

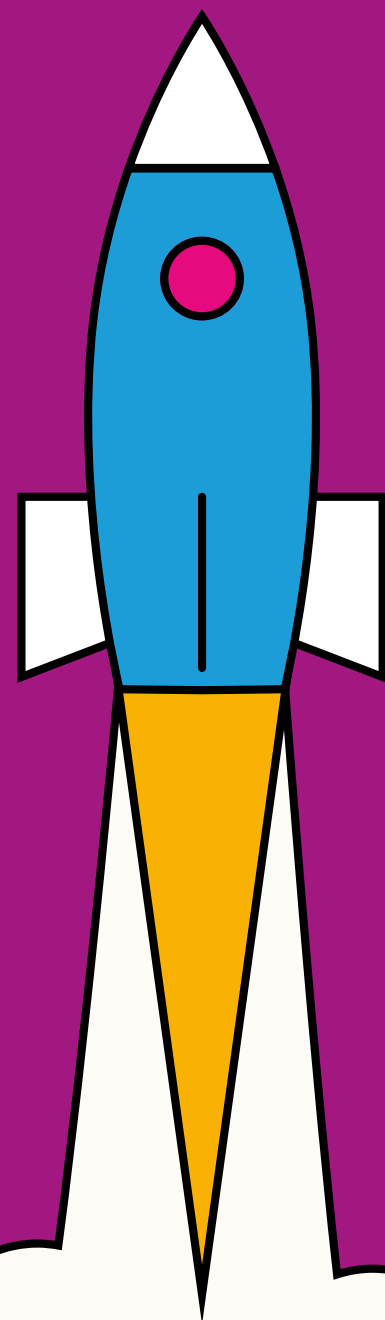


Swimming
with the big fish
SME MATCHMAKER SERVICE

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



QUARTERLY CONNECT



QUARTERLY CONNECT No.1

JULY 25, 2022

WELCOME!

Quick recap on PPP and the Matchmaker Service



Peter Hogg

Head of Supply Chain Management, KBR



Dominic Doig

Managing Director, Solomons Europe

WHY WE ARE HERE: PPP – A 20 YEAR MISSION!

WHY WE ARE HERE

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PPP aims to act as a catalyst to the growth and transformation of a competent Cumbrian supply chain that is able to support projects at Sellafield and beyond.

The KDP model moves away from traditional procurement to an enterprise model which requires sophisticated long term relationships to deliver outcomes, critical success factors....such as CSF 2 confidence to invest in the workforce and local areas and invest in training and apprentices and reduce reliance on Agency Workers’.

‘KDP’s should support long term supply chain partners to deliver SL social impact strategy including developing a resilient economy’.

This is what all us SMEs in the room want to see too!



284
JOB

94 APPRENTICES

 **85%**

have pledged new or
expanded premises in Cumbria

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To support this, the appointed ‘KDPs’ have had to explain their SME and local transformation strategy and how their chosen SME partners will be assisted and supported to:

- Stabilise turn-over of local nuclear companies and grow with diversification into new markets and/or work won from outside the Sellafield system
- Gain opportunities for inward investment to be maximised and supported
- See significant contract wins from Sellafield Ltd and secure reciprocal business investment, relocation and commitment to West Cumbria
- Support a fresh generation of innovative West Cumbrian based start-up companies to emerge, led by new entrepreneurs, who see customers in a global marketplace
- Seek and secure new business in national and global nuclear markets and diversify into new markets
- Utilise the experience, network, capability and value obtained from delivering work associated with Sellafield to sell to other potential customers

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What are PPP trying to achieve through KDP Model?

- Something to prove!
- As a combined KDP/SME team you all can deliver to PPP goals and expectations
- Cumbrian SMEs have demonstrated the right to be included in the supply chain space and the ability to achieve the legacy outcomes pledged
- We need to act now - momentum is the key...

Over to John Rossiter, who has been instrumental in developing the KDP commercial model to add some 'meat to these bones'...

