

MATCHMAKER

news & views

ISSUE 4 June 2023



Swimming
with the big fish

SME MATCHMAKER SERVICE

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Welcome to the fourth Swimming with the Big Fish SME Matchmaker Service newsletter, delivered by Solomons Europe

MATCHMAKER ENQUIRIES

As a member of the Swimming with the Big Fish family, you are part of a select community of SMEs and microbusinesses. So, we're always on the end of a phone or email if you have any enquiries about PPP packages, want to know who to contact or generally need some help or guidance. Just get in touch with...

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STAY CONNECTED

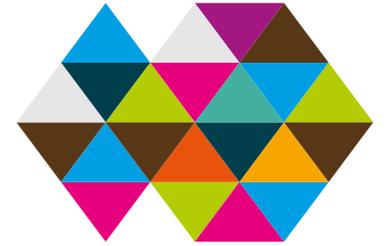
Stay in the loop with the Matchmaker Service and PPP progress through Solomons Europe's website and social media channels.

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Swimming
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SME MATCHMAKER SERVICE

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

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THE PRIVILEGED POSITION YOU ARE IN

I told those gathered at the Quarterly Connect 3 meeting recently that all of the businesses registered with the Matchmaker Service are part of a privileged community.

We have 116 SMEs and microbusinesses that have registered with the Matchmaker Service. That is not a huge number. When we segment these businesses into different disciplines (see page 6) you can clearly see that you are in select company.

This presents each and every one of you with a unique opportunity to secure work through Programme and Project Partners. You are streets ahead of the rest. You clearly stand out from the crowd. I would urge you all to recognise this and not underestimate the powerful position you are in.

Where do you sit in all of this? What work can you realistically expect when the various Key Delivery Partners form their supply chain partnerships? These are the questions we have been getting and they are very valid. We appreciate the time and effort you have invested so far in the Matchmaker process.

So, here is the state of play...

We are currently hard at work developing a programme, alongside PPP and appointed Key Delivery Partners, that aims to secure up to 40 SME frameworks by March 2024.

That is just nine months away. It is a tall order, but one that we are committed to achieving. News of the first agreements will be coming your way soon. That is obviously great news for the SMEs who secure these long-term agreements (and it is more than likely a business will have more than one framework agreement in place). So, I hear you ask, "what's in it for us?"

SME framework holders will no doubt be on the lookout for their own supply chain partners, most likely fellow SMEs, to help them deliver. This has the potential to be long-term work that will help you to achieve your own growth and investment ambitions, and at the same time deliver PPP's project and social impact targets which could change the socioeconomic landscape of West Cumbria and Cumbria for the better.

Of course, there will be more ad hoc work available – not just in support of the SME framework holders, but also other supply chain partners at various tiers within each KDP partnership too.

There really is no reason why some of you cannot be supporting one or more frameworks while delivering this kind of ad hoc work. KDP partnerships will need to work as true partnerships if they are to deliver PPP's Critical Success Factors. As I've said before these are critical and not "nice to do". Achieving these will ensure that everyone within the KDP supply chain is incentivised. This is, after all, a profit for performance model.

That is why I urge you all to keep engaged and keep going – be active members of the Matchmaker family.

With the final KDP package (KDP7 Access, Scaffolding, Insulation and Painting) set to be awarded in the next few weeks, we have stopped undertaking new assessments. SMEs and microbusinesses will still be able to register their

interest, because there could be gaps both now and during the evolution of the frameworks. These registrants are there to fill gaps, not to add competition.

Your investment of time and effort did not stop at completing the Matchmaker questionnaire and receiving a grade and/or profile. That was just the first step. The real work has now started – and it will be tough – but we are there to support you as much as we can on this journey. I am regularly hearing, many of you are supporting and working with each other (more on this in our next newsletter in September). However, like many things in business (and life) you should get back what you put in. As we all know, the long-term nature of the work awarded through PPP could be significant and well worth the commitment.

You remain in pole position. Please do make the most of this.

