

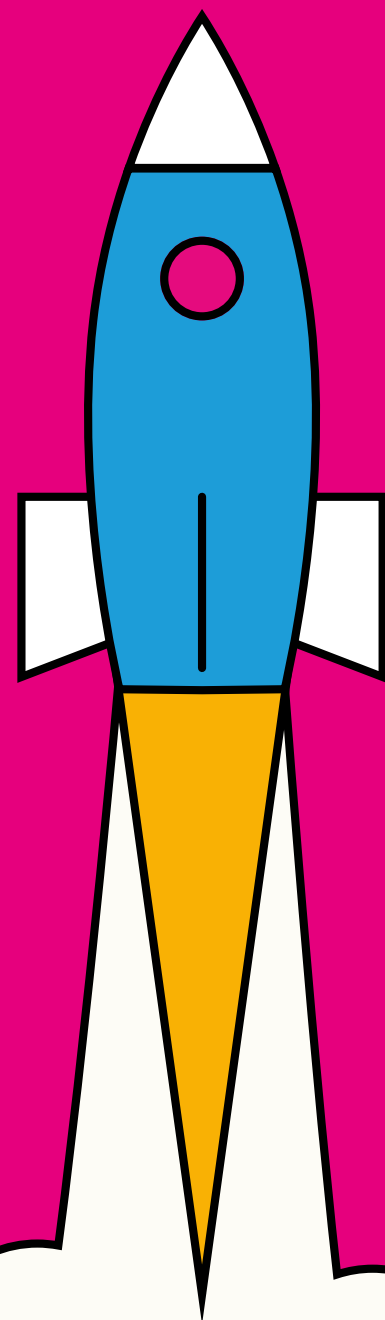


Swimming
with the big fish
SME MATCHMAKER SERVICE

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!

Quick recap on PPP and the Matchmaker Service



Peter Hogg

Head of Supply Chain Management, PPP



Dominic Doig

Managing Director, Solomons Europe

WHY WE ARE HERE

OUR MESSAGE

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SUPPORTING SME RESILIENCE

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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!



437
JOBS

137 **APPRENTICES**



85%

have pledged new or
expanded premises in Cumbria

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

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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

OUR MESSAGE

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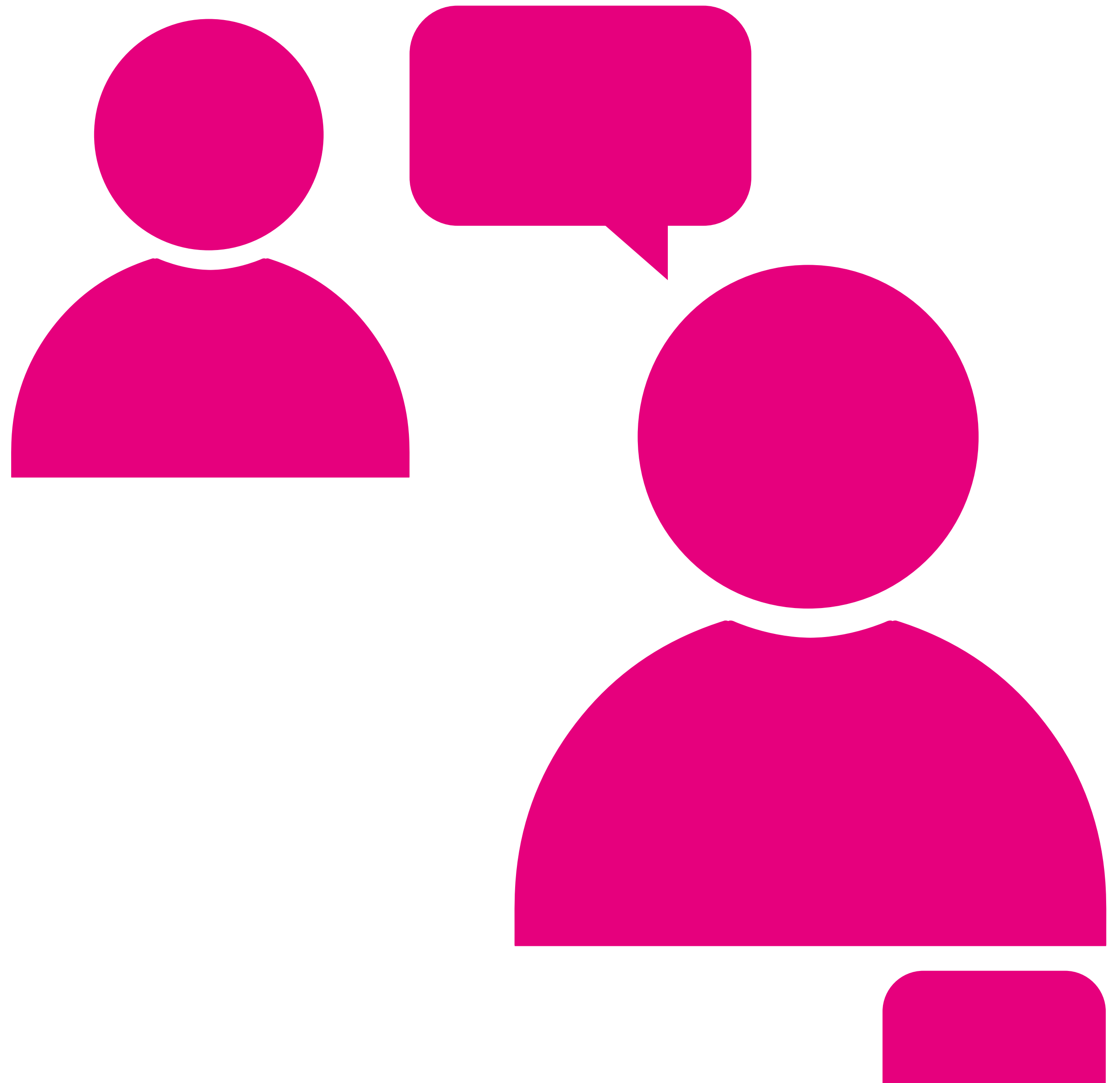
Here to build trust