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John Rossiter

Executive Director, Solomons Europe

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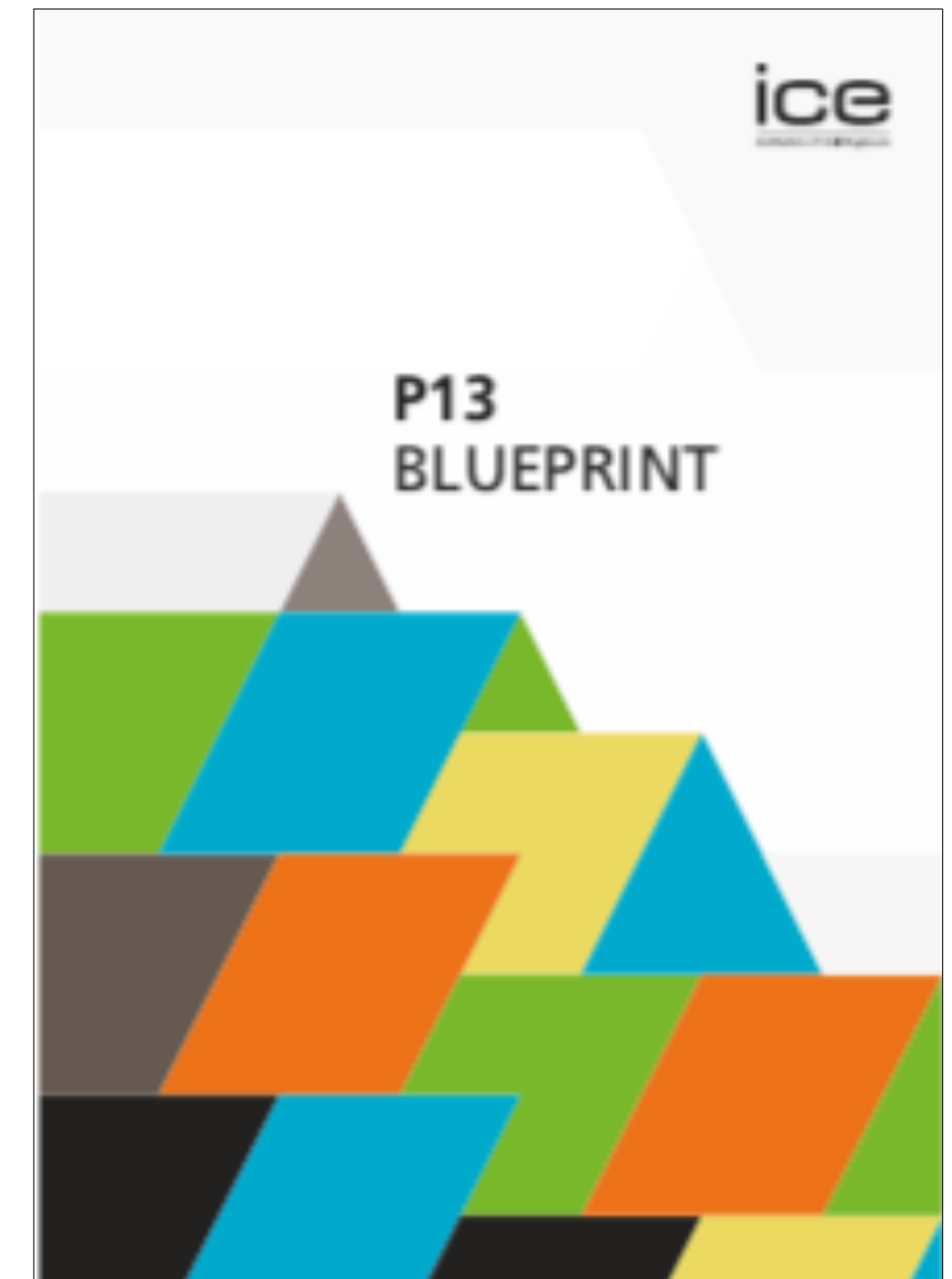
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KDP Model Recap

- Enterprise model - integrated organisation, aligned and incentivised to deliver outcomes
- 'Profit for performance' ethos through whole supply chain
- Long term, fair, equitable, contracts terms
- Successful KDPs all scored well on Supply Chain and showed good alignment and understanding of the model
- Incentive in KDP model to deliver on promises



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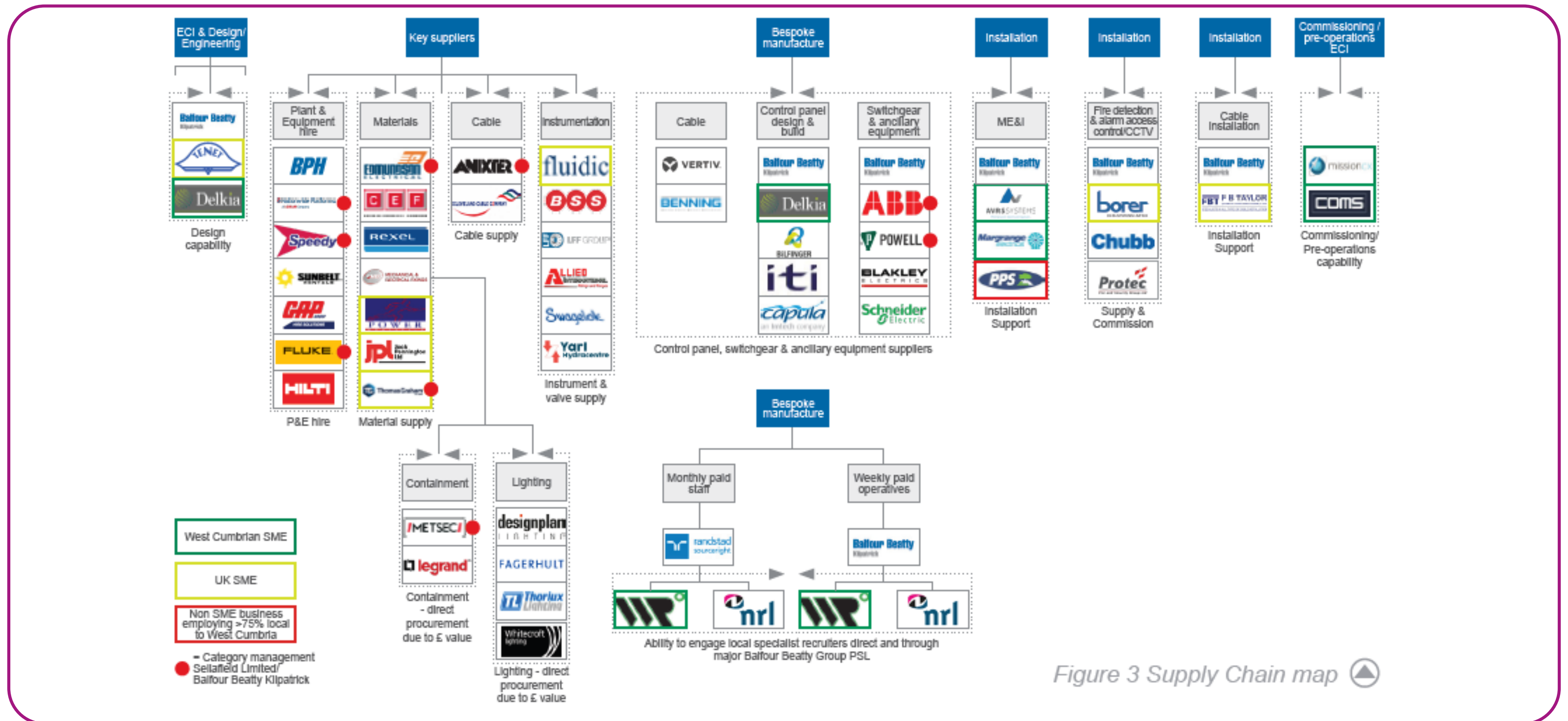
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KDP Supply Chain Proposals



