



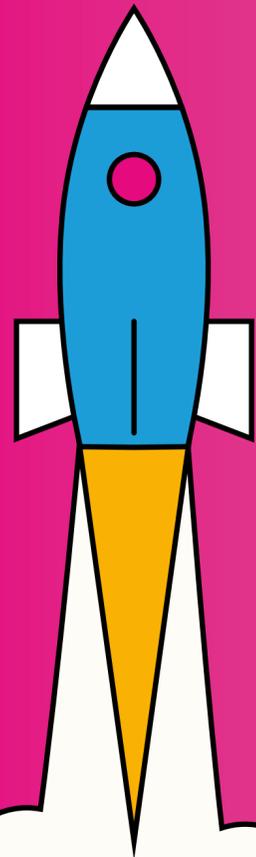
Swimming
with the big fish

SME MATCHMAKER SERVICE

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



QUARTERLY CONNECT



QUARTERLY CONNECT 5

FEBRUARY 29, 2024

AGENDA

PPP UPDATE

BUILDING THE
ENTERPRISE AND
OPPORTUNITY
PIPELINE

10.15am PPP UPDATE
Duncan Elliott, Programme and Project Partners



OUR MATCHMAKER JOURNEY

- WILLIAM KING
CONSTRUCTION
- DELKIA
- LEL NUCLEAR

10.30am BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE
John Rossiter, Programme and Project Partners



MATCHMAKER 3.0 – 2024/25 LOOK AHEAD

GROWING WELL UPDATE

10.45am OUR MATCHMAKER JOURNEY
Shawn Ackerlay, William King Construction
Mark Sisson, Delkia
Nick Robinson, LEL Nuclear



11.00am MATCHMAKER 3.0 – 2024/25 LOOK AHEAD
Dominic Doig, Ewan Peacock and Ben Quitman, Solomons Europe



11.30am GROWING WELL UPDATE
Ben Quitman, Solomons Europe



DUNCAN ELLIOTT, PROGRAMME AND PROJECT PARTNERS

PPP UPDATE

PPP UPDATE

BUILDING THE
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OUR MATCHMAKER JOURNEY

- WILLIAM KING
CONSTRUCTION
- DELKIA
- LEL NUCLEAR

MATCHMAKER 3.0 –
2024/25 LOOK AHEAD

GROWING WELL
UPDATE



PPP UPDATE

**BUILDING THE
ENTERPRISE AND
OPPORTUNITY
PIPELINE**

OUR MATCHMAKER JOURNEY

- **WILLIAM KING
CONSTRUCTION**
- **DELKIA**
- **LEL NUCLEAR**

**MATCHMAKER 3.0 –
2024/25 LOOK AHEAD**

**GROWING WELL
UPDATE**



**PROGRAMME &
PROJECT PARTNERS
AT SELLAFIELD**

SME QUARTERLY MATCHMAKER

29 February 2024

PPP UPDATE

PPP UPDATE

BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

OUR MATCHMAKER JOURNEY

- WILLIAM KING CONSTRUCTION
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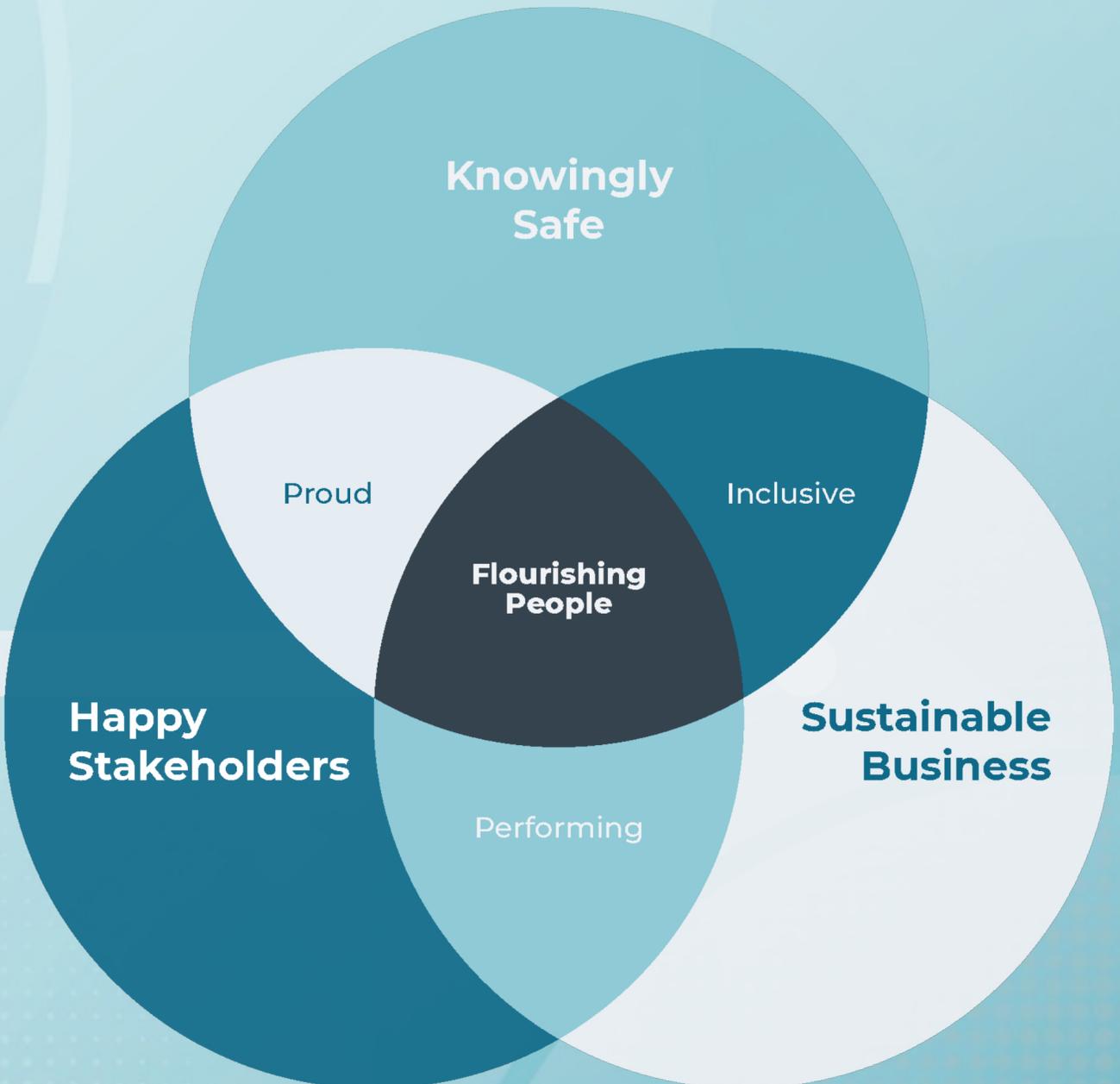
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GROWING WELL UPDATE