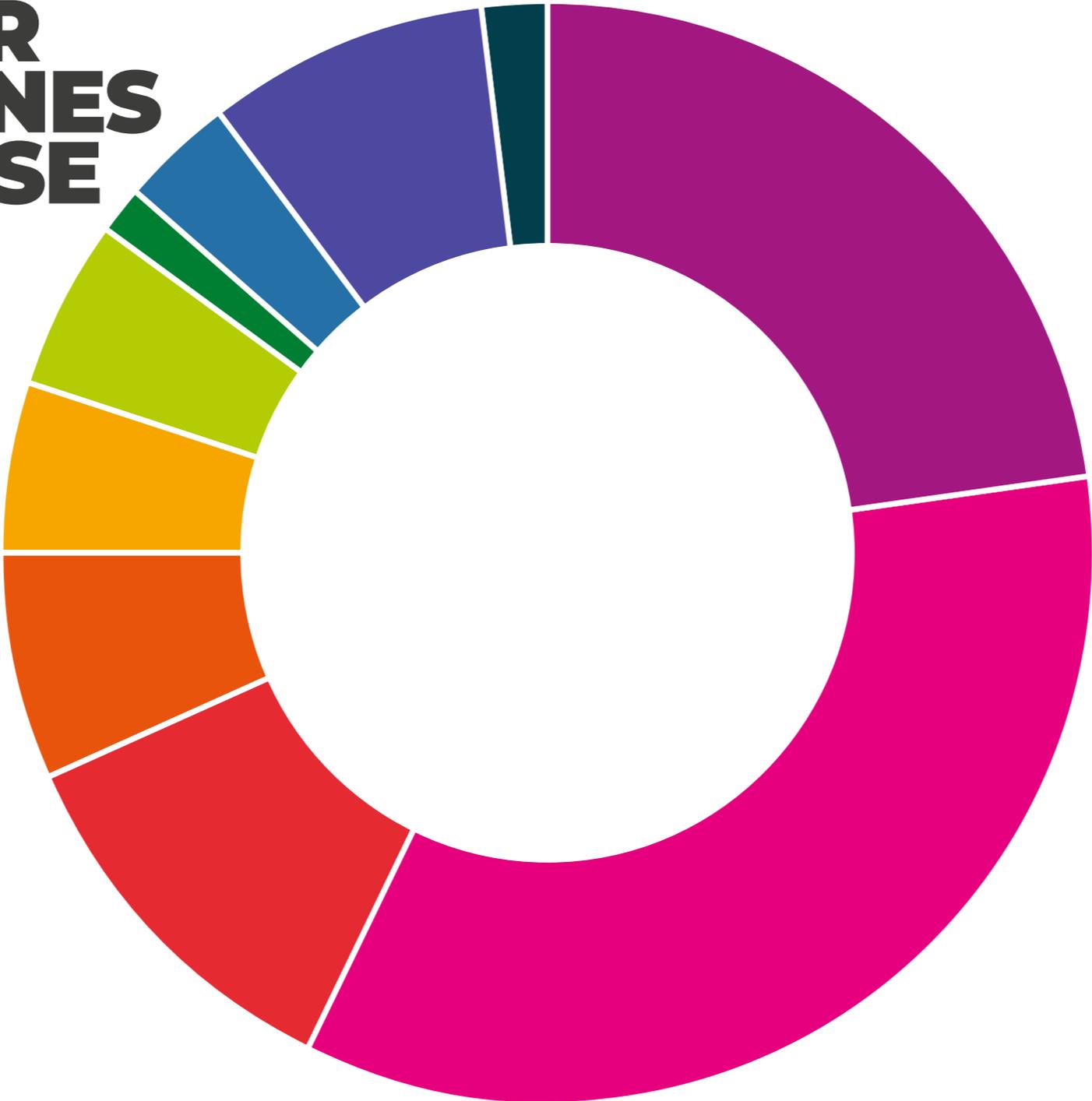
MATCHMAKER SME DISCIPLINES AND EXPERTISE

SME DISCIPLINES

SMEs registered with the Matchmaker Service represent a range of industry disciplines.

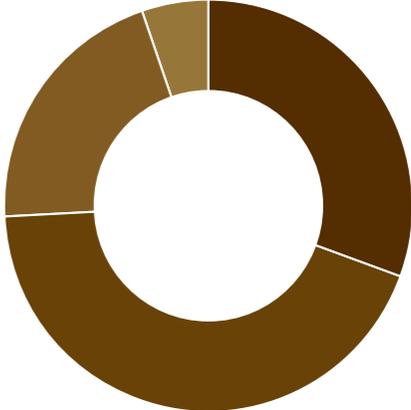
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TOTAL 116



SME EXPERTISE

SMEs registered with the Matchmaker Service undertake the following roles (some SMEs have multiple expertise)



MANUFACTURING & FABRICATION	36
CONTRACTOR	51
CONSULTANT	24
SUPPLIER	6

METAL & STEELWORK

TOTAL 29 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 1 · CONTRACTOR 4
MANUFACTURING & FABRICATION 23 · SUPPLIER 1