**Be open and transparent
about the current PPP situation**

**We want an open and
honest dialogue**

**We want to explain how we
will disrupt the traditional
procurement process**

**We hope to make clear this
is about achieving long
term successful outcomes**



PPP - KDP PROCUREMENT UPDATE

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John Rossiter

Executive Director, Solomons Europe



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- Progress over the last 3 months
- Current activities
- Forward plan
- Challenges, timescales and solutions
- SME framework update
- Long term SME relationships
- Committed to SMEs

MATCHMAKER UPDATE

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Ewan Peacock

Contract Executive, Solomons Europe



MATCHMAKER UPDATE Achieved to date

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SME Update

- Initial 'Matchmaker 1.0' phase complete as main PPP procurements finished and KDPs in place, there will be an opportunity to add SMEs to Matchmaker 'portfolio' should this be required
- 36 Head of Terms in place at KDP tender stage (10 for KDP8 and 9)
 - Sir Robert McAlpine KDP8 and Seddon's KDP9 will be providing an update on their current activities
- Focus now on converting 'Heads of Terms' into SME Frameworks – 5 due to be closed out in coming weeks, call-offs to follow. Some examples of ongoing discussions with AVRS, Delkia, COMS, Tenet and Liftech

MATCHMAKER SME 'PORTFOLIO'

CORE TECHNICAL

SMEs 102

KDP8/9 36

PAS

SMEs 11

KDP8/9 11

TOTALS

SMEs 113

KDP8/9 47

MATCHMAKER UPDATE Achieved to date

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SME Update (continued)

- SME Framework discussions; MM helping ensure that framework discussions meet requirements of SMEs, KDPs and PPP. Aiming for long term sustainable relationships
- Ongoing Matchmaker communication; QC meetings, newsletters, update calls, ongoing engagement – we want honest feedback!
- Appointed KDPs have access to all Matchmaker SMEs, may be future opportunities
- If direct work not available via KDPs there could be opportunities with other SMEs

MATCHMAKER UPDATE Achieved to date

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Frameworks and Challenges

- NEC4 contract awareness and support; may be new to some SMEs
- Commercial clarity; in line with Framework and NEC4 Call-Off clauses; minimises future surprises or commercial problems
- Corporate overhead and rates; support with SME templates and commercial build-up; final commercial agreement between SME and KDP
- Framework Appendix 10 – Incentive schedules and KPIs, getting this right at Framework level. KPIs proposal to tailor objectives based upon call off value and duration, could be ‘Embedded’ or ‘Enhanced’ Social Value KPI’s
- Ensuring that Framework agreements align with PPP Critical Success Factors and Success Factors
- Here to support and facilitate Framework Agreements; ongoing support