PROGRAMME & PROJECT PARTNERS AT SELLAFIELD

PPP DNA



PPP UPDATE

PPP UPDATE

BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

OUR MATCHMAKER JOURNEY

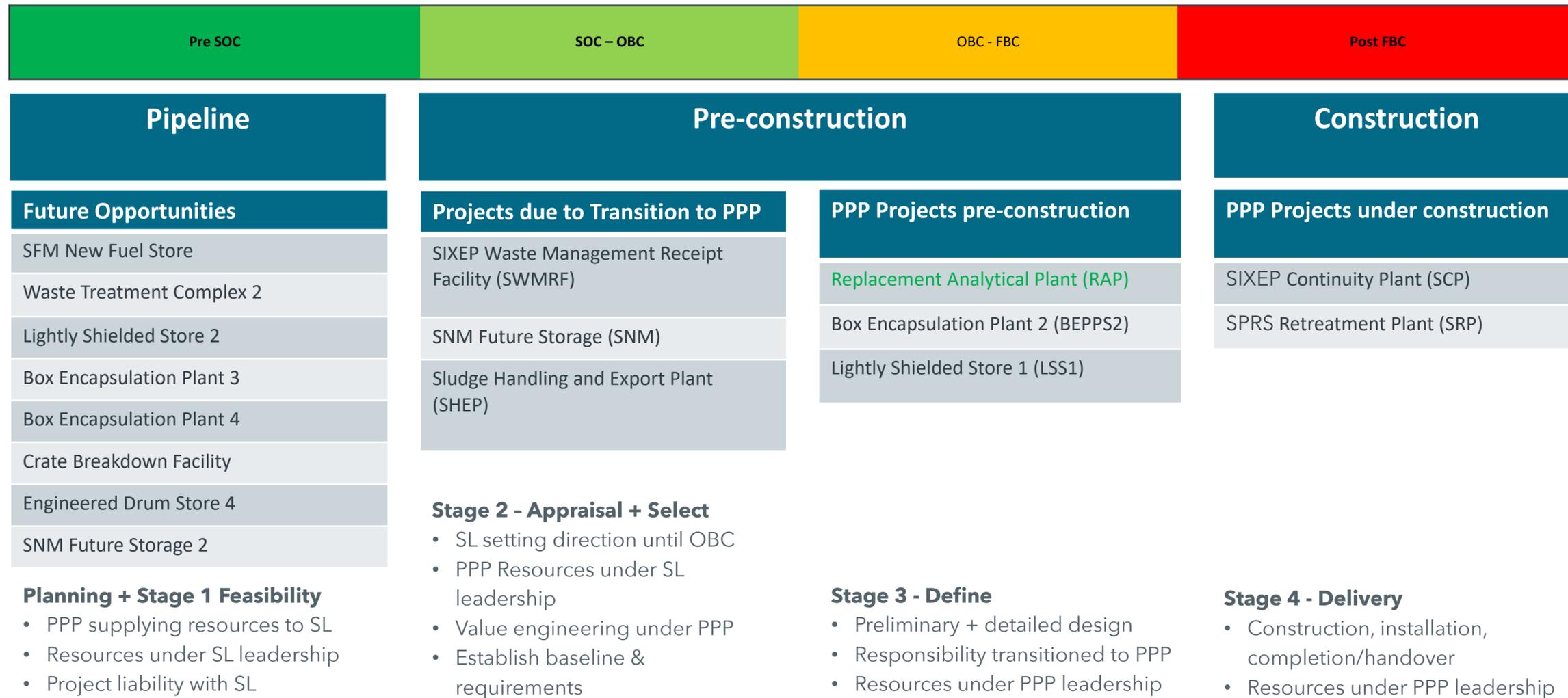
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MATCHMAKER 3.0 – 2024/25 LOOK AHEAD

GROWING WELL UPDATE

OFFICIAL

PPP INFLIGHT AND FUTURE PROJECTS



JOHN ROSSITER, PROGRAMME AND PROJECT PARTNERS

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BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE



BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

PPP UPDATE

BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

OUR MATCHMAKER JOURNEY

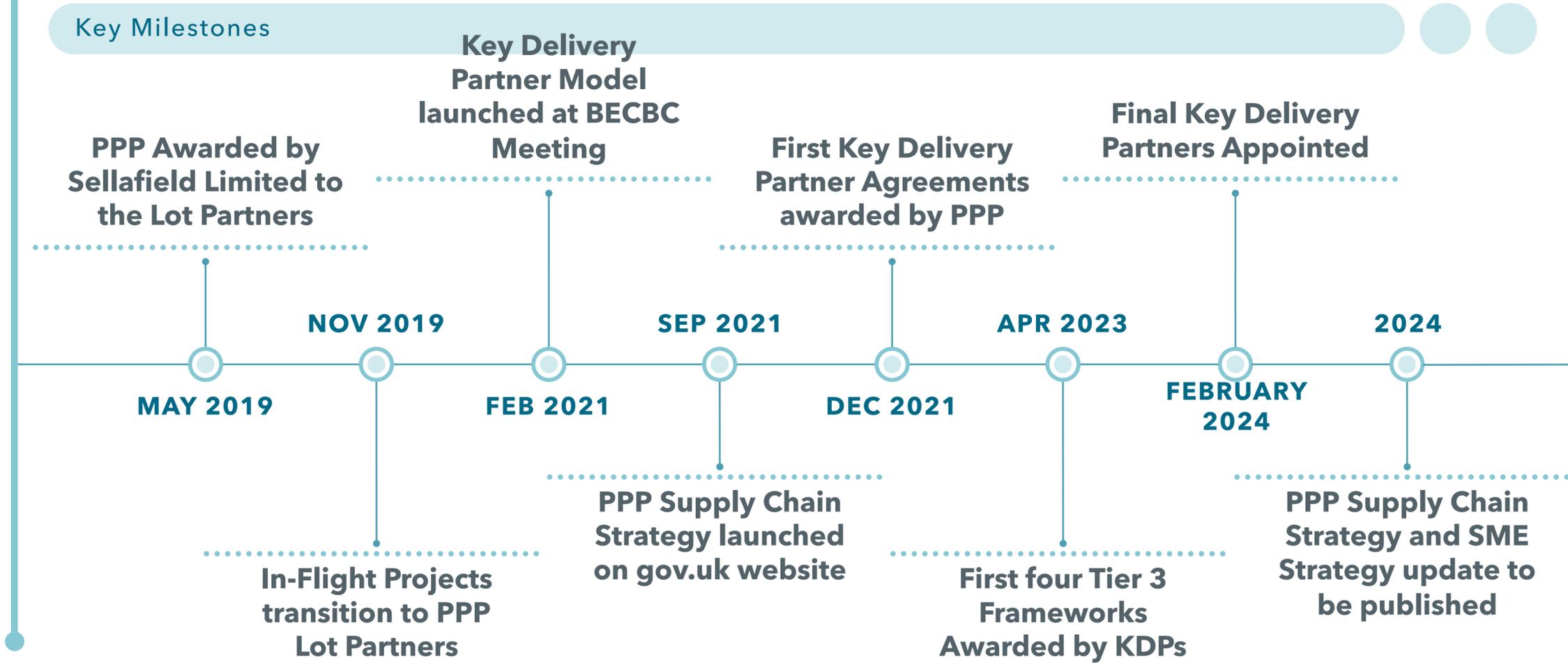
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GROWING WELL UPDATE

SUPPLY CHAIN JOURNEY SO FAR

Key Milestones



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FEBRUARY 2021

Supply Chain Matching Service

- Unique opportunity to create a diverse, robust, resilient supply chain that encompasses long term commitments to local SMEs.
- Scale, size and volume of our packages may be prohibitive for SMEs as a standalone entity.
- Reality of end to end delivery of mega-projects: large organisations likely to act as lead KDPs.
- Clear direction that we expect KDPs to be inclusive of SMEs, with reciprocal long term commitments.
- **Offering a Supply Chain Matching Service for SMEs interested in supporting prospective KDP tenderers as supply chain partners.**
- Register interest for matching service at pppsupply.chain@sellafieldsites.com FAO Dawn Keenan.
- Information will be catalogued, reviewed and shared with companies where there are potential matches or synergies.

Model summary

- KDP will 'deliver' works. Not looking to add layers of management contracting, looking for a strategic vehicle to support projects and CSFs.
- We believe this approach will be game-changing for the local supply chain and SMEs.
- Key point in delivering SL's transformation agenda and social impact in West Cumbria.
- We don't want "here today, gone in 5 years" big contractors. Keen to empower and grow competent Cumbrian supply chain capability for PPP and beyond.
- We don't want bids from large companies that promise to self-deliver and siphon off ad-hoc work to named subcontractors or SMEs.



BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

PPP UPDATE

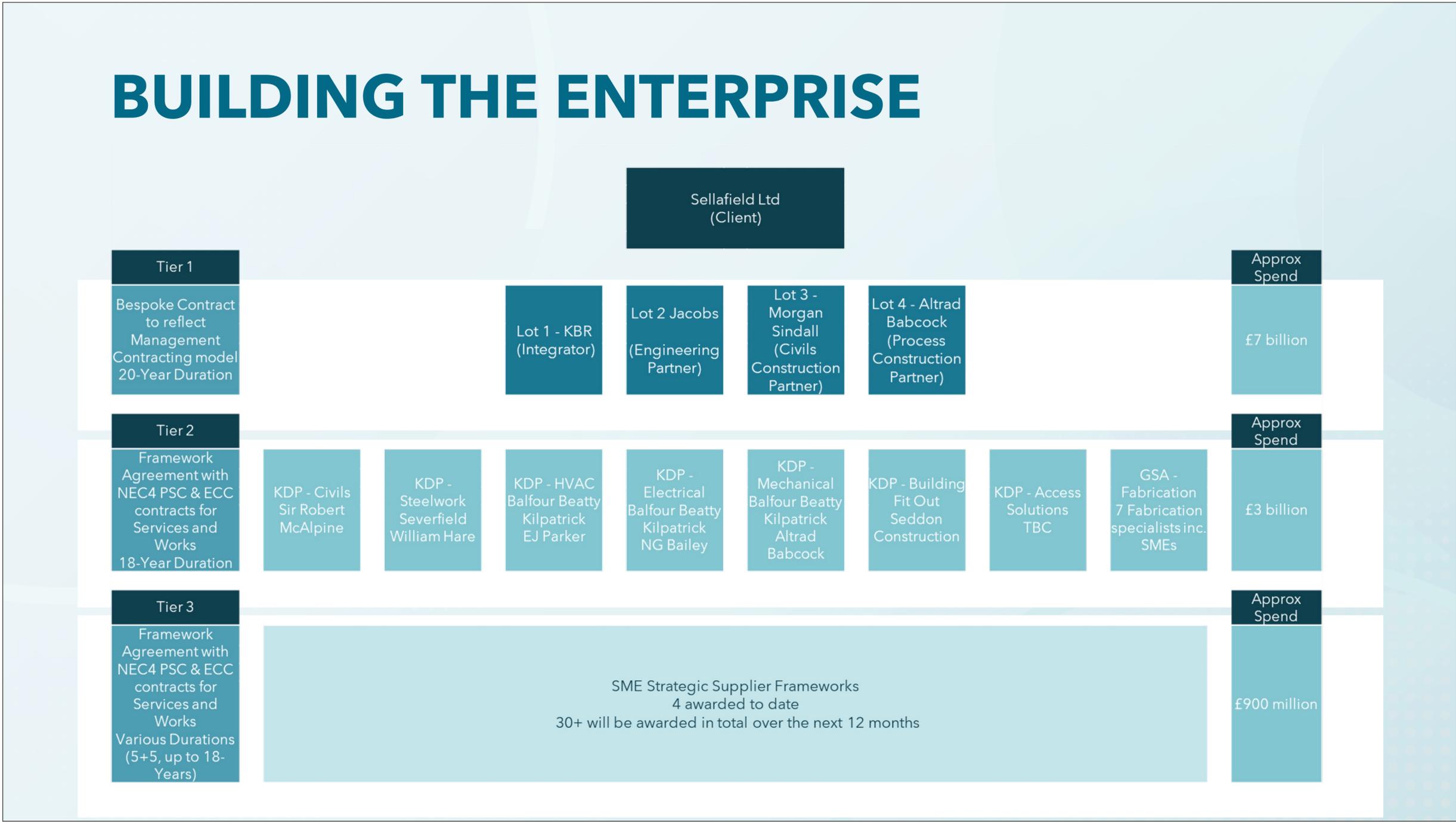
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Giving businesses access to supply chain contract opportunities

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| PROGRAMME & PROJECT PARTNERS



