

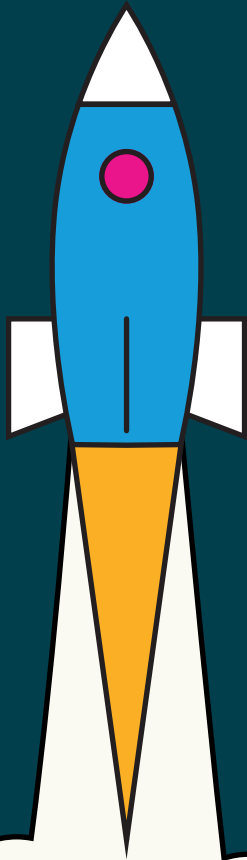


**Swimming**  
with the big fish  
SME MATCHMAKER SERVICE

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



**QUARTERLY CONNECT**



# QUARTERLY CONNECT No.2

**NOVEMBER 1, 2022**





# WELCOME

Our first Quarterly Connect meeting in July saw SMEs take part in a practical, open and honest forum with influential decision makers from Programme and Project Partners (PPP) and its confirmed Key Delivery Partners (KDPs). This meeting was very much an opening salvo – our first opportunity to gather in the same place to highlight progress to date, hear concerns and frustrations, and find a way we can build the strong and long-term relationships we all crave.

We took stock and we listened. Clearly the face-to-face communication between us all was highly valued. So, we wanted to take that to the next level for Quarterly Connect 2. At this meeting, you'll have an invaluable chance to sit down and discuss opportunities directly with KDPs to gain a greater understanding of their needs, particularly over the coming months, and the opportunities that could present themselves to SMEs like yours.

This is one of the many practical things we're doing to help bring about long-term and meaningful matches that allows SMEs and KDPs to work, grow and invest together. We all need to continue to build on the positivity generated so far, as well as the unquestionable willingness to make this process a success.



# AGENDA

## Welcome, introduction to Quarterly Connect 2 and updates from PPP and the Swimming with the Big Fish SME Matchmaker Service

Peter Hogg and Dominic Doig

## PPP Procurement Update

John Rossiter

## Swimming with the Big Fish SME Matchmaker Service update

Dominic Doig and Ewan Peacock

## Progress update from Key Delivery Partners: Balfour Beatty Kilpatrick, EJ Parker Technical Services, NG Bailey and Altrad Doosan

Stuart Logan

## Break out sessions with Key Delivery Partners / PPP Contract Procurement

- 10-minute sessions in break out rooms for discussions between SMEs and KDPs
- For those not in sessions, this is an ideal time to network in the Papcastle Depot auditorium
- Break out room - Contract procurement with PPP representative

## Meeting conclusion and thanks

## Networking lunch



**Peter Hogg**

Head of Supply Chain Management,  
KBR



**Dominic Doig**

Managing Director,  
Solomons Europe



**John Rossiter**

Supply Chain Commercial Lead, PPP,  
and Executive Director, Solomons Europe



**Ewan Peacock**

Contract Executive,  
Solomons Europe



**Stuart Logan**

KDP Supply Chain Manager,  
Balfour Beatty Kilpatrick

# KDP BREAK OUT SESSION

We know only too well that time is precious in business. We want you to come away from our Quarterly Connect meetings informed, inspired and better connected than when you arrived. For Quarterly Connect 2, four of PPP's appointed KDPs have kindly agreed to have face-to-face meetings with SMEs. These will take place in one of the break out rooms we have at Papcastle Depot. The key things to know about the break out session are:

- We have set aside two-and-a-half hours for the session
- We'll be booking sessions on the day
- Each session will be 10 minutes, with some limited flexibility
- We want to ensure SMEs get to talk to all of the KDPs that are relevant to them
- What happens in these meetings is between you and the KDP – it could well be the starting point for something special...



**Matthew Taylor**

PPP Framework Director,  
Balfour Beatty Kilpatrick

“

We've got a supply chain, but we're always looking to improve on that, develop it, enhance it, and I'm sure we have gaps in that supply chain. So, our work is very much alive. We very much need a collaborative supply chain to deliver the programmes ahead of us. The real work starts now.

”



**Steve Berry**

Senior Contracts Manager,  
EJ Parker Technical Services

“

It's very important for us to understand people's capacities. It might only be two companies who deliver, say £10m of work each, or there could be 20 who deliver the work if they all want £1m each. A key message is that the opportunities are ongoing and it's a two-way street in finding out who can be part of delivering this work.

”



**Tom Hill**

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

“

There's a lot of work going on in the background that SMEs aren't aware of. Things are progressing, perhaps not as quickly as some would like, but things are moving forward in the right direction. Since we've been involved it has all been positive and we're looking forward to engaging more locally.

”

# MEET THE KEY DELIVERY PARTNERS



## BALFOUR BEATTY KILPATRICK

PPP PACKAGES  
KDP3 Heating, Ventilation and Air Conditioning (HVAC)  
KDP4 Electrical and Instrumentation  
KDP5 Mechanical Pipework

WHO'S IN THE ROOM?  
Stuart Logan  
Supply Chain Manager, PPP Framework



## NG BAILEY

PPP PACKAGES  
KDP4 Electrical and Instrumentation

WHO'S IN THE ROOM?  
Tom Hill  
Pre Contract Manager



## EJ PARKER TECHNICAL SERVICES

PPP PACKAGES  
KDP3 Heating, Ventilation and Air Conditioning (HVAC)

WHO'S IN THE ROOM?  
Anita Brookes  
Commercial Director  
Steve Berry  
Senior Contracts Manager



## ALTRAD BABCOCK

PPP PACKAGES  
KDP5 Mechanical Pipework

WHO'S IN THE ROOM?  
Paul Brennan  
Nuclear and Defence Sector Project Director

**A heartfelt thank you goes to you all  
for your continued support.**

**We can't wait to see you on Tuesday at:  
Solomons Europe, Papcastle Depot, Papcastle Road,  
Great Broughton, Cockermouth CA13 0LD**

**For all enquiries, please contact Hazel Duhy on 016973 44905  
or [hazel.duhy@solomonseurope.co.uk](mailto:hazel.duhy@solomonseurope.co.uk)**



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**SME MATCHMAKER SERVICE**

Solomons Europe regularly publishes news and views on the Swimming with the Big Fish SME Matchmaker Service on its website and social media channels.  
Be sure to visit the website and follow them on the handles below.

Website: [www.solomonseurope.com/blog/tags/swimming-with-the-big-fish/](http://www.solomonseurope.com/blog/tags/swimming-with-the-big-fish/)

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PROGRAMME +  
PROJECT PARTNERS



Jacobs

MORGAN  
SINDALL  
INFRASTRUCTURE

DOOSAN



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