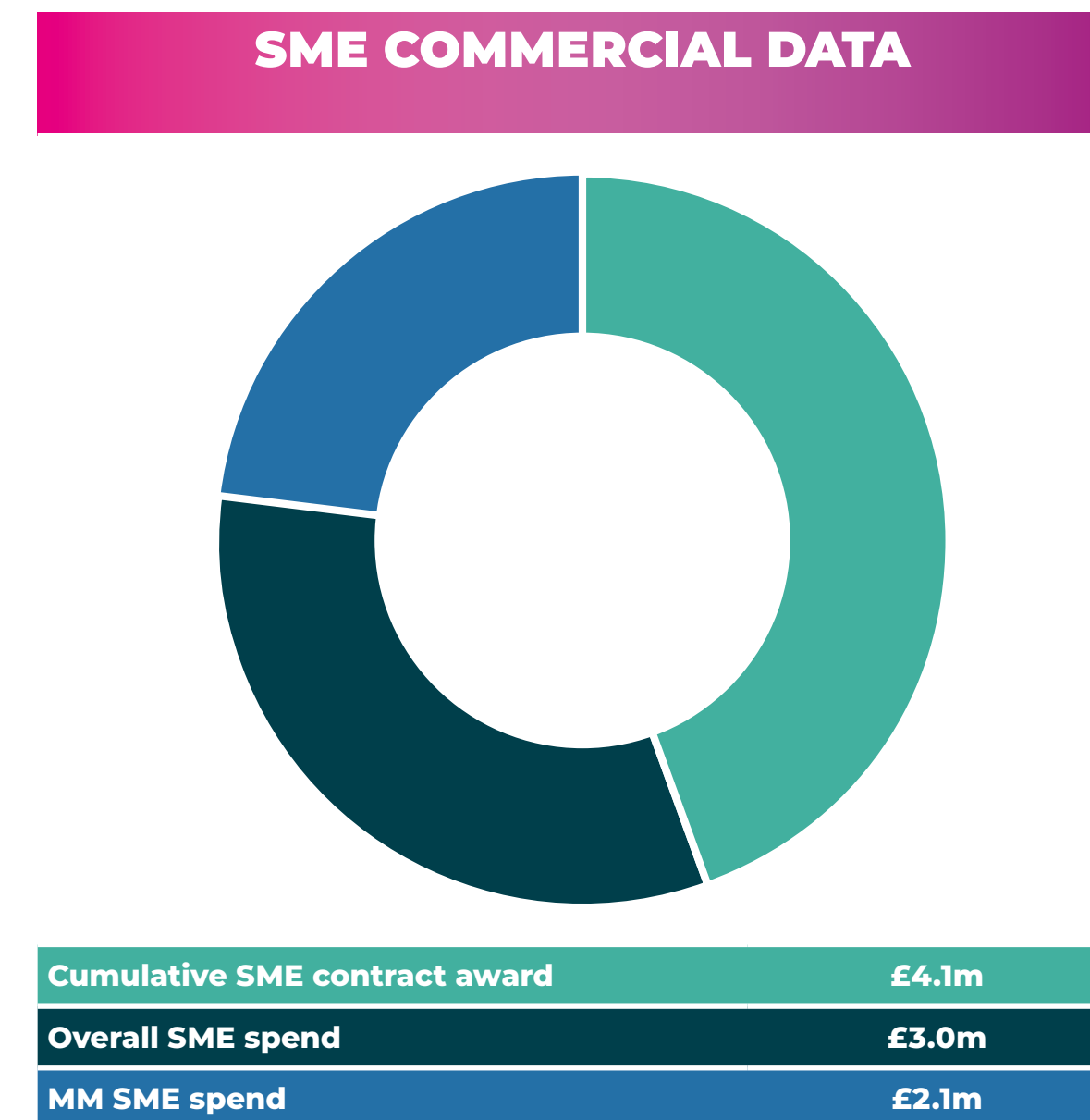
GROWING WELL UPDATE

EJ PARKER (HVAC)

KDP CONTRACT DATA	
	Nr.
KDP call-off contracts	6
KDP 'live' call-off contracts	5
Supply chain frameworks	10
SME frameworks	3
MM SME frameworks	3
SME framework call-off contracts	5
MM SME framework call-off contracts	5

MATCHMAKER SME FRAMEWORK STATUS		
SME Name	Call-offs / POs nr.	Call-offs / PO £m
PPS Ulverston	1	0.25
West Coast Thermal	0	0.04
Flamguard	0	n/a
Wozair	4	2.00
Delkia	0	n/a
Fluidic	0	n/a
Fred Shaw	0	n/a
JGC	0	n/a
Tenet	0	n/a
Turnbull and Scott	2	0.03
	7	2.32