PROGRAMME & PROJECT PARTNERS
AT SELLAFIELD

BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

PPP PROJECT PIPELINE 2024

PPP UPDATE

BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

OUR MATCHMAKER JOURNEY

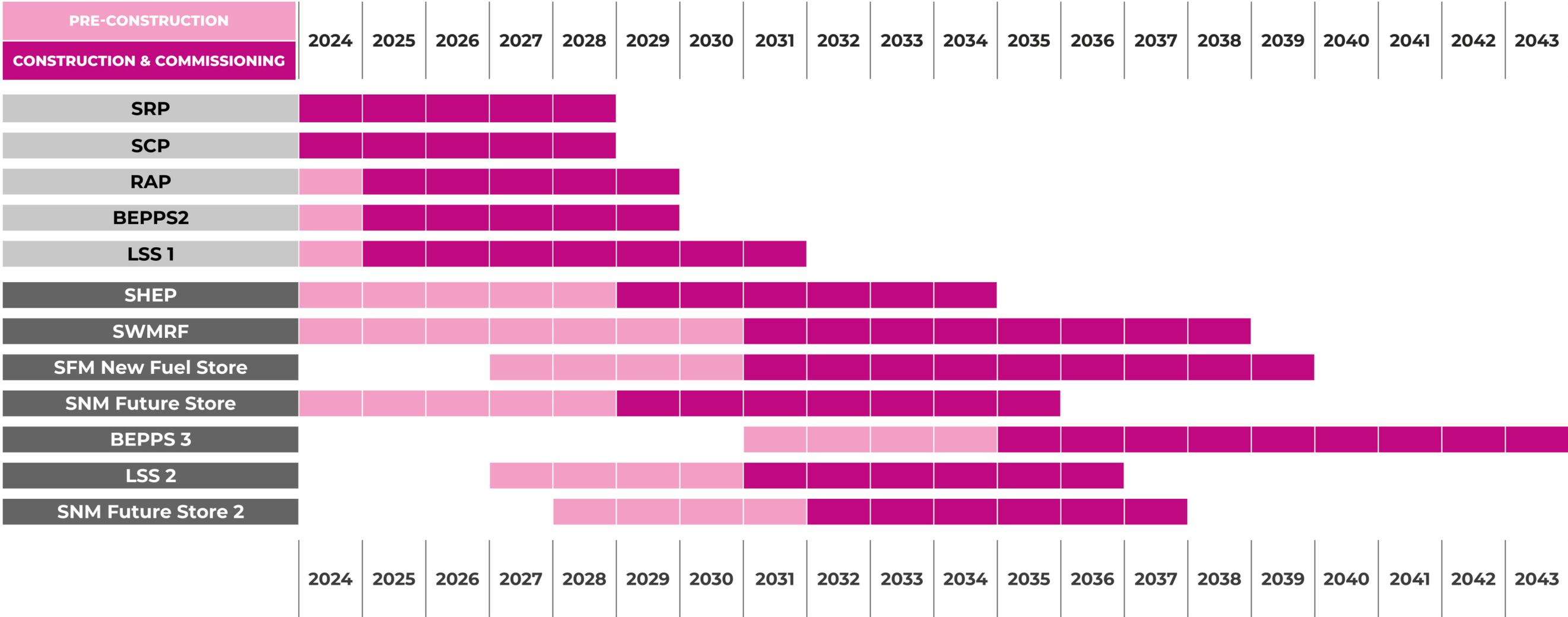
▣ WILLIAM KING CONSTRUCTION

▣ DELKIA

▣ LEL NUCLEAR

MATCHMAKER 3.0 – 2024/25 LOOK AHEAD

GROWING WELL UPDATE



WTC 2 Decision TBD

BEPPS 4 Decision TBD

CBF Decision TBD



SHAWN ACKERLAY, WILLIAM KING CONSTRUCTION

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OUR MATCHMAKER JOURNEY



WILLIAM KING CONSTRUCTION

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OUR MATCHMAKER JOURNEY

- Matchmaker overview – our experience
- Matchmaker profile – starting point



COMPANY PROFILE

GOLD

WILLIAM KING CONSTRUCTION



KEY FACTS

74%

PANEL SCORE

CORE CAPABILITY

William King Construction provides, brickwork, blockwork, masonry work, joinery, commercial floor laying, plastering and self-supported material logistics. Its multi skilled civils team work alongside major contractors delivering projects at the Sellafield site. Its work also spans commercial and residential developments, along with heritage restoration.

ANNUAL TURNOVER

£1.7m – average for last 3 years

LOCATED

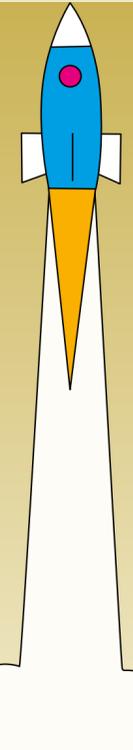
Cleator Moor (offices, storage space)
Seascale (offices, storage space)

SIZE

PAYE permanent employees - 38 (+2 part time)
Agency workers - 0
Apprentices - 6



HIGHLIGHTS



Around half of William King Construction's turnover derives from work delivered at the Sellafield site, with the company playing a key role in supporting high profile projects. It delivered specialist masonry, flooring, plumbing and sanitary waves packages of work for the Box Encapsulation Plant Direct Import Facility (BEPPS-DIF) for clients Kier. Over the 3-year contract period, the company not only delivered work on time and on budget but introduced new methods to Sellafield Ltd, such as dry silo bagged mortar, which have been written into the specification for all new masonry packages delivered on site. William King Construction were also brought in to take over the delivery of a masonry work package for the Box Encapsulation Plant (BEP) project, working for clients Balfour Beatty and Sellafield Ltd. Bringing with it robust systems developed for the BEPPS DIFF project, the company delivered masonry right first time working in close collaboration with other contractors, many SMEs. Other nuclear-related clients include Wood, Mitie, Morgan Sindall and Altad.

William King Construction is growing and recently recruited 3 new employees from the local area. Committed to continually training and developing its team, it also supported and coached 2 young men on the Government's Kickstart programme. While 1 has been employed as a full-time general labourer, the other has joined as an

apprentice. The majority of its apprentices are bricklayers. The company also offers paid and unpaid employment opportunities through a variety of social enterprise schemes including the Time to Change (West Cumbria) Project CIC, which aims to help tackle homelessness in West Cumbria.

The company's school engagement and social impact work regularly overlaps. It recently launched the pilot "Building Future Traders" programme working in partnership with West Cumbria Learning Centre (WCLC), which supports pupils across Key Stages 2, 3 and 4, with social, emotional, and mental health needs, at risk of permanent exclusion and those unable to attend mainstream. It also supported the Centre for Leadership and Performance's Bright Stars campaign, which encourages entrepreneurship in young people. Working with pupils at Montreal School, Cleator Moor, it supported pupils in starting up small enterprises in a competition to find the most profitable.

Other social impact activities include supporting the charities Women out West (for vulnerable women in West Cumbria) and Calderwood House (for homeless people), where specifically, it provided both coaching and work experience. It is currently collaborating with fellow SMEs on new plans to support Calderwood House.



WEST CUMBRIA PLEDGES



William King Construction has confirmed that subject to an 18-year contract worth £4m-£6m per annum, it would:

-  Create at least 20 new FTE jobs in an initial 3-year period
-  Recruit a minimum of 3 apprentices per annum
-  Look to expand its existing offices and facilities in West Cumbria if required
-  Achieve a 100% local supply chain spend
-  Deliver and further develop its "Building Future Traders" programme and develop its "Blue Collar Bus" programme which will tour around primary schools in the region to promote careers in traditional trades
-  Pursue long-term plans to develop a community drop-in centre in Cleator Moor, involving the acquisition and renovation of an existing redundant building, securing funding to help cover the cost of the project and staffing



SME MATCHMAKER SERVICE VIEWPOINT



Employment Practices

76%



Project Delivery Innovation

57%



Socio-economic Impact West Cumbria

78%



Environment and Sustainability

83%

“ William King Construction has already built a strong reputation on site with an impressive roster of well-known and established clients. Feedback from clients highlights the positive impact the company has played on effective and efficient project delivery, and the adoption of new methods it has introduced on site is worthy of note.