AI Engineering	M&F	RTR GmbH & Co. KG	CONSULTANT
AJ Engineering	CONTRACTOR	Sandy Allan (Blacksmiths)	M&F
Border Steelwork Structures (BSS)	CONTRACTOR	Solway Blast Cleaning	M&F
Cairnhill Structures	M&F	Steelway	M&F
Castle Precision Engineering	M&F	TFL Responsive Engineering	M&F
Cottam & Brookes Engineering	M&F	Tweddle Fabrications	M&F
DH Stainless	SUPPLIER	William Oliver & Rodman Russell (WORR)	M&F
DM Engineering	M&F		
ES Steel	CONTRACTOR		
Fox Reinforcement	CONTRACTOR		
Fred Shaw	M&F		
Gow's Lybster	M&F		
Graham Engineering	M&F		
Handmark Engineering	M&F		
Hotchkiss	M&F		
Hutchinson Engineering	M&F		
KRG	M&F		
Malin Newbuild	M&F		
McGrady Engineering	M&F		
North West Energy Coast Alliance	M&F		
Oldham Engineering	M&F		
RAF Engineering	M&F		

MECHANICAL & ELECTRICAL SERVICES

TOTAL 41 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 7 · CONTRACTOR 18
MANUFACTURING & FABRICATION 13 · SUPPLIER 4



Athena	CONSULTANT/ CONTRACTOR	Pinpoint Manufacturing	M&F
AVRS Systems	CONTRACTOR	Process Pipework Services (PPS)	M&F
AZ (Armaturen) Valves	M&F	RB Electrical Services	CONTRACTOR
Delkia	CONTRACTOR	RED Engineering	M&F
FEG Ltd	CONTRACTOR	Rovtech	M&F
Flamgard	M&F	RTE Electrical Engineers	CONTRACTOR
Fluidic	SUPPLIER	RTR GmbH & Co. KG	CONSULTANT
ISEC	M&F	Salko	CONTRACTOR
JGC Engineering & Technical Services	CONTRACTOR	Studley	CONSULTANT
LAH Engineering	M&F	Swagelok Manchester	SUPPLIER
Laker Vent Engineering	CONTRACTOR	Tachart	M&F
LEL Nuclear	CONTRACTOR	Tenet	CONSULTANT
Like Technologies	CONSULTANT	TSP Engineering	CONTRACTOR
Mansfield Pollard	CONTRACTOR	Turnbull & Scott	CONTRACTOR
Meldrum	CONTRACTOR	Van Leeuwen (previously Allied International)	SUPPLIER
Millweld Limited	M&F	Vogal	CONTRACTOR
n-Ergise	CONTRACTOR	Well Services Group	CONSULTANT
Numech	CONTRACTOR	Wozair	M&F
Oakes Power	CONSULTANT	Xwame Group (i4cnc)	M&F
Oldham Engineering	M&F	YPS Valves	SUPPLIER
OLG Engineering	CONSULTANT		
Peter J Douglas Engineering (PJD)	CONTRACTOR		

CIVILS



TOTAL 13 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 1 · CONTRACTOR 11
MANUFACTURING & FABRICATION 1 · SUPPLIER 0

Banagher Precast Concrete	CONTRACTOR
Cidon Construction	CONTRACTOR
Colin Briscoe Construction	CONTRACTOR
O'Connor Fencing	CONTRACTOR
RC Civils	CONTRACTOR
Richter	CONSULTANT
RJT Excavations	CONTRACTOR
Shark Precast	M&F
Stobbarts	CONTRACTOR
West Coast Thermal	CONTRACTOR
Westcott Industrial Services	CONTRACTOR
William King Construction	CONTRACTOR
XYZ Rail	CONTRACTOR

ENABLING WORKS



TOTAL 8 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 0 · CONTRACTOR 8
MANUFACTURING & FABRICATION 0 · SUPPLIER 0

Arborscape	CONTRACTOR
Concept Engineering Consultants	CONTRACTOR
Hampco	CONTRACTOR
Hard Rock Scaffolding	CONTRACTOR
LEL Nuclear	CONTRACTOR
PaR Systems	CONTRACTOR
SCX Special Projects	CONTRACTOR
Vector Rope Access UK	CONTRACTOR

COMMISSIONING & TESTING



TOTAL 6 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 0 · CONTRACTOR 6
MANUFACTURING & FABRICATION 0 · SUPPLIER 0