KEY	IN PLACE	PENDING	PIPELINE
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- ### KDP PLANS / NEXT 12 MONTHS
- 1. SCP - HVAC Installation 2. SCP - SIXEP - pipework installation/SIXEP Modifications 3. LSS1 - Design Support
 - Ongoing work on SCP - awaiting access to site, RAP scope has been paused and no further work happening, SIXEP - working through full scope currently, possibly labour on site for Services building pipework installation - Dec 24, LSS1 - design support ongoing
 - 1. All packages procured 2. Pipework installation - labour, SIXEP mods - labour + misc material packages (tbc) 3. LSS1 - all packages procured

MATCHMAKER UPDATE – KDP SUMMARY

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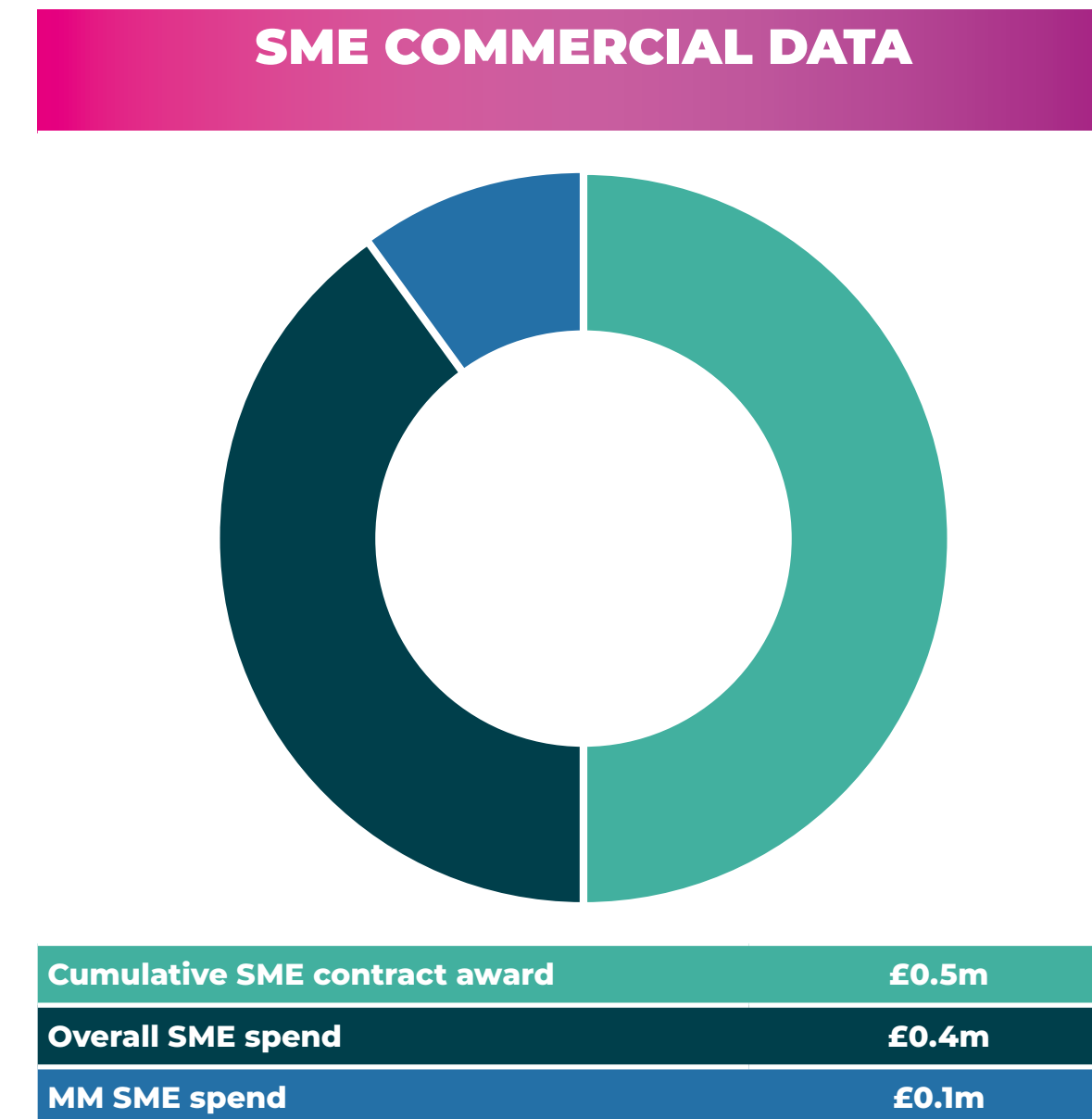
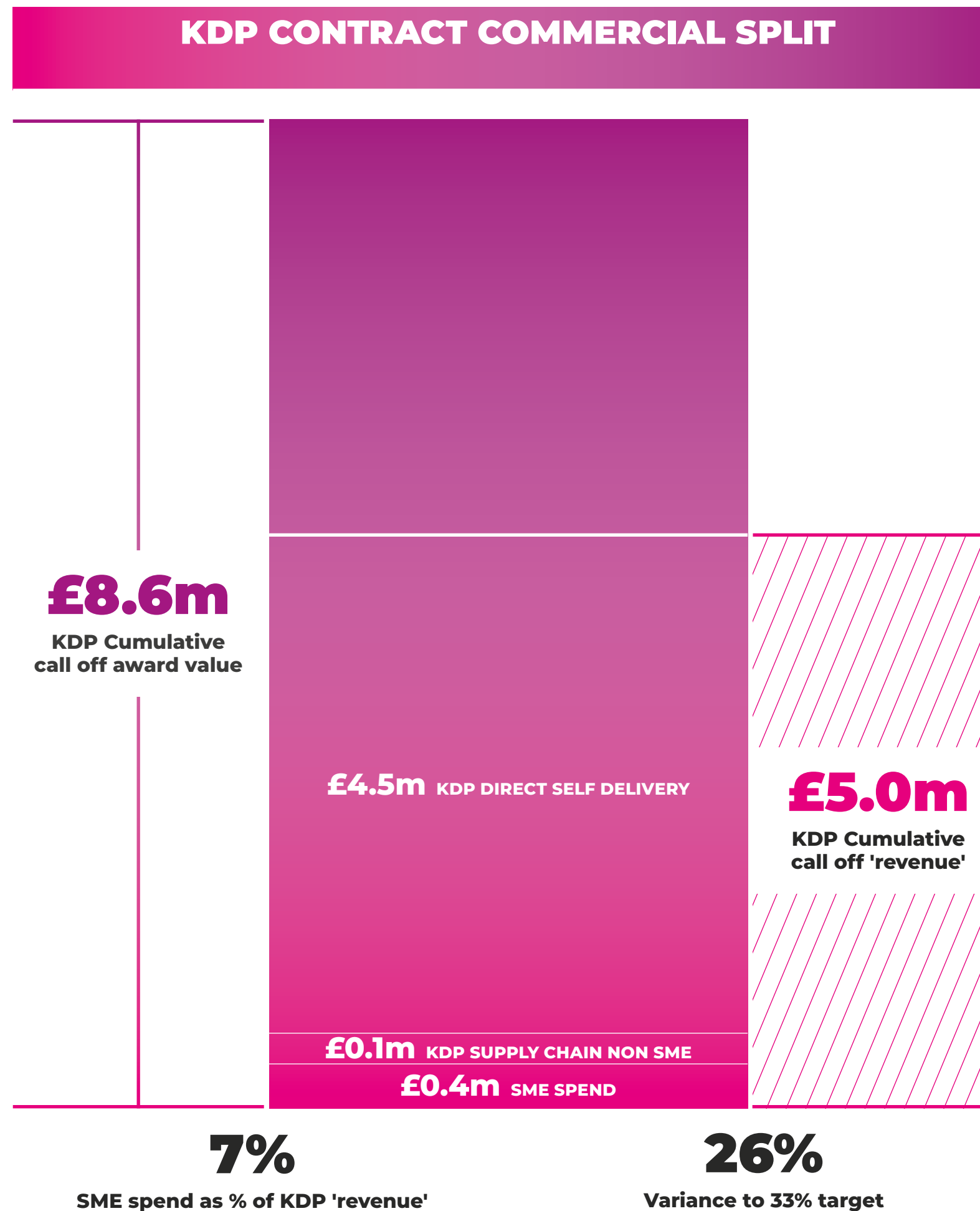
GROWING WELL UPDATE

SIR ROBERT McALPINE (CIVILS)

KDP CONTRACT DATA	
	Nr.
KDP call-off contracts	6
KDP 'live' call-off contracts	5
Supply chain frameworks	7
SME frameworks	5
MM SME frameworks	5
SME framework call-off contracts	2
MM SME framework call-off contracts	2