Clearly committed to growing and investing in West Cumbria, it has ambitious plans to almost double the size of its workforce in the next few years, comprising full-time roles and apprenticeships. Its social impact activities are impressive and are in sync with Sellafield Ltd's objectives in this key area of consideration for KDP bidders.

”

To find out more about the Swimming with the Big Fish SME Matchmaker Service contact **Hazel Duhy** on **016973 44905** or email **hazel.duhy@solomonseurope.co.uk**

05/05/2022

PPP UPDATE

BUILDING THE
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OUR MATCHMAKER JOURNEY

- WILLIAM KING
CONSTRUCTION
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MATCHMAKER 3.0 –
2024/25 LOOK AHEAD

GROWING WELL
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OUR MATCHMAKER JOURNEY

- KDP engagement and Framework opportunity
- Framework facilitation / Matchmaker support
- Forecast scope of work from Sir Robert McAlpine and PPP
- Call-off notices / contracts to date

OUR MATCHMAKER JOURNEY

- Our current position – what has changed since our original MM Profile ‘starting point’

	ORIGINAL MM PROFILE	CURRENT	THE FUTURE (2025)
COMPANY HEADLINES			
Turnover	£1.7m	£2.9m (1st October 2022 – 30th September 2023)	£4.8m (projected FY 23/24 – Q1 was £1.3m)
PAYE permanent employees	38	46	60
Contract staff	0	3	4
Apprentices / Trainees	6	8	8
MATCHMAKER SOCIO-ECONOMIC PLEDGES			
Office expansion	Pledge	Yes – Phoenix House £10k	Yes – Westlakes £75k
100% supply chain spend	Pledge	Yes	Yes
Develop and expand – ‘Building Future Traders’ and ‘Blue Collar Bus’ initiatives	Pledge	Yes, but the initiatives have changed slightly (Brick-trainer, etc)	Yes, we aspire to complete in 2024
Long term plan – Community Drop In Centre in Cleator Moor	Pledge	No	Yes, with support from KDP’s

PPP UPDATE

BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

OUR MATCHMAKER JOURNEY

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GROWING WELL UPDATE



MARK SISSON, DELKIA

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KDP3 - HVAC



COMPANY OVERVIEW
DELKIA

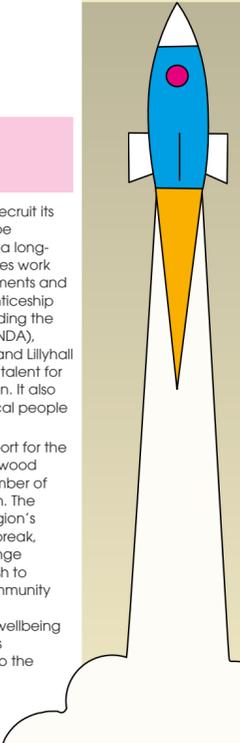

KEY FACTS

CORE CAPABILITY
Delkia specialises in the integration of safety-related and mission-critical systems. In addition to systems integration, they provide technical consultancy and product and technology development, which includes Build-to-Print.

ANNUAL TURNOVER
£900,000 – average for last 3 years

LOCATED
Egremont (office and workshops)

SIZE
PAYE permanent employees - 13
Agency workers - 13
Apprentices - 0

73%
PANEL SCORE


HIGHLIGHTS

Delkia has delivered scores of projects for the Sellafield site over the past three years with clients including Sellafield Ltd, Morgan Sindall, Jacobs, Bendalls Engineering and Axiom. Contracts range between one to 41 months in duration with a value of between £7,000 and £738,000. These include providing design SQEP support for the Replacement Analytical Project (RAP), one of PPP's three in-flight flagship projects.

The company has a robust supply chain management and fair treatment policy in place, which includes regular grading monthly reviews. It is both an active partner of and contributor to the Power 8 cohort in Cumbria. This group of SMEs representing a wide range of disciplines works together to actively target opportunities in the nuclear, and other sectors, both inside and outside the county.

Delkia is fully committed to supporting West Cumbria both economic and socially. It recently expanded its footprint with five new workshops and has further growth plans in place. It is currently in the process of converting agency and freelance workers into PAYE employees, with a clear plan to recruit directly and locally going forward.

The company also has plans to recruit its own apprentices, which would be accelerated with the security of a long-term contract. It currently provides work experience/secondment placements and other forms of support to apprenticeship programmes for institutions including the Nuclear Skills Academy, NCAP (NDA), GEN2, Energus (Cyber Security) and Lillyhall UTC to help deliver a pipeline of talent for the nuclear sector and the region. It also provides work experience for local people who are unemployed.

Its charitable work includes support for the IET Benevolent Fund and Calderwood House, and it is a corporate member of Cumbria Community Foundation. The company also supported the region's response to the coronavirus outbreak, supporting the Ventilator Challenge programme via BEIS and the push to supply PPE to Cockerthorpe Community Hospital. It also has a steadfast commitment to the health and wellbeing of its employees and to taking its experience and activities out into the wider community.