Cerberus Nuclear Limited	CONTRACTOR
Cumbria O&M Services (COMS)	CONTRACTOR
ICR Integrity	CONTRACTOR
Mission CX	CONTRACTOR
Responsive	CONTRACTOR
Trojan Testing	CONTRACTOR

FIT OUT



TOTAL 6 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 0 · CONTRACTOR 5
MANUFACTURING & FABRICATION 0 · SUPPLIER 1

Bespoke Construction Services	CONTRACTOR
Centric Office Solutions	SUPPLIER
Hankinson	CONTRACTOR
Rotec	CONTRACTOR
Story Decorating Group	CONTRACTOR
Wardle Painters	CONTRACTOR

ENVIRONMENTAL



TOTAL 1 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 1 · CONTRACTOR 0
MANUFACTURING & FABRICATION 0 · SUPPLIER 0

IKM Consulting Ltd	CONSULTANT
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HEALTH & SAFETY



TOTAL 4 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 4 · CONTRACTOR 0
MANUFACTURING & FABRICATION 0 · SUPPLIER 0

Better Bodies UK	CONSULTANT
Inspire Safety (DMA)	CONSULTANT
ITI	CONSULTANT
Woodward Safety Health and Environment	CONSULTANT

BUSINESS SUPPORT



TOTAL 10 (MULTI-DISCIPLINE SMES ARE LISTED TWICE)
CONSULTANT 10 · CONTRACTOR 0
MANUFACTURING & FABRICATION 0 · SUPPLIER 0

Centre for Leadership Performance	CONSULTANT
Cumbria Delivery Services	CONSULTANT
Harrison Network	CONSULTANT
Prima Uno	CONSULTANT
Sustainow Media	CONSULTANT
The ISO Specialists	CONSULTANT
The Shared Value Business	CONSULTANT
V360	CONSULTANT
WJF Technical Support	CONSULTANT
Xacom	CONSULTANT

HEADS OF TERMS

The Matchmaker Service facilitates Heads of Terms between SMEs and KDPs, with the ultimate aim of converting them into frameworks and tangible work. As you can see in the following infographics, a number of SMEs have Heads of Terms (HoTs) in place with more than one KDP. The following information is correct as of June 2023.

HEADS OF TERMS IN PLACE

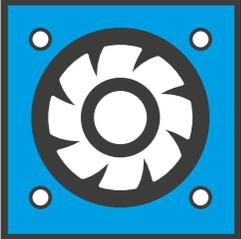
TOTAL	35
MATCHMAKER REGISTERED BUSINESSES WITH HoTs	23



KDP3

HEATING, VENTILATION & AIR CONDITIONING (HVAC)

Total Heads of Terms 4



Balfour Beatty Kilpatrick



EJ Parker Technical Services



Balfour Beatty Kilpatrick

	Framework signed Y/N
AVRS Systems	N
Delkia	N
Flamgard	N
Process Pipework Services (PPS)	Y

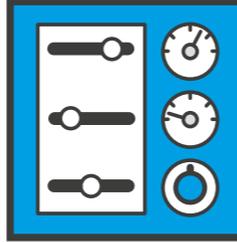
EJ Parker Technical Services

	Framework signed Y/N

KDP4

ELECTRICAL & INSTRUMENTATION

Total Heads of Terms 11



**Balfour
Beatty
Kilpatrick**

5

NG Bailey

6

Balfour Beatty Kilpatrick

	Framework signed Y/N
AVRS Systems	N
Cumbria O&M Services (COMS)	N
Delkia	N
Mission CX	N
Tenet	N

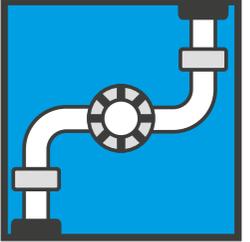
NG Bailey

	Framework signed Y/N
Athena	N
Cumbria O&M Services (COMS)	N
Delkia	N
Mission CX	N
Salko	N
Swagelok Manchester	N

KDP5

MECHANICAL PIPEWORK

Total Heads of Terms 10



**Balfour
Beatty
Kilpatrick**

6

**Altrad
Babcock**

4

Balfour Beatty Kilpatrick

	Framework signed Y/N
AVRS Systems	N
Delkia	N
LEL Nuclear	N
Mission CX	N
North West Energy Coast Alliance	N
West Coast Thermal	N