MATCHMAKER SME FRAMEWORK STATUS		
SME Name	Call-offs / POs nr.	Call-offs / PO £m
Cidon	0	n/a
Fox Reinforcement	1	0.10
RC Civils	0	n/a
Stobbarts	0	n/a
William King	0	n/a
The Shared Value Business	3	0.05
Harrison Network	2	0.01
	6	0.16

KEY	IN PLACE	PENDING	PIPELINE



- ### KDP PLANS / NEXT 12 MONTHS
- Current projects: ECI on BEPPS2, SRP (Welfare Building) and LSS1
 - Next 12 months: BEPPS2 site establishment, ECC contract, by end 2024 (8-10 months) / ECC main build for BEPPS2 and SRP ECI to ECC later in 2024 - Stobbart's call offs.
 - SME engagement; 3 year SME Procurement Plan

MATCHMAKER UPDATE

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PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

MATCHMAKER NEXT STEPS

- Facilitate agreement of 'Three year SME Strategy Plans'
- Supporting KDPs achieve plans
- KDP dashboard reports to PPP
- Continue SME dialog and calls
- PPP opportunities procurement plans
- Matchmaker Newsletters
- Future QC meetings (September and December 2024)



DICK MONAGHAN, DELKIA

SME SHOWCASE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE



PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

MATCHMAKER UPDATE


SME SHOWCASE

- ▣ DELKIA
- ▣ ES STEEL
- ▣ ITI

GROWING WELL UPDATE

SME SHOWCASE

- Matchmaker overview – our experience
- Matchmaker profile – starting point



COMPANY PROFILE

GOLD

DELKIA

KEY FACTS

73%

PANEL SCORE

CORE CAPABILITY
Delkia specialises in the integration of safety-related and mission-critical systems. In addition to systems integration, they provide technical consultancy and product and technology development, which includes Build-to-Print.

ANNUAL TURNOVER
£2.4m – average for last 3 years (£6.2m annual t/o expected for 2022)

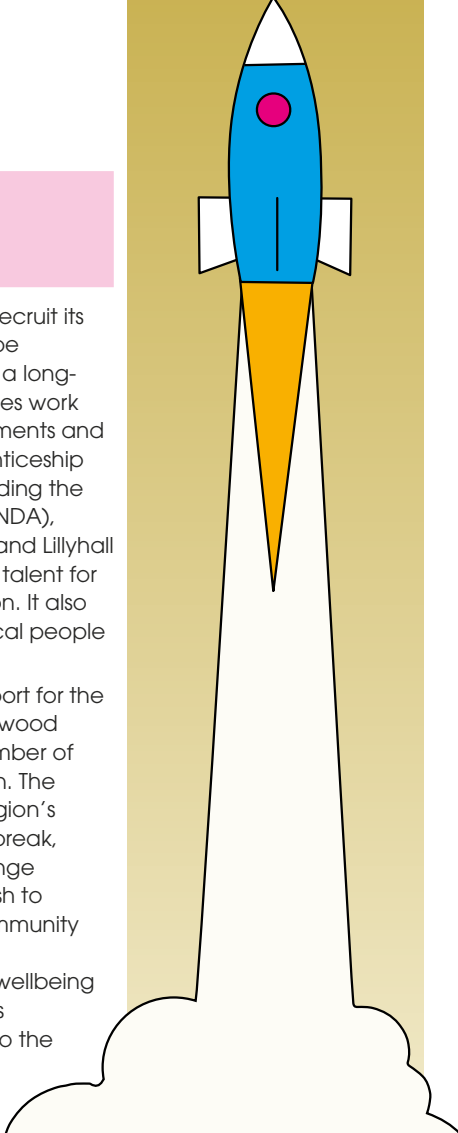
LOCATED
Whitehaven (Head office)
Egremont (office and workshops)

SIZE
PAYE permanent employees - **13**
Agency workers - **13**
Apprentices - **0**

HIGHLIGHTS

Delkia has delivered scores of projects for the Sellafield site over the past three years with clients including Sellafield Ltd, Morgan Sindall, Jacobs, Bendalls Engineering and Axiom. Contracts range between one to 41 months in duration with a value of between £7,000 and £738,000. These include providing design SQEP support for the Replacement Analytical Project (RAP), one of PPP's three in-flight flagship projects. The company has a robust supply chain management and fair treatment policy in place, which includes regular grading monthly reviews. It is both an active partner of and contributor to the Power 8 cohort in Cumbria. This group of SMEs representing a wide range of disciplines works together to actively target opportunities in the nuclear, and other sectors, both inside and outside the county. Delkia is fully committed to supporting West Cumbria both economic and socially. It recently expanded its footprint with five new workshops and has further growth plans in place. It is currently in the process of converting agency and freelance workers into PAYE employees, with a clear plan to recruit directly and locally going forward.