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Dominic Doig

Managing Director, Solomons Europe



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Evolution

Matchmaker to date has shown the need to support both SMEs and KDPs in key areas such as:

- Furtherance of facilitative role between KDPs and SMEs, encouraging trust and collaboration
- Development of tools, guidance notes, and delivering workshops to enhance understanding of the model
- Understanding of the strategic supplier frameworks and commercial model
- Validation and assurance of the approach to demonstrate value for money and accuracy
- Drawing out tender pledges and formalising into social value commitments in the frameworks
- Liaising with SME to understand their specific KPI/incentivisation model and the 'embedded' and 'additional' social value to be unlocked. Each framework includes details of social value pledges, call off value triggers, measures, and evidence expected
- Driving commitments and delivery to plans

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Ambition

- Enterprise KPIs on all KDPs for 23/24 are to 'build the enterprise' and put all of their SME strategic frameworks in place
- Once achieved, tangible benefits aligned to PPP critical success factors and Benefits Realisation including:
- Up to 25 SME Strategic Supplier Agreements and long term frameworks awarded (CSF2 and Benefit 4 and 6) plus 16 'lite' SME agreements
- Confidence in PPP strategic SME spend targets and associated creation of employment opportunities, potentially £150m spend, £1m investment and 400 new jobs over a five year period (CSF 2, 5 and Benefits 4 & 6)
- Integration of true Aligned Delivery Teams including SME specialists from early project gates (CSF 1 and 3, Benefit 3)
- PPP recognised as centre for project excellence (Benefit 7) leading the way in a creating an industry first aligned enterprise
- Clear outcome for FY23/24 of delivering a supply chain ecosystem and enterprise map
- Matchmaker team leave a legacy of skilled 'enterprise aware' procurement teams across the programme

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Sellafield – KDP8 Concrete Structures, Groundworks & Blockwork