WEST CUMBRIA PLEDGES


Delkia has confirmed that subject to a long-term 5-year contract worth £1.5 million per annum, it would:

 Create up to 20 local jobs and increase the ratio of its employees focused on nuclear decommissioning projects either living in or close to Cumbria to 70%

 Recruit one, potentially two, new apprentices a year for three years

 Provide new training courses for those looking to diversify their careers into control systems development

 Develop a STEM facility in Egremont to promote the understanding of advanced control system technology including cyber technology and machine learning advances

 At least double its design footprint in West Cumbria by expanding its office

 Buy local and track what it spends to monitor both distribution and impact


SME MATCHMAKER SERVICE VIEWPOINT



Employment Practices
64%



Project Delivery Innovation
67%



Socio-economic Impact West Cumbria
81%



Environment and Sustainability
65%

“ Delkia is without question a gold standard SME. It has clearly become a key component in delivering projects for nuclear and its other key sector defence, providing mission critical systems and support services to the highest possible industry standards.

Collaboration is part of its DNA. So, to is its commitment to West Cumbria. The security of a long-term contract supporting PPP packages would enable it to deliver apprenticeships direct, create a significant number of jobs for a company of its size and leave a lasting legacy with its proposed STEM facility. We believe this SME would be an asset in terms of both project delivery and social impact to any package it is given the opportunity to support.

”

To find out more about the Swimming with the Big Fish SME Matchmaker Service contact **Hazel Duhy** on **016973 44905** or email **hazel.duhy@solomonseurope.co.uk**

PPP UPDATE

BUILDING THE ENTERPRISE AND OPPORTUNITY PIPELINE

OUR MATCHMAKER JOURNEY

- WILLIAM KING CONSTRUCTION
- DELKIA
- LEL NUCLEAR

MATCHMAKER 3.0 – 2024/25 LOOK AHEAD

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OUR MATCHMAKER JOURNEY

- KDP engagement and Framework opportunity
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MATCHMAKER 3.0 – 2024/25 LOOK AHEAD

GROWING WELL UPDATE

OUR MATCHMAKER JOURNEY

- Our current position – what has changed since our original MM Profile ‘starting point’

	ORIGINAL MM PROFILE	CURRENT	THE FUTURE (2025)
COMPANY HEADLINES			
Turnover	£0.9m	£7.25m	£15m
PAYE permanent employees	13	56	100
Contract staff	13	37	50
Apprentices / Trainees	0	6	15
MATCHMAKER SOCIO-ECONOMIC PLEDGES			
Provide new training opportunities into controls systems	Pledge	Yes	Yes
Develop a STEM facility in Egremont	Pledge	No – planned	No – planned
Double design footprint in West Cumbria – office expansion	Pledge	Yes - Westlakes Science Park £0.25m	No – planned £2.0m
Focus on local supply chain spend	Pledge	Yes	No – planned

NICK ROBINSON, LEL NUCLEAR

PPP UPDATE

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COMPANY PROFILE

GOLD

LEL NUCLEAR



KEY FACTS

73%

CORE CAPABILITY

LEL Nuclear provide a wide range of mechanical, industrial installation and engineering services. These include shield doors (including all ancillary and recovery equipment), installation of manipulators, platforms/walkways and overhead cranes (including maintenance and upgrades), pipework pressure testing, lifting/rigging operators and commissioning support.

ANNUAL TURNOVER

£867,400 – average for last 3 years

LOCATED

Lillyhall, Workington (office and workshops)

SIZE

PAYE permanent employees - 17
Agency workers - 0
Apprentices - 3



HIGHLIGHTS

The vast majority of LEL Nuclear's work derives from Sellafield. Most recently, it supported the BEPPS-DIF Shield Door Refurbishment project with platform lifting beam and park stand installation, crane maintenance and grapple modifications. It continues to provide commissioning support.

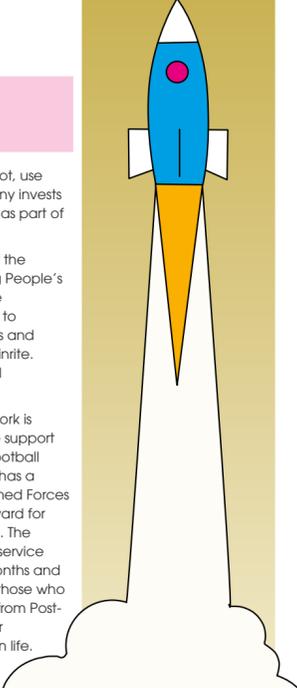
Collaboration with local West Cumbrian SMEs is key to LEL Nuclear's work ethos. Maryport-based DM Engineering undertake all machining and profile work for the company and it turns to McGrady Engineering in Whitehaven for its manufacturing work. It buys all materials and equipment from two local SMEs Thomas Graham, Egremont and Yarl, Workington.

The company's commitment to a healthy and vibrant local supply chain is reflected in its policies and culture. All payments are strictly paid on time, and it has adopted a "no poaching" policy to recruitment to ensure fellow local supply chain SMEs avoid the threat of failing to deliver their contracts due to the loss of employees. As members of the Engineering Construction Industry

Association is does not, and will not, use agency workers. And the company invests heavily in upskilling its employees as part of its growth and retention strategy.

Apprentices are a cornerstone of the business, which has its own Young People's Strategy. It offers work experience placements and apprenticeships to young people from local colleges and providers including Gen2 and Trainrite. It is also involved in Gen2's school engagement activities.

