



QUARTERLY CONNECT

NEWSLETTER 3 March 2023

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**You are part of a community
with real opportunities to
secure work not just with
Programme and Project
Partners but beyond.**

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DOMINIC DOIG
MANAGING DIRECTOR
Solomons Europe



QUARTERLY CONNECT 3 OVERVIEW



Swimming
with the big fish
SME MATCHMAKER SERVICE

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



SMEs and microbusinesses have been urged to “exploit and explore” their privileged position in the Swimming with the Big Fish community.

Setting the scene at the Quarterly Connect 3 meeting held on Thursday, March 30, Dominic Doig, Managing Director at Solomons Europe, which is delivering the SWTBF SME Matchmaker Service for PPP, said: “We have 113 profiled SMEs. That’s not a huge number and it presents each and every one of you with a unique opportunity to find work – with PPP, elsewhere at Sellafield and beyond and with each other.

“You are part of a community. Please see yourself as that and play an active part in it. Collectively, we need to ‘exploit and explore’ and use this community as a foundation to strengthen and diversify, into new markets and new regions. So, please continue to work with us. John (Rossiter) started working on PPP back in May 2019 and has done so, day in day out for the last four years. He and the Matchmaker Service, which has now been going for almost two years, have a vast amount of knowledge and experience to impart on everyone in this room and outside.”

A total of 27 SMEs and microbusinesses attended the meeting at Solomons Europe's Papcastle Depot offices to hear updates from the Service and PPP, as well as to meet face-to-face with key decision makers from Sir Robert McAlpine (KDP8 Concrete Structures, Groundworks and Blockwork) and Seddon Construction (KDP9 Building Fit-out). Earlier this year Sir Robert McAlpine became the eighth Key Delivery Partner to be appointed through Programme and Project Partners' (PPP) pioneering Multi Project Procurement commercial model.

Dom stressed the crucial role KDPs will play in bringing about long-lasting social and economic change in the region during challenging times for small businesses. "There's a huge focus on resilience. It appears to be low at the moment – interest rates are going up, energy prices are high, there's a lot of talk about a "lost generation" of skilled and experienced workers over 50 who can't find work but have so much to contribute.

"PPP is trying to build up resilience. It's trying to do something different. It's about getting work delivered on time and on budget, whilst tackling the traditional attitudes and culture that have needed to change for a long time. It's what PPP wants and it's what the KDPs are working to achieve. It's exciting to see but it's going to take time.

"Working together with a positive and common purpose will increase the longevity of the impact this new approach can have. We need to see through the pledges that have been made and make sure the frameworks lock them in as KPIs. However, this all hinges on awarding meaningful and long-term work that gives SMEs the confidence to invest in their workforce, reduce reliance on agency workers and deliver the additional social impact they have pledged. Small pieces of work will only allow SMEs to deliver 'embedded' social value, in essence what they're doing already. SMEs need to be given the chance to meet their pledges.

"The ambition for the next 12 months is to build this enterprise. If we get that right, all of these pledges and promises can be delivered and we'll build a true legacy in this region."

Peter Hogg, Head of Supply Chain Management at PPP, was equally optimistic about the impact of the new way of working designed to significantly enhance project delivery and efficiency.

He said: "There's a lot to be done in how we work with, help and push partners to get framework agreements for SMEs, so you can start to plan properly with confidence to recruit, take on apprentices and do whatever you need to do to ensure you're prepared in the right place in the right way to start work.

"It's about being absolutely collaborative in how we work together. We've seen elsewhere that suppliers are sharing resources, something that didn't happen before. It's this kind of working together that we need to make this new way of working a success.

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**QUARTERLY
CONNECT 3
OVERVIEW**



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“We’ll continue to support discussions between KDPs and SMEs to ensure everything is aligned and PPP’s Critical Success Factors are achieved.”

“I see the shoots growing for a better way of working. We need to see the flowers on the top, and we’ll all have to do our bit to make it happen.”