The company also has plans to recruit its own apprentices, which would be accelerated with the security of a long-term contract. It currently provides work experience/secondment placements and other forms of support to apprenticeship programmes for institutions including the Nuclear Skills Academy, NCAP (NDA), GEN2, Energus (Cyber Security) and Lilyhall UTC to help deliver a pipeline of talent for the nuclear sector and the region. It also provides work experience for local people who are unemployed. Its charitable work includes support for the IET Benevolent Fund and Calderwood House, and it is a corporate member of Cumbria Community Foundation. The company also supported the region's response to the coronavirus outbreak, supporting the Ventilator Challenge programme via BEIS and the push to supply PPE to Cockerthorpe Community Hospital. It also has a steadfast commitment to the health and wellbeing of its employees and to taking its experience and activities out into the wider community.



WEST CUMBRIA PLEDGES

CONTACT DETAILS

Delkia has confirmed that subject to a long-term 5-year contract worth £1.5 million per annum, it would:

- Create up to 20 local jobs and increase the ratio of its employees focused on nuclear decommissioning projects either living in or close to Cumbria to 70%
- Recruit one, potentially two, new apprentices a year for three years
- Provide new training courses for those looking to diversify their careers into control systems development
- Develop a STEM facility in Egremont to promote the understanding of advanced control system technology including cyber technology and machine learning advances
- At least double its design footprint in West Cumbria by expanding its office
- Buy local and track what it spends to monitor both distribution and impact

SME MATCHMAKER SERVICE VIEWPOINT

Employment Practices
64%

Project Delivery Innovation
67%

Socio-economic Impact West Cumbria
81%

Environment and Sustainability
65%

“ Delkia is without question a gold standard SME. It has clearly become a key component in delivering projects for nuclear and its other key sector defence, providing mission critical systems and support services to the highest possible industry standards. Collaboration is part of its DNA. So, so is its commitment to West Cumbria. The security of a long-term contract supporting PPP packages would enable it to deliver apprenticeships direct, create a significant number of jobs for a company of its size and leave a lasting legacy with its proposed STEM facility. We believe this SME would be an asset in terms of both project delivery and social impact to any package it is given the opportunity to support. **”**

To find out more about the Swimming with the Big Fish SME Matchmaker Service contact **Hazel Duhy** on **016973 44905** or email **hazel.duhy@solomonseurope.co.uk**

28/07/2022

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

SME SHOWCASE

- KDP engagement and Framework opportunity
- Framework facilitation / Matchmaker support
- Forecast scope of work from Balfour Beatty Kilpatrick, NG Bailey and PPP
- Call-off notices / contracts to date

SME SHOWCASE

- Our current position – what has changed since our original MM Profile ‘starting point’

	ORIGINAL MM PROFILE	2023	2024
COMPANY HEADLINES			
Turnover	£0.9m	£7.25m	£14m
PAYE permanent employees	13	56	67
Contract staff	13	37	34
Apprentices / Trainees	0	6	8
MATCHMAKER SOCIO-ECONOMIC PLEDGES			
Provide new training opportunities into controls systems	Pledge	Yes	Yes
Develop a STEM facility in Egremont	Pledge	No – planned	No – planned
Double design footprint in West Cumbria – office expansion	Pledge	Yes - Westlakes Science Park £0.25m	Looking for integrated site in Cumbria
Focus on local supply chain spend	Pledge	Yes	Yes

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

MATCHMAKER UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL UPDATE



JONATHAN LAW, ES STEEL

SME SHOWCASE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE



PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

MATCHMAKER UPDATE


SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL UPDATE

SME SHOWCASE

- Matchmaker overview – our experience
- Our Matchmaker profile – starting point



COMPANY PROFILE

SILVER

ES STEEL LIMITED

KEY FACTS

CORE CAPABILITY

ES Steel Limited is a steel and mechanical installation and project management specialist SME. The company has over 20 years' experience supporting projects in the defence and nuclear industries, working on complex and hazardous construction projects at licenced sites throughout the UK. Through its sister company, ES Steel Employment Solutions, it can quickly mobilise security cleared blue collar workers to support clients requiring additional capacity to meet project demands.