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KDP Supply Chain Proposals

Supply Chain Map for the Programme and Project Partners (PPP) KDP5

Mechanical Pipework Key Delivery Partner

TIER 1

TIER 2

TIER 3

PPP	
Doosan Babcock	
Scope of Work	Subcontract Management, Site Installation, Testing and Commissioning works.
ISO9001 Certificate	Yes
QP, ITP, MS	Yes ITP / MS
CFMT 121 Required	Yes Approved
Audit / Surveillance / Inspection	Yes
Nuclear Safety Brief	Yes
LTR - SLF 2.15.05	Yes

Key
Complete/Approved
Ongoing/Submitted
Outstanding
TBC
N/A

McGrady Engineering	Numech	TIS Cumbria	A1 Engineering	McMenon
Supply, fabrication and testing of pipework systems. Shop fabrication of piping spools and associated pipe supports, minor steelwork for supporting structures and erection materials. Supply and installation of thermowells.	Supply, fabrication and testing of pipework systems. Shop fabrication of piping spools and associated pipe supports, minor steelwork for supporting structures and erection materials. Supply and installation of thermowells.	Supply, fabrication and testing of pipework systems. Shop fabrication of piping spools and associated pipe supports, minor steelwork for supporting structures and erection materials. Supply and installation of thermowells.	Supply, fabrication and testing of pipework systems. Shop fabrication of piping spools and associated pipe supports, minor steelwork for supporting structures and erection materials. Supply and installation of thermowells.	Supply, fabrication and testing of pipework systems. Shop fabrication of piping spools and associated pipe supports, minor steelwork for supporting structures and erection materials. Supply and installation of thermowells.
Heads of Terms Agreed	Yes	Yes	Yes	Yes
Social Value Commitments Agreed	Yes	Yes	Yes	Yes
Due Diligence Complete	Yes	Yes	Yes	Yes
ISO9001 Certificate	Yes	Yes	Yes	Yes
QP, ITP, MS	Yes ITP / MS	Yes ITP / MS	Yes ITP / MS	Yes ITP / MS
CFMT 121 Required	Yes Approved via DDP	Yes Approved via DDP	Yes Approved via DDP	Yes Approved via DDP
Audit / Surveillance / Inspection	Yes	Yes	Yes	Yes
Nuclear Safety Brief	Yes	Yes	Yes	Yes
LTR - SLF 2.15.05	Yes	Yes	Yes	Yes