Altrad Babcock

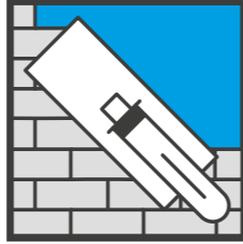
	Framework signed Y/N
AI Engineering	N
McGrady Engineering	N
Numech	N
North West Energy Coast Alliance	N

MULTI-DISCIPLINE

KDP8

CONCRETE STRUCTURES, GROUNDWORK & BLOCKWORK

Total Heads of Terms 5



Sir Robert
McAlpine

5

Sir Robert McAlpine

	Framework signed Y/N
Cidon	N
Fox Reinforcement	N
RC Civils	N
Stobbarts	N
William King Construction	N

KDP9

BUILDING FIT-OUT

Total Heads of Terms 5



Seddon
Construction

5

Seddon Construction

	Framework signed Y/N
Rotec	N
Stobbarts	N
Story Decorating	N
West Coast Thermal	N
William King Construction	N

OTHER PPP KDP AND GSA FRAMEWORKS AND OPPORTUNITIES

KDP2 STEELWORK

Severfield Nuclear & Infrastructure
William Hare

KDP7 ACCESS, SCAFFOLDING, INSULATION AND PAINTING

Framework award expected July 2023

GSA1 FABRICATION AND MANUFACTURING

Ansaldo Nuclear
Carr's Group
Hyde Group
James Fisher Nuclear
NIS Ltd
North West Energy Coast Alliance (McMenon Engineering & TIS Cumbria)
West Cumberland Engineering

There is only one more KDP framework to be awarded (KDP7 Access, Scaffolding, Insulation and Painting).

However, that doesn't mean that the opportunity for SMEs and microbusinesses to secure work on awarded packages has been lost. As KDPs have said all along, their supply chain partners will develop and evolve during these long-term frameworks.

If you're interested in supporting any of the packages listed alongside, then contact Hazel at hazel.duhy@solomonseurope.co.uk and we'll endeavour to make the right connections.



QUARTERLY CONNECT

With all but one KDP package to be awarded, we are taking a slightly different tack with our next Quarterly Connect meeting. We know you're all keen to network with each other. It is fantastic that you want to get to know each other's businesses, explore opportunities, to collaborate and share knowledge.

So, Quarterly Connect 4 will provide you with the platform to do this – and more!

Taking a more relaxed approach, we will open the doors of our Papcastle Depot, Cockermouth, for a whole day so you can pop in and out and stay for as long as you like.

In addition to networking, we will also have Knowledge Share sessions where speakers will cover topics that are important to you, whether that's related to commercial and contractual issues or what you are doing to overcome challenges such as recruitment and apprentices. Keep your eyes peeled over the next few weeks for information on Quarterly Connect 4.

And if there's a burning challenge you would like the meeting to cover get in touch with Luke Diccico at luke.diccico@solomonseurope.co.uk.

We look forward to welcoming you all to Quarterly Connect 4.



£2.6M PPP CONTRACT WIN FOR WILLIAM KING CONSTRUCTION

Ambitious family-run SME William King Construction has scooped a £2.6m contract to deliver masonry and internal fire door fit-out at the SIXEP Continuity Plant project at Sellafield.

Awarded through PPP, it represents a hat trick of major contract wins on the Sellafield site for the Cleator Moor based business. The company – which started off in house building and supporting the building trade – now has its sights set on securing more work through KDP work packages.

“For a local SME like ourselves, it’s a privilege to win work on these important infrastructure projects at Sellafield,” says Founder and Managing Director, Will King.

William King Construction could almost double in size if it secures long-term work with PPP, pledging to ramp up its apprentice recruitment, expand its presence in West Cumbria and target a 100% local supply chain spend. Further pledges include expanding its “Building Future Traders” programme and pursuing long-term plans to develop a community drop-in centre for its hometown, bringing a redundant building to life and securing funding to cover the cost of running and staffing.

 **Find out more about William King Construction**



“With our ever-growing order book, and having secured work for the coming years, we’re able to widen our recruitment to include low academic achievers, providing them with routes into rewarding employment.”



TOP INNOVATION AWARD FOR SCX SPECIAL PROJECTS

SCX Special Projects walked away with the Manufacturing Innovation Award at the Made in Yorkshire Awards for its revolutionary AVA lift. The system is designed for footbridges and overcomes many weaknesses of traditional passenger lifts, while also solving time-consuming installation challenges and making maintenance easier.