John Rossiter, Supply Chain Commercial Lead, PPP and Executive Director, Solomons Europe, said efforts to get the first SME frameworks over the line were “ramping up” now there was only one more KDP package to be awarded KDP7 (Access and Scaffold).

He said: “Our aim is to get six to eight SME frameworks in place during the next 12 months. The long-term target is up to 25. Because of the scale of PPP and the £7bn programme, a lot of people thought work would be there immediately. In some cases it is, but in other cases we’re looking at two, three or even four years’ time.

He added: “No-one has done what PPP is doing before and there’s a lot of hard work and learning being done, but it’s

starting to come to life. We’re on a journey, but we will get there.”

Taking on the baton, Ewan Peacock, Contract Executive at Solomons Europe, gave an update on progress with what has become known as the ‘Matchmaker 2.0 phase’ of making things happen.

“Over the last few weeks, we’ve been working with SMEs Delkia, AVR Systems and Cumbria O&M Services (COMS) on framework contract terminology,” he explained.

“It’s really important to have commercial clarity – to know what it all means, so there’s no surprises, and the focus remains on delivering to PPP’s incentivisation model, allowing you to achieve growth and deliver all the great stuff you want to do.”

Ewan also stressed that while not all registered SMEs will secure contracts, there will be other opportunities available.

“Core technical SMEs will be delivering work for the KDPs, through frameworks and PO work. But it’s important we don’t forget about the Professional and Ancillary Services (PAS) SMEs and the support they will bring. We’ll continue to support discussions between KDPs and SMEs to ensure everything is aligned and PPP’s Critical Success Factors are achieved. Communication is key and we need honest feedback to ensure the process works.”

Delegates networked and took part in 1-2-1 sessions with representatives from Sir Robert McAlpine and Seddon after hearing presentations from the two KDPs. Here’s what they had to say...

REACH OUT

If you’re facing technical and commercial issues relating to PPP opportunities, then don’t hesitate to get in touch with John Rossiter at john.rossiter@sl-ppp.co.uk



QUARTERLY CONNECT 3 PERSPECTIVES



SHANE EVITTS
OPERATIONS MANAGER
RC Civils

"This is my first meeting and it's been a good experience. I've got a lot of information from the KDPs and the Matchmaker Service and understood a lot more about it. It's been very useful to be able to sit down and talk to and get to know the KDP partners and also meet other local SMEs. We talked to Seddon about work outside Sellafield, plus I've got cards from a couple of businesses who are going to help us on a project we're currently working on in Barrow."



RACHEL LLOYD-MOSELEY
PROCUREMENT AND SUPPLY CHAIN DEVELOPMENT MANAGER
Sir Robert McAlpine

"It's a fabulous venue and the actual meeting has been brilliant. We've made some really good connections and we've learned a lot of valuable information. I can't wait to start doing the work. It's been great to meet people in person, rather than virtually and to meet contacts I haven't come across before. Today has been absolutely invaluable."



LAURENCE KENDALL
SELLAFIELD BUSINESS LEAD
Seddon

"It's great to get people here with the same ideas all wanting to work collaboratively. It's a good start. At this stage we don't need anyone for a couple of years, but we know we have people to go to and there's been lots of other contacts that have been made from talking to people. We want to set a base up in Cumbria, not just for Sellafield, but the West Cumbria area. We want to get involved with local trade services and colleges, as well as with the local community. We're trying to get small shoots growing now so that in a couple of years we're fully embedded and we all grow together."

“

I've been to all of the Quarterly Connect meetings and they've been really good. We've been chatting to both KDPs here today, so I was especially keen to get in front of the people who will be behind the delivery of the projects. It's huge to have that opportunity. There's nothing like meeting someone face-to-face and getting to know them. This is all purely built on collaboration and communication – if you don't have that then it's going to fall down.

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LAUREN DOUGLAS
BUSINESS DEVELOPMENT MANAGER
Richter



FOCUS ON SIR ROBERT McALPINE AND KDP8



KDP8 Concrete Structures, Groundworks and Blockwork is the biggest package of work from PPP and could be worth £1bn over 17 years. Sir Robert McAlpine (SRM) was announced as the sole KDP in February, pledging to open a regional office, recruit local workers and suppliers, and invest in apprenticeships and training.