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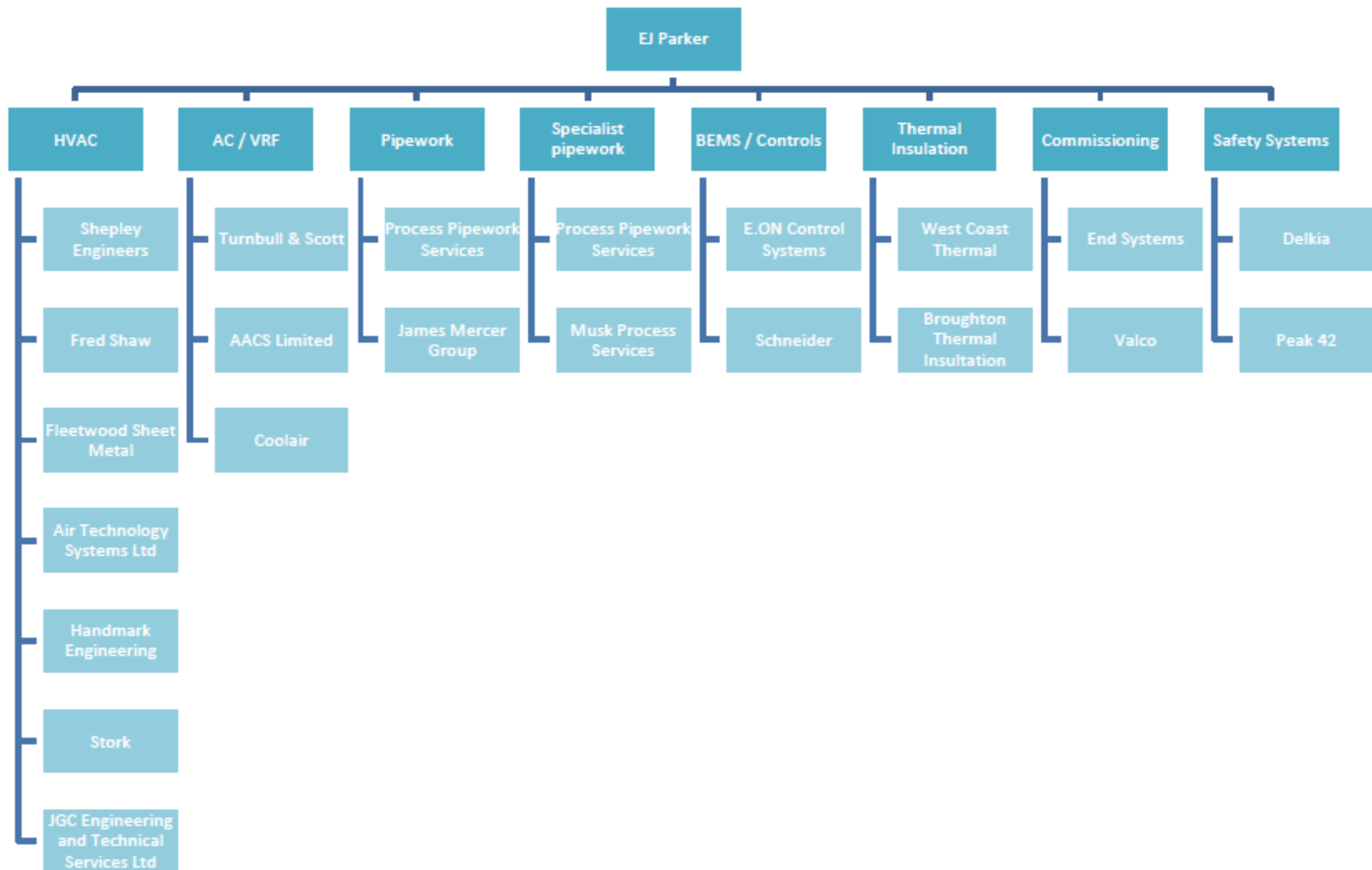
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KDP Supply Chain Proposals



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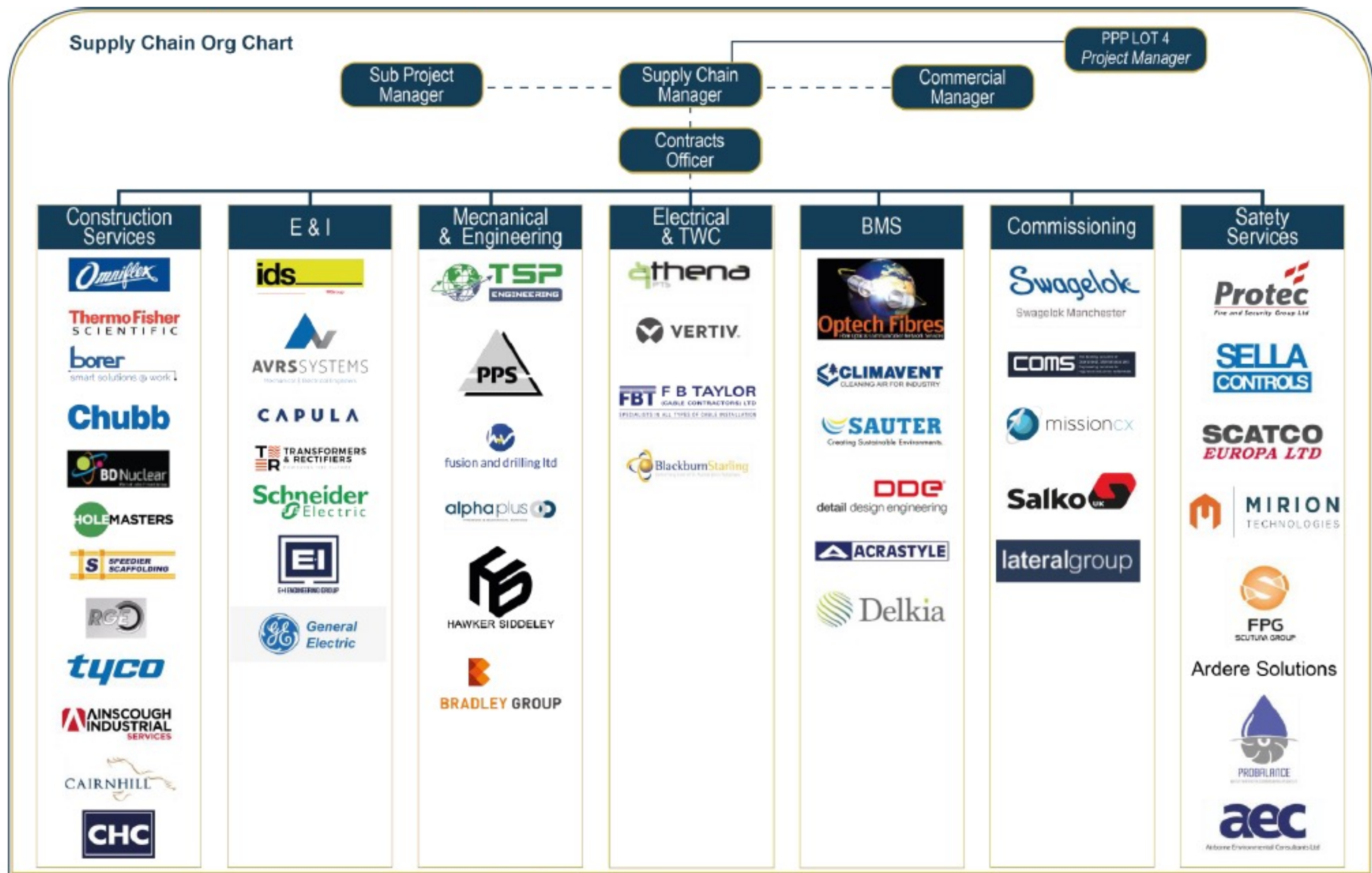
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PPP Contract Suite

