

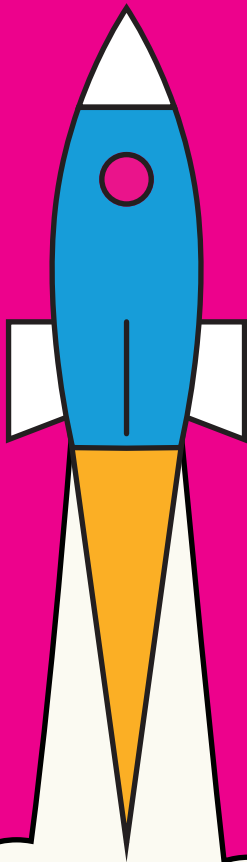


Swimming
with the big fish
SME MATCHMAKER SERVICE

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



QUARTERLY CONNECT



QUARTERLY CONNECT No.3

MARCH 30, 2023



WELCOME

Our first Quarterly Connect meeting of 2023 will focus on the recently awarded KDP8 Concrete Structures, Groundworks and Blockwork and KDP9 Building Fit-out packages. We will be welcoming Sir Robert McAlpine for the first time since being appointed the Key Delivery Partner for KDP8. They will give an overview of their strategy and the opportunities for SMEs to become part of their supply chain for a package that could be worth up to £1bn in the next 17 years. Meanwhile, we will also welcome back Seddon Construction to outline the progress they are making on developing their supply chain for KDP9 and how SMEs still have the opportunity to join them.

We have built strong relationships with both Sir Robert McAlpine and Seddon during the pre-qualification and ITT stages and we are excited to be working closely with them on the next stage of their procurement process. Following the successful introduction in the second Quarterly Connect meeting, we will again be offering SMEs the chance to meet key decision makers from both KDPs face-to-face. These proved to be extremely valuable to both parties and we expect the session at this meeting to be the same. These are unique opportunities to start developing strong relationships on the foundations of mutual trust, respect and transparency that PPP's Multi-Project Procurement commercial model demands. They could be the start of something special.

AGENDA

Welcome, introduction to Quarterly Connect 3 and update from PPP

Peter Hogg and Dominic Doig

Matchmaker 2.0 Progress and the practicalities and complexities of converting “love letters” into contracts

Dominic Doig and Ewan Peacock

PPP Programme Update

John Rossiter

Opportunities to work with:

Sir Robert McAlpine, KDP8 Concrete Structures, Groundworks and Blockwork

Rachel Lloyd-Moseley, Richard Parker and Geoff Smith

Seddon Construction, KDP9 Building Fit-out

Laurence Kendall and Steve McCluskey

Break-out sessions with Key Delivery Partners and PPP Commercial Surgery

- 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
- PPP Commercial Surgery in the boardroom

Networking lunch

Meeting conclusion and thanks



Peter Hogg

Head of Supply Chain Management, PPP



Dominic Doig

Managing Director, Solomons Europe



Ewan Peacock

Contracts Executive, Solomons Europe



John Rossiter

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



Laurence Kendall

Sellafield Business Lead, Seddon



Steve McCluskey

Supply Chain Manager, Seddon



Rachel Lloyd-Moseley

Senior Procurement Manager, Sir Robert McAlpine



Richard Parker

Project Director



Geoff Smith

Operations Director - Nuclear

1-2-1 BREAK OUT SESSIONS



We will be giving SMEs the opportunity to meet face-to-face with key decision makers from Key Delivery Partners appointed by PPP, Sir Robert McAlpine and Seddon Construction.

Introduced in our second Quarterly Connect meeting, these 1-2-1 break-out sessions have proved popular with both SMEs and KDPs because, as we all know, business is better when done in person.

We want to ensure conversations remain relevant and focused on developing relationships that will bear fruit.

- We have set aside 2½ hours for the sessions
- Each session will be 10 minutes, with some limited flexibility
- What happens in these meetings is between SMEs and the KDP

To ensure things run smoothly, we are taking bookings for 1-2-1 sessions in advance of the meeting. If you would like to meet Sir Robert McAlpine and/or Seddon Construction, please get in touch as soon as possible to reserve your slot.

To make a booking contact Hazel Duhay, Project Co-ordinator, on 016973 44905 or email hazel.duhay@solomonseurope.co.uk

QUOTES FROM PREVIOUS 1-2-1 SESSIONS



Stuart Logan

KDP Supply Chain Manager,
Balfour Beatty Kilpatrick

“

We obviously have names on a piece of paper and what the SME's discipline is, but being able to speak to them face-to-face you get a greater understanding of what they have to offer the KDPs – not just within PPP but also outside the scope of what's going on at Sellafield.

”



Nick Robinson

Managing Director,
Lifftech

“

It's been really worthwhile coming to meet the “big fish”. We were matched with Balfour Beatty Kilpatrick, so it's been good to speak to Stuart (Logan) and get that reassurance that things are in the pipeline and the cogs are turning.

”



Tom Hill

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

“

The 1-2-1 sessions were really good. They gave the individual SMEs the opportunity to get their points across and explain what they do. It gave us a chance to talk about where they may be able to assist us elsewhere within the business.

”

MEET THE KEY DELIVERY PARTNERS

**Sir Robert
McALPINE**

SIR ROBERT McALPINE

PPP PACKAGES

KDP8 Concrete Structures,
Groundworks and Blockwork

WHO'S IN THE ROOM?

Rachel Lloyd-Moseley
Senior Procurement Manager

Richard Parker
Project Director

Geoff Smith
Operations Director - Nuclear

Seddon

SEDDON CONSTRUCTION

PPP PACKAGES

KDP9 Building Fit-out

WHO'S IN THE ROOM?

Laurence Kendall
Sellafield Business Lead

Steve McCluskey
Supply Chain Manager

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

**We can't wait to see you on Thursday, March 30th 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**



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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/

LinkedIn: @solomons-europe

Twitter: @SolomonsEurope

Facebook: facebook.com/solomonseurope



PROGRAMME &
PROJECT PARTNERS



Jacobs

MORGAN
SINDALL
INFRASTRUCTURE



Seddon

Sir Robert
McALPINE

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