ANNUAL TURNOVER

£3.8m – average for last 3 years

LOCATED

Bury (head office)
Westlakes Science Park, Moor Row (offices – in agreement process)

SIZE

PAYE permanent employees - 33
Agency workers - 34
Apprentices - 3

61% PANEL SCORE

HIGHLIGHTS

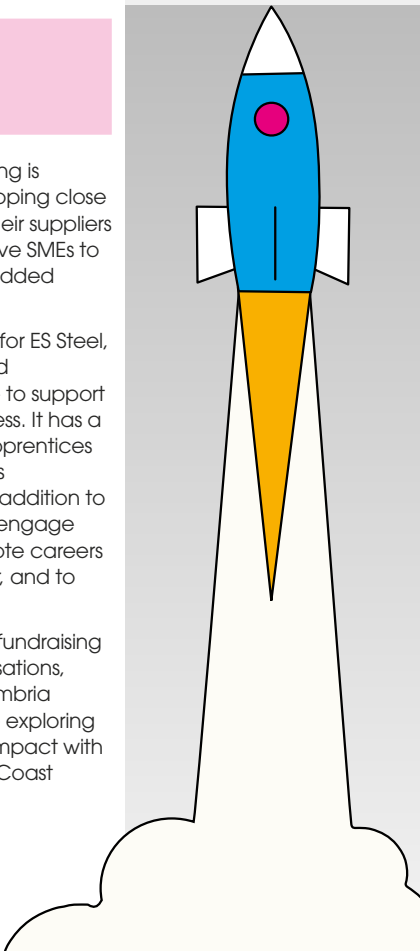
ES Steel has more than a decade of experience working at the Sellafield site on a wide range of steel installation projects. The company has already supported Programme and Project Partners through several contracts, including the SIXEP Continuity Plant (SCP) and the Store Retreatment Plant (SRP), working with clients such as HPSL and William Hare. Further afield it supported client Severfield Nuclear and Infrastructure with the construction of nuclear pipe supports at Hinkley Point C, Somerset. ES Steel has supported both NIS Ltd and Ansaldo Nuclear Ltd on the Mensa nuclear deterrent project, supplying Security Check (SC) cleared mechanical fitters, steel erectors and site managers to meet the demand and drive efficiency. Meanwhile, the company continues to construct walkways, partitions, and catenary towers for client HPSL at the project site.


Work in the petrochemical, oil and gas sectors has included providing specialist steel erection support for new silos at the Lynemouth Biomass Power Station, Northumberland, for client HPSL and installing steel structures for client Centrica Storage Ltd as part of an upgrade of a North Sea gas terminal.

A collaborative approach to working is inherent in ES Steel's culture, developing close working relationships with clients, their suppliers and forward thinking and progressive SMEs to drive efficiency, cost savings and added value through their work.


Employee upskilling is a top priority for ES Steel, which has an extensive training and development programme in place to support the growth of its people and business. It has a firm commitment to developing apprentices and trainees, with plans for business administration and finance roles in addition to on-site careers. It also has plans to engage with schools and colleges to promote careers in its field, and wider nuclear sector, and to aid apprentice recruitment.

ES Steel's social impact focus is on fundraising or charities and community organisations, which it plans to roll out in West Cumbria during the summer of 2023. It is also exploring other approaches to maximise its impact with fellow members of Britain's Energy Coast Business Cluster.













WEST CUMBRIA PLEDGES



ES Steel has confirmed that subject to an 18-month contract worth £2m per annum, it would:


-  Create 2 new FTE roles
-  Recruit 1 apprentice
-  Grow its presence and team in the region based around its new West Cumbria office at Westlakes Science Park, Moor Row
-  Deliver a programme of engagement activities for local schools and colleges, providing senior management time to support curriculum work, mentoring, careers fairs, mock interviews
-  Target a minimum 5% local supply chain spent (the nature of ES Steel's work limits this figure)
-  Work with locally based SMEs involved in PPP to explore and identify opportunities to share apprentices and graduates to give them wider experience and knowledge
-  Deliver a programme of social impact activities centred on charity fundraising and commit to providing volunteer time to the PPP programme

SME MATCHMAKER SERVICE VIEWPOINT




Employment Practices

62%




Project Delivery Innovation

59%



Socio-economic Impact West Cumbria

60%



Environment and Sustainability

66%

ES Steel has already supported PPP and has significant experience working at the Sellafield site and other major licensed sites across the UK. Its work with major clients in the nuclear sector – and in other highly regulated industries – is impressive.

With a clear commitment to establishing a long-term presence in West Cumbria, creating jobs, apprenticeships and working with other SMEs to develop skills, ES Steel is eager to become an active member of the region's supply chain. Securing work on PPP KDP packages will accelerate their ambitions and potentially lead to greater positive socio-economic impact.