- Consistency of approach and flow downs through the supply chain
- Familiarity for the supply chain
- KDP commitments on fair T&Cs for SMEs – encouraged by PPP
- KDPs and PPP should be your client of choice; good cashflow, fair risk, profit
- Dealing with concerns – talk to us



KEY DELIVERY PARTNER SPOTLIGHT



Tom Hill

Pre-Contract Manager
Power Sector (Engineering)
and PPP Framework Lead, NG Bailey



Steve Berry

Senior Contracts Manager
Parker Technical Services



Paul Brennan

Project Director - Nuclear & Defence
and PPP Framework Lead, Doosan



Matt Taylor

PPP Framework Director
Balfour Beatty Kilpatrick



Steve McCluskey

Supply Chain Manager
Seddon Construction



Matthew Sargeson

Operations Manager
Seddon Construction

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Key Delivery Partners - Team Leader Introductions



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KDP Scope Allocation from PPP











PPP



MPP

KDP1 & 8	KDP2	KDP3	KDP4	KDP5	KDP6	KDP7	KDP8	KDP9	KDP10	KDP11	KDP12
Groundworks, Concrete Structures & Civils	Steelworks	HVAC	E&I	Mechanical & Pipework	External Envelope	Scaffolding, Insulation & Painting	Concrete Structures	Building Interior & Fit Out	Building Services	Fire Protection & Detection	Mechanical Installation

KDP

Sept 2022	Oct 2022	 	 	 	Oct 2022	TBA	N/A	June 2022	   	TBA	TBA
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PROJECTS