Proudly building Britain's future heritage

Sir Robert
McALPINE

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Sir Robert McAlpine Team



Geoff Smith
*Operations Director -
Nuclear*



Richard Parker
Project Director



Rachel Lloyd-Moseley
*Procurement & Supply Chain
Development Manager*



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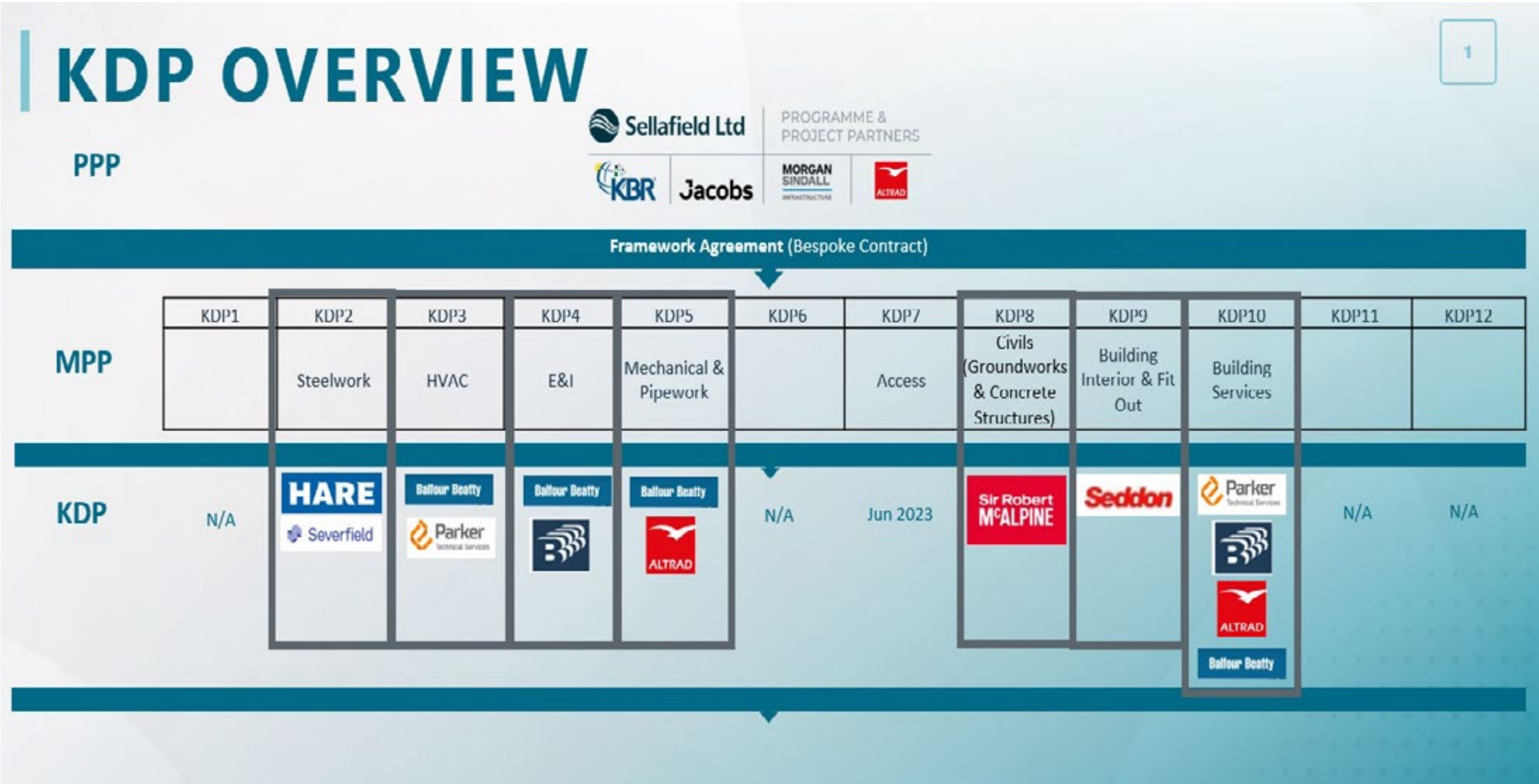
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Who is Who



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Programme & Project Partners - PPP



Lot 1

Integration Partner

Provides project management and related services to integrate the delivery of major projects.

Jacobs

Lot 2

Design & Engineering Partner

Provides design and engineering services to deliver the design of major projects.



Lot 3

Civils Construction Partner

A management contractor for the execution of the construction works through the integration and placement of trade packs on projects with a civils bias.



Lot 4

Process Construction Partner

A management contractor for the execution of the construction works through the integration and placement of trade packs on projects with a process bias.



5th Partner

Sellafield Ltd Resources

Deployment of Sellafield resource into aligned delivery teams (ADTs) on a most appropriate athlete basis.



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Programme & Project Partners - PPP

ECI Phase



ECC Build
Phase

2 years

June 2023

4-6 years

2024/2025



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Possible Scope - Packages

- Demolition
- Earthworks
- FRC
- Brickwork & Blockwork
- Pipework
- Drainage
- Ground Investigation
- Steel fixing
- PC works



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Supply Chain Engagement

- Bid Submission – asked to identify and engage with 9 proposed Supply Chain Partners during the bid process
- Future Opportunities to become visible once scope has been received
- Meet the Buyer Events will be planned
- Sellafield specific Learning Pathways to be developed in conjunction with the Sustainable Supply Chain School
- Mentoring scheme – B2B
- Common Assessment Standard – training, support and compliance
- Medius Onboarding – SRM's procurement & commercial system



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NEXT TIME

Next Steps...

- **Contact** Rachel.Lloyd-Moseley@srm.com
07875 511063
- **Register with the Sustainable Supply Chain School**

Proudly building Britain's future heritage

Sir Robert
McALPINE

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SEDDON & MATCHMAKER SERVICE

| MARCH 2023

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INTRODUCTION

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Seddon

I WHY WE ARE HERE

- Introduction to the team
- Introduction to Seddon
- What Seddon have been awarded at PPP
- Scope that the KDP will be delivering and current activity
- Status of current projects
- Update on Supply Chain
- Who we will be engaging with
- Other services / scope we will be looking to procure
- Next steps
- Question and answer