CONTACT DETAILS

The main contact for ES Steel is:

Jonathan Law,
Commercial Director

Mob: 07500 041 124
Email: Jonathan.law@es-steel.co.uk
Web: www.es-steel.co.uk

To find out more about the Swimming with the Big Fish SME Matchmaker Service contact **Hazel Duhy** on **016973 44905** or email **hazel.duhy@solomonseurope.co.uk**

22/05/2023

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

SME SHOWCASE

- KDP engagement (Severfield) and Framework opportunity
- Framework facilitation / Matchmaker support
- Forecast scope of work from Severfield and PPP
- Call-off notices / contracts to date
- Our current position – what has changed since our original MM Profile ‘starting point’

SME SHOWCASE

- Our current position – what has changed since our original MM Profile ‘starting point’

	ORIGINAL MM PROFILE	CURRENT	THE FUTURE (2025)
COMPANY HEADLINES			
Turnover	£3.8m	£6.2m FY 24	£7.5m FY25
PAYE permanent employees	33	33	35
Contract staff	34	50	60
Apprentices / Trainees	3	4	8
MATCHMAKER SOCIO-ECONOMIC PLEDGES			
Office expansion - West Cumbria	Pledge	Complete	Increase permanent head count in office
Increase local West Cumbria spend	Pledge	Underway, using local training providers (Lawsons)	Plan to continue to develop the relationship with Lawsons – looking at joint marketing activities
Work with other SMEs – e.g. potential shared apprentices	Pledge	Yes, due to our presence in the area we have develop relationships with companies like HEL	Continue to expand on this, we are keen to share apprentices across the programme
Deliver programme of engagement with local colleges etc.	Pledge	Underway, we have a programme of activities and we employed an ESG lead who supports a number of initiatives within the area (i.e. STEM activities with CCLP)	Want to continue this into the new year and future

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

MATCHMAKER UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL UPDATE



BEN PYNE, ITI

SME SHOWCASE



PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE



PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

MATCHMAKER UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL UPDATE

SME SHOWCASE

- Matchmaker overview – our experience
- Matchmaker profile – starting point

COMPANY PROFILE

GOLD

ITI OPERATIONS LIMITED

KEY FACTS

CORE CAPABILITY
ITI Operations Limited (ITI) provides mission-critical technology systems for national infrastructure projects. Its core business and specialisms range from integrated control and safety systems, SCADA/HMI systems, functional safety, remote operations, bespoke software systems, obsolescence management, simulation and real-time information systems. It also delivers industrial cyber security, consultancy and digital transformation OSISOFT PI training and OSISOFT PI audits.

LOCATED
Sheffield (headquarters, offices, manufacturing facility)
Warrington (offices)
Glasgow (offices)
Aberdeen (offices)
Alcester (Saker Solutions, part of ITI Operation - offices)

ANNUAL TURNOVER
£10.7m - average for last 3 years

SIZE
PAYE permanent employees - 140
Agency workers - 0
Apprentices - 6

78%

PANEL SCORE

HIGHLIGHTS

ITI has been involved in several high-profile projects at the Sellafield site, in particular relating to the Pile Fuel Cladding Silo legacy storage building. After delivering a control system for the facility's shield doors, ITI went on to design and build four linked control systems to facilitate the waste removal, as part of the Early Retrievals Project for client Bechtel Cavendish Nuclear Solutions. Working for joint venture clients Cavendish Nuclear and Balfour Beatty, ITI supported the Sellafield Silo Maintenance Facility, providing an overall control system incorporating a series of PLC/HMI subsystems, together with a plant-wide alarm system to provide local and remote control of all the operations inside the facility. ITI has also delivered various OR modelling and software development across the site, including the rapid development of a Test, Track and Trace application for Covid-19 for the site's workforce. These projects have required close collaboration and early engagement with clients. The company's local supply chain partners include AVRS for site installation.

ITI has in place development maps for its employees, giving them clear direction and understanding of the pathways open to them and the training needed to achieve their

aspirations. Elsewhere, the company worked with the National Skills Academy Nuclear (NSAN) and others including Sellafield Ltd, Jacobs and Assystem to develop Skills Assured, a tool to help companies operating in the nuclear sector with training and developing employees. ITI currently has 6 apprentices working across several disciplines and is committed to an annual intake as part of its growth plans.