+ future projects

Doosan-RED

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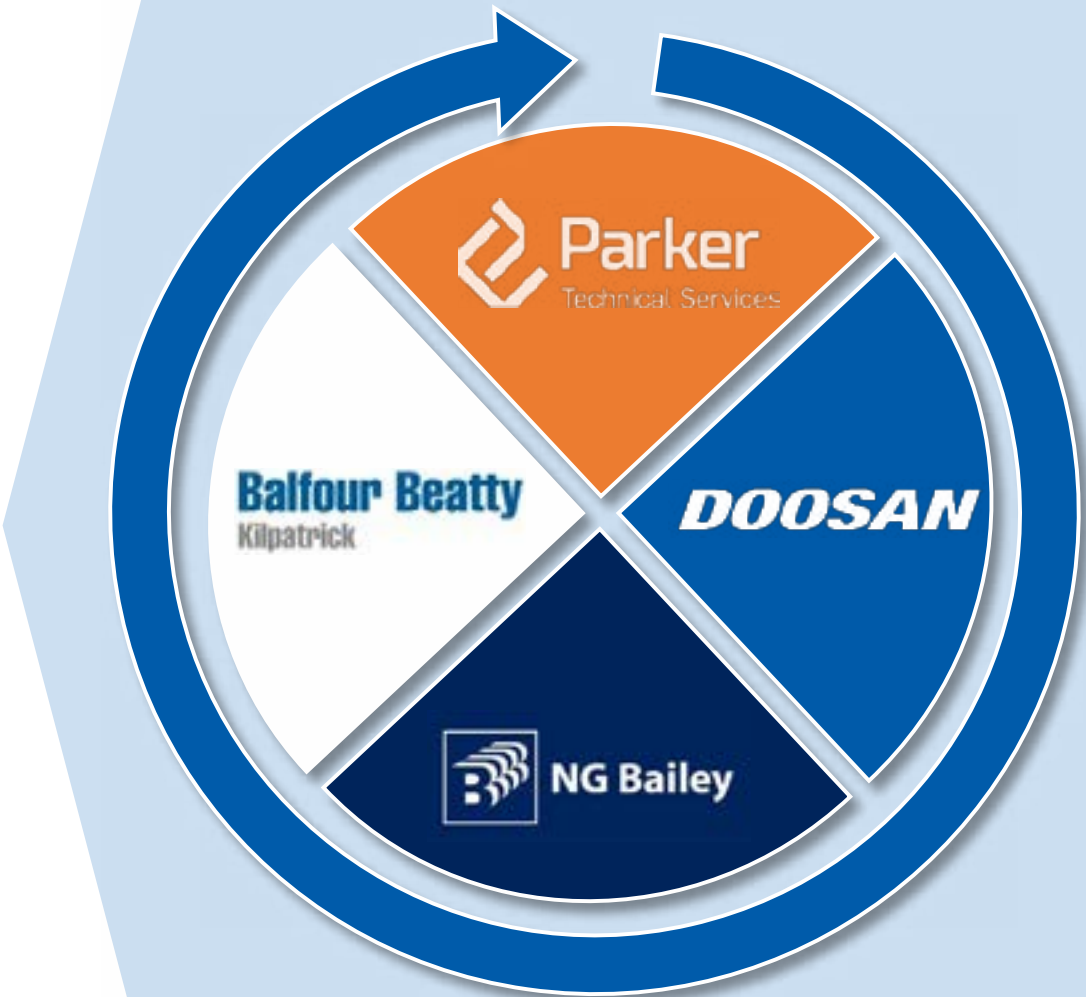
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KDP Team – Collaborative Working

Multi Project Procurement (Frameworks)	Projects			
	SRP	SCP	RAP	BEPPS
KDP 3 HVAC				
Balfour Beatty Kilpatrick Ltd	x		x	
E J Parker Technical Services Ltd		x	x	
KDP 4 E&I				
Balfour Beatty Kilpatrick Ltd		x	x	x
NG Bailey	x		x	
KDP 5 Mechanical Pipework				
Balfour Beatty Kilpatrick Ltd	x		x	
Doosan		x	x	



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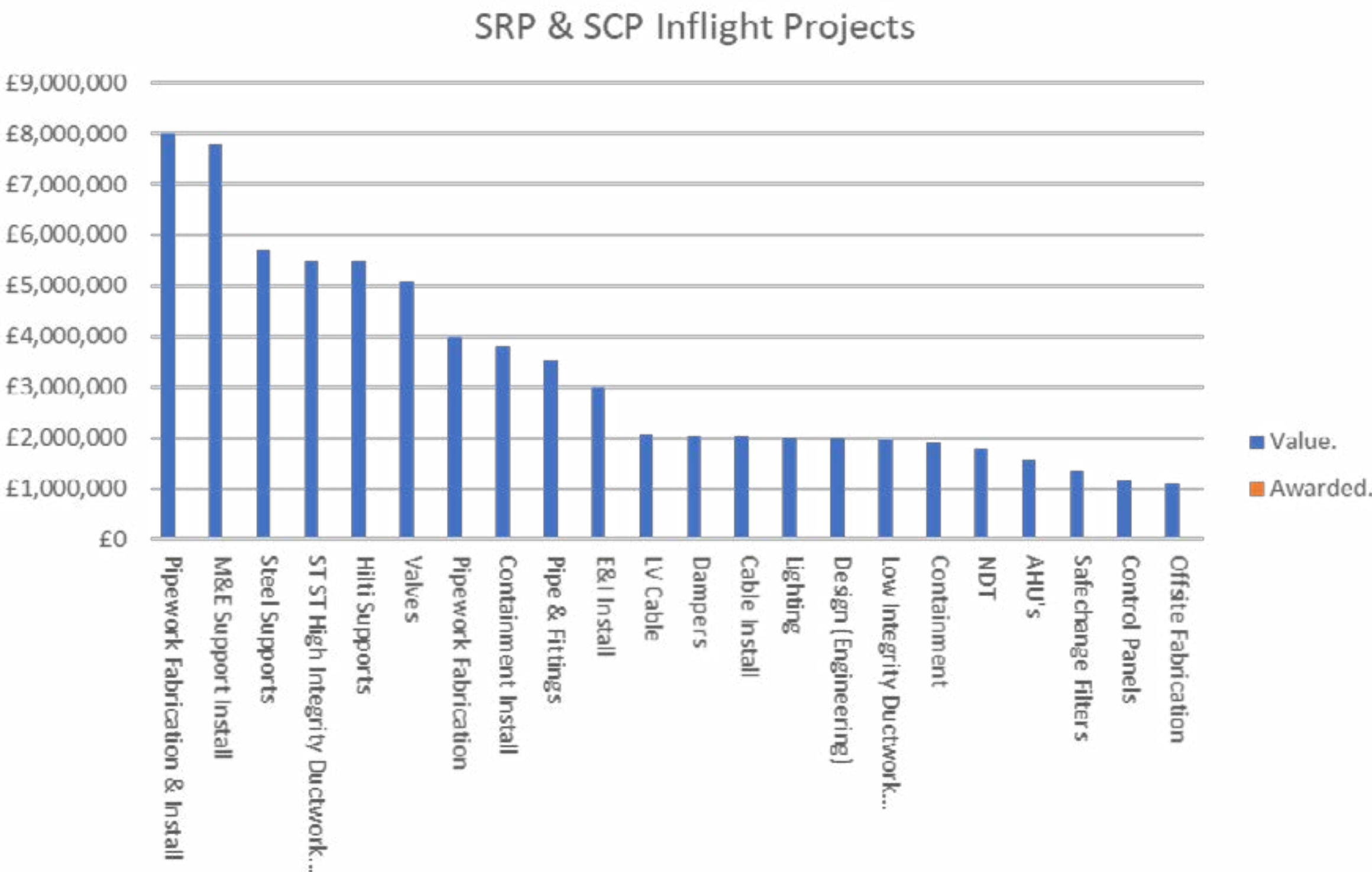
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KDP Scope - Supplier Packages (developing information)