The Sheffield-based company designs, builds, commissions and maintains bespoke engineering solutions for complex lifting and moving challenges for structures, materials and people. It has implemented lifting cranes and mechanical handling solutions at most of the UK's nuclear licenced sites, including Sellafield. Other projects involve helping to deliver the retractable football pitch for the Tottenham Hotspur Stadium, a ground-breaking piece of kinetic architecture.

Armed with a PPP contract, SCX Special Projects would look to create an engineering academy in West Cumbria and create a sizeable number of new full time SQEP focused roles in the fabrication, installation, commissioning and servicing of mechanical handling solutions, along with a regular annual intake of apprentices.

 **Discover more about SCX Projects**

ITI GROUP WINS SECOND HINKLEY POINT C CONTRACT

ITI Group will provide a critical monitoring system at Hinkley Point C, currently under construction. It will provide its SCADA system and network engineering works for the Temporary Control Room at the site, which will monitor the internal working environment of the electrical buildings and turbine halls to ensure the safety of personnel working on the new nuclear power station.

The company will offer a turnkey solution, managing design and manufacture to installation and commissioning. This includes responsibility for the cyber security of the Codra Panorama SCADA system, network cabinets and operator workstations within the Temporary Control Room. It is ITI's second project at Hinkley Point C. It has already been engaged to design, build and deliver the safety, control and instrumentation systems for the heating, ventilation, air conditioning (HVAC) systems for the site's electrical buildings, turbine

halls and associated buildings. ITI has been involved in several high-profile projects at the Sellafield site, mostly related to the Pile Fuel Cladding Silo legacy storage building project and aims to bolster its presence and social impact activities in West Cumbria, should it secure work via PPP.

 **Read more about ITI Group**



SWAGELOK TAKES FIRST STEP INTO CUMBRIA

Swagelok Manchester has taken its first step in establishing a presence in Cumbria.

The company has established a new training facility to deliver tube fitting installation courses for clients primarily working at the Sellafield site at The Villas, near Kendal. The location has been chosen as a halfway point between Sellafield and the company's base at Birchwood Park, Warrington, to deliver specialist training that can be challenging to undertake on-site.

Swagelok provides products and services for flow/fluid systems, ranging from mechanical pipework and tubing to mechanical and electrical instrumentation for clients across clean energy sectors. It currently has Heads of Terms in place with both a KDP and a KDP supplier for two PPP work packages.

Stephen Neale, Project Sales Manager Construction and Nuclear, says: "We do a lot of installation training in general, so for the Sellafield site this is an ideal location to reach our clients, although it will serve clients in other sectors too. It is our first venture into Cumbria and a step towards hopefully establishing a permanent base. This wouldn't have happened without the promise of long-term



work via PPP and encouragement from the Swimming with the Big Fish SME Matchmaker Service."

Swagelok has taken on six new recruits and two apprentices over the past few months. It has pledged to create more roles, establish a permanent facility in West Cumbria and extend its current school

engagement and social impact activities into the region, should it secure long-term work through PPP.

Learn more about Swagelok Manchester and what they do



LINC CONTRACT FOR SPECIALIST TRAINING PROVIDER

Specialist health, safety, construction, fire and environmental training and consultancy microbusiness Woodward SHE Ltd has secured a one-year contract to deliver NEBOSH training for Sellafield Ltd. Awarded through Sellafield's dynamic purchasing system, LINC, the contract includes an optional six-month extension.

It is the latest in a long line of contracts Woodward SHE has picked

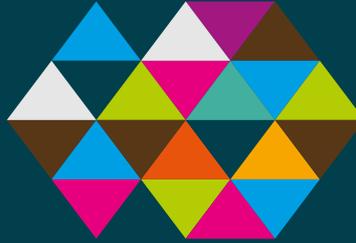
up with Sellafield, with the first training course delivered in 1995 just a few years after the company was founded. The company has offices and a training facility at Energus, Lillyhall, supporting clients from across the region and UK in sectors including nuclear and defence.

- Learn about Woodward SHE Ltd and its work**
- Discover more about LINC with Sellafield Ltd – which encourages SMEs to collaborate and deliver innovative solutions to support the Sellafield clean up mission**



We're eager to share your contract wins, work you're undertaking with fellow Matchmaker companies and examples of your commitment to investing and growing in the Cumbria region.

To share your story in future newsletters, please get in touch with Luke Diccio at luke.diccio@solomoneurope.co.uk



Swimming

with the big fish

SME MATCHMAKER SERVICE

Thank you for your continued
support and positivity



PROGRAMME &
PROJECT PARTNERS



Jacobs

MORGAN
SINDALL
INFRASTRUCTURE



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