ITI regularly engages with local schools and colleges, offering work experience placements, CV feedback and careers talks. It also supports Positive Footprints, which develops Ofsted recognised career-based learning programmes for the education sector. The company is a long-running sponsor of the annual Best Honours Project in Software Engineering awarded by Robert Gordon University's School of Computing Science and Digital Media. This recognises a student who has created high-quality software applications that are well-engineered, as well as relevant and applicable in real-life scenarios.

In terms of social impact, ITI is a long-time supporter of Birmingham Children's Hospital. ITI recently donated a Flexsim Simulation licence to the hospital along with free training.

WEST CUMBRIA PLEDGES

ITI has confirmed that subject to a long-term 3-year contract worth circa £1million per annum, it would:

- Create 4 new FTE local jobs for site installation services, including one long-term unemployed person
- Offer 2 6-week factory placements for students in West Cumbria to learn panel building skills (subject to panel building forming part of any PPP contract) at its facility in Sheffield
- Recruit at least 1 apprentice
- Offer volunteering hours to the PPP timebank with a focus on sharing knowledge on topics including hydrogen electrolyser projects
- Consider opening an office in West Cumbria (its current offices in Warrington would expand to fulfil PPP requirement)
- Target a 26% local supply chain spend

SME MATCHMAKER SERVICE VIEWPOINT

Employment Practices
86%

Project Delivery Innovation
87%

Socio-economic Impact West Cumbria
69%

Environment and Sustainability
79%

“ Across the board, ITI is an impressive SME that has gained significant experience of working on the Sellafield site and has developed strong relationships with clients and local supply chain partners as a result. A long-term PPP contract would not only create jobs and apprenticeships, but could drive the need for a permanent West Cumbria base

Its current educational engagement activities are worthy of note, along with its pledge to deliver factory placements for local students. The company clearly understands West Cumbria's socio-economic agenda and aims to play its part in delivering positive change through its social impact activities, which include offering volunteering hours to the PPP timebank.

”

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PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

SME SHOWCASE

- KDP engagement (BBK) and Framework opportunity
- Framework facilitation / Matchmaker support
- Forecast scope of work from BBK and PPP
- Call-off notices / contracts to date
- Our current position – what has changed since our original MM Profile ‘starting point’

SME SHOWCASE

- Our current position – what has changed since our original MM Profile ‘starting point’

	ORIGINAL MM PROFILE	CURRENT	THE FUTURE (2025)
COMPANY HEADLINES			
Turnover	£10.7m	£12.6m (£27.0m)	£15.5m (£40.0m)
PAYE permanent employees	140	201 (240)	220 (245)
Contract staff	0	6	6
Apprentices / Trainees	6	8	12
MATCHMAKER SOCIO-ECONOMIC PLEDGES			
New FTE and apprentice positions	Pledge	Yes	Through PPP - growth
Consider opening an office in West Cumbria (its current offices in Warrington would expand to fulfil PPP requirement)	Pledge	No, Planned	Planned – dependant on PPP work
Offer 2 6-week factory placements for students in West Cumbria to learn panel building skills	Pledge	No, Planned	Planned – dependant on PPP work
Offer volunteering hours to the PPP timebank with a focus on sharing knowledge on topics including hydrogen electrolyser projects	Pledge	No, Planned	Planned – dependant on PPP work

PPP BACKGROUND AND CLIENT PERSPECTIVE

PPP STRATEGY AND ENTERPRISE UPDATE

MATCHMAKER UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL UPDATE



BEN QUITMAN, SOLOMONS EUROPE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

GROWING WELL UPDATE



GROWING WELL UPDATE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

INTRODUCTION

Over the last eight months, Solomons Europe has been assisting Growing Well Cumbria, a mental health charity, with the refurbishment of their new West Cumbria site.



GROWING WELL UPDATE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

BEFORE AND AFTER



GROWING WELL UPDATE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE



GROWING WELL UPDATE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

THANK YOU

Special mention to the following
Matchmaker SMEs who have taken an
active role to get the site off the ground:

- William King Construction
- West Coast Surveys
- Stobbarts
- RC Civils

GROWING WELL UPDATE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

FURTHER HELP

- To support this cause, Dominic Doig and I completed Growing Well's 20-mile sponsored walk to celebrate 20 years of improving mental health across Cumbria
- Crop Share employee benefit
- Subsidise Community Crop Shares
- Promote Growing well
- Provide a collection hub

GROWING WELL UPDATE

PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

LEARN MORE

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PPP BACKGROUND
AND CLIENT
PERSPECTIVE

PPP STRATEGY AND
ENTERPRISE UPDATE

MATCHMAKER
UPDATE

SME SHOWCASE

- DELKIA
- ES STEEL
- ITI

GROWING WELL
UPDATE

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