SRP & SCP – E&I, HVAC and Mechanical Supply Chain Packages



Graph shows packages over £1M across the 3 Disciplines. Difference between Plan and Projects is packages have been broken down further

Doosan-RED

Proc Plan		Totals
Awarded		6
2022 Onwards *		74
Total Lines		80
Project	No. *	£M
SRP	60	£47m
SCP	50	£38m
TOTAL	110	£85m

KDP's are currently working through timelines for packages to be released

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Matthew Sargeson

Operations Manager

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KDP9 BUILDING AND INTERNAL FIT OUT

- KDP9 opportunities
- ITT SME pledges and commitments
- Forward plan

SME SPOTLIGHT

The PPP framework acknowledges that a strong local and inwardly investing SME community holds the key to achieving a lasting legacy in Cumbria in the longer term.

Every Quarterly Connect we will hear from varied and ambitious SMEs in the Matchmaker Gold and Silver categories who have pledged significant job creation and/or investment commitments and who are making inroads in delivering their KDP social value commitments.

We welcome Delkia, Swagelock and Responsive to talk a bit more about their progress and successes.

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Nuclear Relationship Manager

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ABOUT US AND OUR ACHIEVEMENTS

- Specialist systems integrator operating throughout the UK and internationally for mission critical and highly regulated sectors including Nuclear, Defence, Aerospace, and Maritime
- Safety related specialists. Offer includes digital engineering, engineering design, systems consultancy, systems integration, build-to-print, control panel build and complex systems support
- Build long-lasting and trusting partnerships with clients through expertise and approach, enabling us to know their exact needs, add value and innovation, and provide the right services, at the right time, both tactically and strategically
- Recently won the 2022 BECBC Growing Business of the Year Award and the Morgan Sindall 2022 Responsible Business Award

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OUR PLEDGES

Subject to a long-term 5-year contract worth £1.5m per annum, we would:

- Create up to 20 local jobs and increase the ratio of our employees focused on nuclear decommissioning projects either living in or close to Cumbria to 70%
- Recruit one, potentially two, new apprentices a year for 3 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 our design footprint in West Cumbria by expanding our office
- Buy local and track what we spend to monitor both distribution and impact

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ABOUT US AND OUR ACHIEVEMENTS

- Products and services for flow/fluid systems, ranging from mechanical pipework and tubing to mechanical and electrical instrumentation

Achievements



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OUR PLEDGES

Subject to a 2-year contract worth £1m per annum, we would:

- Recruit at least 2 FTE roles in West Cumbria, with these roles likely to be engineers and project managers
- Recruit 2 apprentices in West Cumbria
- Develop a new build facility in West Cumbria
- Develop a local West Cumbrian supply chain
- Expand our current approach to school engagement into Cumbria
- Extend our social impact work to Cumbria and commit to using local SMEs for company days, sales meetings and team building days

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ABOUT US AND OUR ACHIEVEMENTS

- Responsive Ltd offers non-destructive testing, welding and painting inspection, mechanical and destructive testing along with bespoke industrial training services.
- Joined forces with RB Electrical to offer a complete electrical and mechanical inspection and testing service to industrial clients
- £1.5m 4-year contract to supply the inspection resource and capability of the Expert Support and Alternative Treatment (ESAT) Framework for LLW Repository Ltd

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OUR PLEDGES

Subject to a minimum 1-year contract worth £50,000 per annum, we would:

- Create 1 FTE job
- Recruit 1 apprentice
- Accelerate plans for a new facility at the Leconfield Industrial Estate, Cleator Moor, in conjunction with Copeland Borough Council and the Industrial Solutions Hub
- Maintain, and look to increase, our current 70% local supply chain spend
- Commit more employees to support the company's work with the Centre for Leadership Performance and Cumbria Primary Business Partnership
- Continue to give employees 2 additional paid days for social impact activities, and support local initiatives including local traders' days and community cleans

RECRUITMENT SUPPORT

A number of you here will already be familiar with All Together Cumbria, the social enterprise created by Morgan Sindall as part of PPP, and an organisation which is focused on tackling employment and recruitment challenges here in West Cumbria.