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Seddon

| INTRODUCTION TO THE TEAM

Sellafield Business Lead –
Property Services NW



LAURENCE KENDALL

Sellafield Business Lead
Laurence.kendall@Seddon.co.uk
07866 498 235

Supply Chain
Manager



STEVE McCLUSKEY

Supply Chain Manager
Steve.McCluskey@Seddon.co.uk
07966 562 103

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Seddon

INTRODUCTION TO SEDDON

- One of the UK's largest privately owned and family managed contracting businesses
- Trading for 126 years
- 2021 Accounts - Seddon Construction, £165m turnover and Seddon Group, £204m turnover
- 2022 Group Turnover (subject to accounts) - circa £220m
- Direct workforce of over 250 professionals, crafts people, technical staff and trainees/apprentices
- Financial security
 - Dunn and Bradstreet 4A1 and Experian 100% credit ratings
 - £33m net assets – higher than many Tier 1 contractors
- Signatory of the fair payment charter

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Seddon

INTRODUCTION TO SEDDON

Three Principal offices

1. Head office, located in Bolton
 - Seddon Construction: Property Services and Painting and Maintenance
 - Housing Partnerships NW and Seddon Engineering Services
 - Seddon Homes
 - Seddon Developments
 - Circle
 - H&S Joinery
2. Regional office in Solihull
3. Regional office in Cumbria

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**WHAT SEDDON HAS BEEN AWARDED
THROUGH THE PPP**



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Seddon

I KDP09

- The scope of the Seddon's works under the PPP framework is to deliver the fitout scope for a period of 17 years across approximately 20 buildings.
- The contracts awarded to date are:
- ECI – SRP Change and a welfare building (service Building to SRP)
- Planned works are:
- ECI - SRP fitout – 2023 Prepare programme and budget
- ECC – August 2023 – 2027 all fitout work
- ECI – RAP fitout – 2023 -2025 Prepare programme, develop design, constructability and budget

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SCOPE THAT THE KDP WILL BE
DELIVERING AND CURRENT ACTIVITY

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| CURRENT SCOPE

SRP Fitout – industrial coating to concrete walls

- blockwork
- drylining

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UPDATE ON SUPPLY CHAIN

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UPDATE ON OUR SUPPLY CHAIN

- ❖ 2 Engagement events held in the last 12 months
- ❖ Strategic Procurement plan in place for the fit-out element
 - ❖ Identifies key services
 - ❖ Indicative spend
 - ❖ Timeframes
- ❖ Plans needs to be reviewed and new dates set
- ❖ Draft Service Level Agreement agreed in principle with 5 key supply chain members
- ❖ Initial focus will be to concluded the SLA and convert to HOT / Frameworks

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SME ENGAGEMENT

- ❖ Starts today for anyone who is new to Seddon and wishing to work for our business
- ❖ Desired accreditation as part of our on-boarding process
- ❖ Public Portal which provides supply chain with
 - ❖ Visibility
 - ❖ Accessibility
 - ❖ Transparency
- ❖ We are here to offer support
 - ❖ Accreditation
 - ❖ Social Value
 - ❖ Connection to other parts of our business

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WHO WE WILL BE ENGAGING WITH

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APPENDIX 12 – PPP SUPPLY CHAIN FRAMEWORK

This schedule is the approved supply chain from PPP

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OTHER SERVICES / SCOPE WE WILL
BE LOOKING TO PROCURE

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| SUPPLY CHAIN – FUTURE SCOPE

- Floor coverings
- Fire stopping
- suspended ceilings – lay in grid
- Lindner ceilings
- Lindner raised access flooring
- Isoclad/ Securiclad walls and ceilings
- Joinery and doors
- IPS partitions/ cubicles
- Drylining systems
- Fire boarding to beams and columns

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NEXT STEPS



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| WHAT SEDDON PLAN IN NEXT 6 MONTHS

- Enter into ECI contracts with key supply chains to develop programme and budget for the SRP fitout.
- Commence early engagement on the RAP building to develop design, scope and constructability reviews
- Develop SCR with supply chain to meet KPI for 2023/24

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NEXT TIME

- Summary
- Breakout sessions
- Questions?

NEXT TIME...

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NEXT TIME

1. Next steps

2. QC4 focus on KDP2 Steelwork
Update on Matchmaker 2.0 - SME Framework Progress

THANK YOU FOR COMING