Rachel Lloyd-Moseley, Procurement and Supply Chain Development Manager, told Quarterly Connect 3: "Collaboration isn't a nice thing to do, it's an obligation. When it comes to delivering projects, everyone in our supply chain sits around the table. Everyone knows everything. It's how I work and it's how SRM works.

"Future opportunities will become more visible when we get the scope. Once we do, we'll be having Meet The Buyer events, where there's a chance to meet with us, network with others and also learn from the experiences and insights from National Highways and HS2, as we'll be bringing them along too."

So far SRM has partnered with nine companies to support them in delivering KDP8. This includes five Heads of Terms (HoTs) with SMEs.

Geoff Smith, Operations Director – Nuclear, added: "I suspect there will be more work for the supply chain we've already picked. We have an obligation to engage with the companies we've partnered with so far, but that's not to say there's not more work to come from that. Nothing moves quickly in nuclear, so getting you guys engaged and involved early will mean we have all the management plans, documentation and people in place ready for the construction phase."

POSSIBLE SCOPE OF WORK PACKAGES

- Demolition
- Earthworks
- FRC
- Brickwork and blockwork
- Pipework
- Drainage
- Ground investigation
- Steel fixing
- PC works

GET IN TOUCH

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FOCUS ON SEDDON AND KDP9

Seddon will deliver the KDP9 package of work worth around £175 million over the next 17 years. It covers a wide range of general construction activities ranging from internal walls, ceilings, screeding, flooring, painting and joinery across approximately 20 buildings.

Seddon has already been awarded the contract for changes to the SRP building along with a Welfare building, with planned works including the fit out of SRP and RAP.

Laurence Kendall, Sellafield Business Lead said: "We're looking for businesses who can do what our teams at Seddon can't. We want them to join our team and help us fill the gaps. We've got two years to do this, but it's important that we work closely with them from the start as we'll be working together for a long, long time. This is a new way of working, on and off-site. It is all about close co-operation."

Steve McCluskey, Supply Chain Manager, said: "We've not got a fully locked down supply chain in place. We've held two engagement events in the last 12 months and there will be more, looking at PPP and other opportunities outside Sellafield."

He added: "Social impact is really important – to both Sellafield and the Seddon family, who are really keen and passionate about achieving it. Our supply chain will play their part too."

FUTURE SCOPE FOR THE SUPPLY CHAIN

- 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

GET IN TOUCH

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MOVING FORWARD



The format for our Quarterly Connect meetings appears to be a hit – with SMEs, KDPs and PPP.

They are doing exactly what we'd hoped – providing SMEs with an invaluable opportunity to meet and build connections with KDPs, as well as with each other. We're already planning Quarterly Connect 4, which will take place in May/June and focus on the first work packages to be awarded, KDP3 (Heating, Ventilation and Air Conditioning (HVAC)), KDP4 (Electrical and Instrumentation) and KDP5 (Mechanical Pipework).

Before then we hope to be celebrating the first (of many) SME frameworks. For this, and news on Quarterly Connect 4, please watch this space.

KEEP IN TOUCH

Did you attend Quarterly 3 and, if so, do you have any feedback to share?

We want to ensure that you get the most from the time and effort you have invested in going through the Matchmaker process and attending Quarterly Connect meetings.

Please leave your constructive feedback with Hazel Duhy at hazel.duhy@solomonseurope.co.uk or on 016973 44905.



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SME MATCHMAKER SERVICE

Solomons Europe is regularly publishing news and views on the SWTBF SME Matchmaker Service on its website and social media channels.

Visit the website and follow them on the handles below to keep up to date.

Website: www.solomonseurope.co.uk/blog

LinkedIn: [@solomons-europe](https://www.linkedin.com/company/solomons-europe)

Twitter: [@SolomonsEurope](https://twitter.com/SolomonsEurope)

Facebook: facebook.com/solomonseurope



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Jacobs

**MORGAN
SINDALL**
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