Andy Dodds is here to explain a little bit more about how you can provide valuable support to ATC in these goals and how they in turn can help you grow and develop your workforce.

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All Together Cumbria

Community Interest Company

Developing the workforce of
the future

Andy Dodds



Jacobs

MORGAN
SINDALL
INFRASTRUCTURE

Sellafield Ltd

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All Together Cumbria delivers recruitment services to support its clients' resourcing challenges by identifying, attracting, recruiting, redeploying, and retraining local people.



Revenues generated are reinvested in skills and employability programmes, helping businesses to develop a more sustainable local workforce, whilst at the same time deliver positive long-term social impact.

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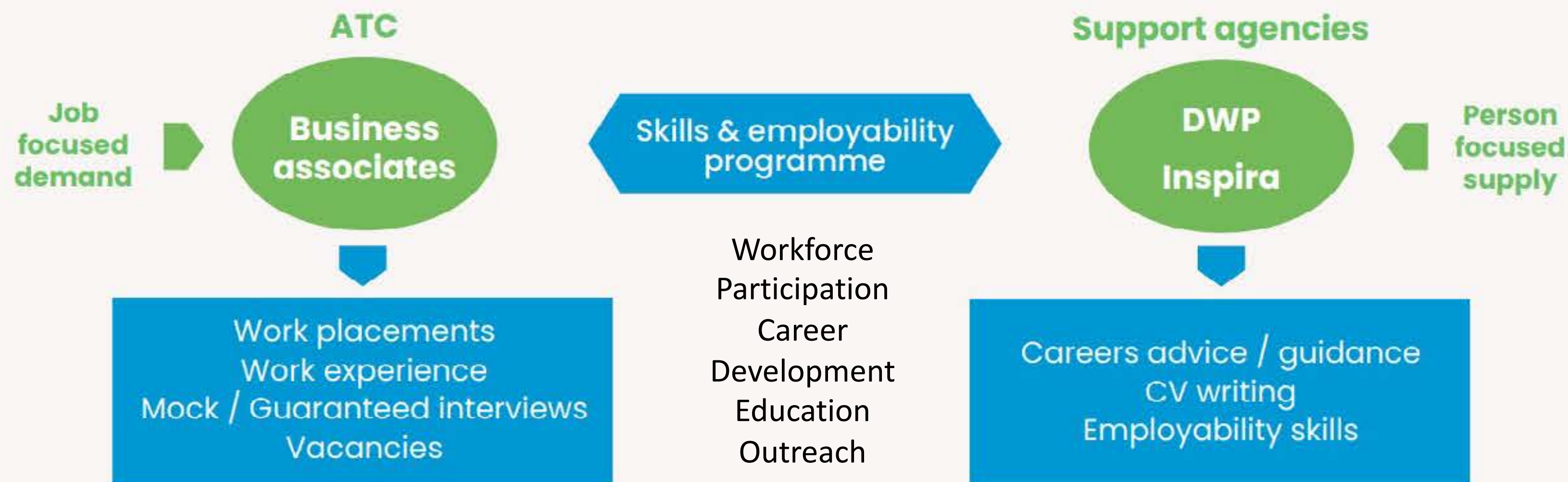
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Collaborative and connected support



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ATC Programmes – 2022 Outlook



- **May** – SEND Work Experience – Story Contracting
- **May/June** – Bright Stars Programme with Cumbria Academy for Autism
- **June** – Autism Work Skills Programme with Copeland Work & Skills Partnership
- **July** – Festival of Work
- **Sept/Oct** – NEET Programme
- **Nov** – Pre-Apprenticeship Initiative

Also supporting existing skills and employability programmes – e.g. The Link, Primary Business Partnership, Future Leaders, Bright Stars.



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SME SPOTLIGHT

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SWAGELOK
MANCHESTER

RESPONSIVE LTD

RECRUITMENT
SUPPORT

ALL TOGETHER
CUMBRIA

NEXT TIME

How to Participate



Business Associate – contributing to social value and workforce development through project participation and use of recruitment services

Methods of participation:

- Active use of recruitment services to help meet recruitment needs*
- Providing opportunities (work experience/placements) and access to employment to support employability programmes
- In-kind contribution of resources/staff to actively engage with one of more of our skills/employability projects

**The use of the recruitment service generates rebate which is reinvested in skills and employability programmes*



NEXT TIME...

- 1. Give us your ideas and updates over the coming 12 weeks to inform our next session spotlights and challenges**
- 2. Keep talking! We all have to be committed to change for things to be achieved. A solutions focused forum is the means by which we can achieve this**
- 3. Stay positive! Spades in the ground are a long way off but there is much to be done now and keeping a watch on news and features from the PPP, KDP and Matchmaker teams may lead to new and unexpected opportunities outside of the KDP package pipeline works...**

THANK YOU FOR COMING