While much of its social impact work is community focused (for example support for Whitehaven Rugby League Football Club and Calderwood House), it has a steadfast commitment to the Armed Forces Covenant and holds a Bronze Award for its Employer Recognition Scheme. The company has recruited three ex-service personnel over the last twelve months and offers comprehensive support to those who have displayed signs of suffering from Post-Traumatic Stress Disorder (PTSD) or struggling with adapting to civilian life.





WEST CUMBRIA PLEDGES



LEL Nuclear has confirmed that subject to a long-term 3-year contract worth \$500,000 per annum, it would:

-  Create up to 9 local jobs, representing a 53% increase in its workforce
-  Increase its already high levels of local supply chain spend
-  Recruit 4 apprentices, significantly increasing its current intake
-  Continue to recruit ex-armed forces personnel
-  Significantly upgrade its current facility in West Cumbria



SME MATCHMAKER SERVICE VIEWPOINT



Employment Practices

86%



Project Delivery Innovation

57%



Socio-economic Impact West Cumbria

77%



Environment and Sustainability

60%

“ LEL Nuclear has become a key part of a thriving West Cumbria supply chain of SMEs. Its collaborative approach with local businesses means the impact of winning a long-term framework with PPP will have a deep rippling affect in the local economy, in terms of jobs and wealth creation.

It also cares deeply about the health and wellbeing of fellow local SMEs, in the same way it does with its employees, with its refreshing approach to payments and recruitment. Its commitment to recruiting, and then supporting, ex-service personnel is commendable and demonstrates its passion for meaningful social impact.

”

To find out more about the Swimming with the Big Fish SME Matchmaker Service contact **Hazel Duhy** on **016973 44905** or email hazel.duhy@solomonseurope.co.uk

20/02/2024

PPP UPDATE

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OUR MATCHMAKER JOURNEY

- Our current position – what has changed since our original MM Profile ‘starting point’

	ORIGINAL MM PROFILE	CURRENT	THE FUTURE (2025)
COMPANY HEADLINES			
Turnover	£0.9m	£1.5m	£4.5m
PAYE permanent employees	17	21	40
Contract staff	0	0	0
Apprentices / Trainees	3	3	9
MATCHMAKER SOCIO-ECONOMIC PLEDGES			
Continue to recruit ex-armed forces personnel	Pledge	Yes – 6 people	Yes
Significantly upgrade its current facility in West Cumbria	Pledge	Yes – extended facilities £70k to date	Yes – further expansion Another £200k planned
Increase its already high levels of local supply chain spend	Pledge	Yes	Yes
Recruit more apprentices	Pledge	Yes	Yes

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MATCHMAKER 3.0

2024/25 LOOKING AHEAD

**DOMINIC DOIG,
EWAN PEACOCK
AND
BEN QUITMAN**



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BUILDING THE
ENTERPRISE AND
OPPORTUNITY
PIPELINE

OUR MATCHMAKER
JOURNEY

- WILLIAM KING
CONSTRUCTION
- DELKIA
- LEL NUCLEAR

MATCHMAKER 3.0 –
2024/25 LOOK AHEAD

GROWING WELL
UPDATE

MATCHMAKER 3.0 LOOKING AHEAD

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MAKING THE DREAM A REALITY

PPP Matchmaker v the Industry Norm – the Gold Standard

- In this room we have 11 SMEs who have or are about to be awarded long-term 5 year + frameworks (17 separate Frameworks)
- Those SMEs are likely to get £95.0m revenue over that period
- Between this group of SMEs alone they are committed to creating 175 local jobs, 75 apprentices, and invest upwards of £3.5m in local facilities
- In addition, a further 22 SMEs will get frameworks, resulting in an estimated further 350 jobs, 150 apprentices, and £6.0m of investment

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COMPLETE PPP ENTERPRISE MODEL

MM SME FRAMEWORK STATUS

IN PLACE	2024/25
2023/24	N/A

CLIENT	Sellafield								SME Totals	
	KBR		Jacobs		Morgan Sindall		Altrad			
	BBK	EJ Parkers	NG Bailey	Altrad	Sir Robert McAlpine	Severfield	William Hare	Access Solutions (TBC)		
KDP	Matchmaker SMEs									
AI Engineering									1	
Athena									1	
AVRS									2	
Cidon									1	
COMS									2	
Delkia									3	
ES Steel									1	
Flamguard									2	
Fluidic									2	
Fox Reinforcement									1	
Fred Shaw									1	
Hard Rock Scaffolding									1	
ITI									1	
JGC									1	
LEL Nuclear									2	
McGrady Engineering									1	
McMennon									1	
Meldrum									2	
Misson CX									2	
Numech									1	
Oldham Engineering									1	
PPS Ulverston									3	
RAF Engineering									1	
RC Civils									1	
Responsive									2	
Swagelok									1	
Stobbarts									1	
Tenet									2	
TSP									1	
Turnbull and Scott									1	
West Coast Thermal									2	
William King									1	
Wozair									2	
	33	13	10	9	9	5	2	0	TBC	48

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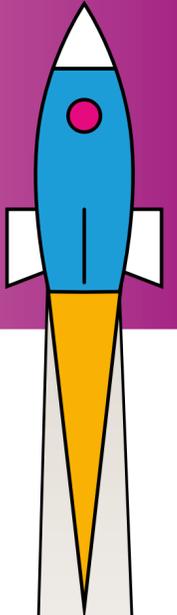
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MATCHMAKER SME CERTIFICATES

MATCHMAKER SME FRAMEWORK CERTIFICATE



This certificate confirms that

William King Construction

are a member of the Sellafield PPP Enterprise

We are committed to help deliver PPP's Critical Success Factors and socio-economic drivers in the local community

Signed

Dated



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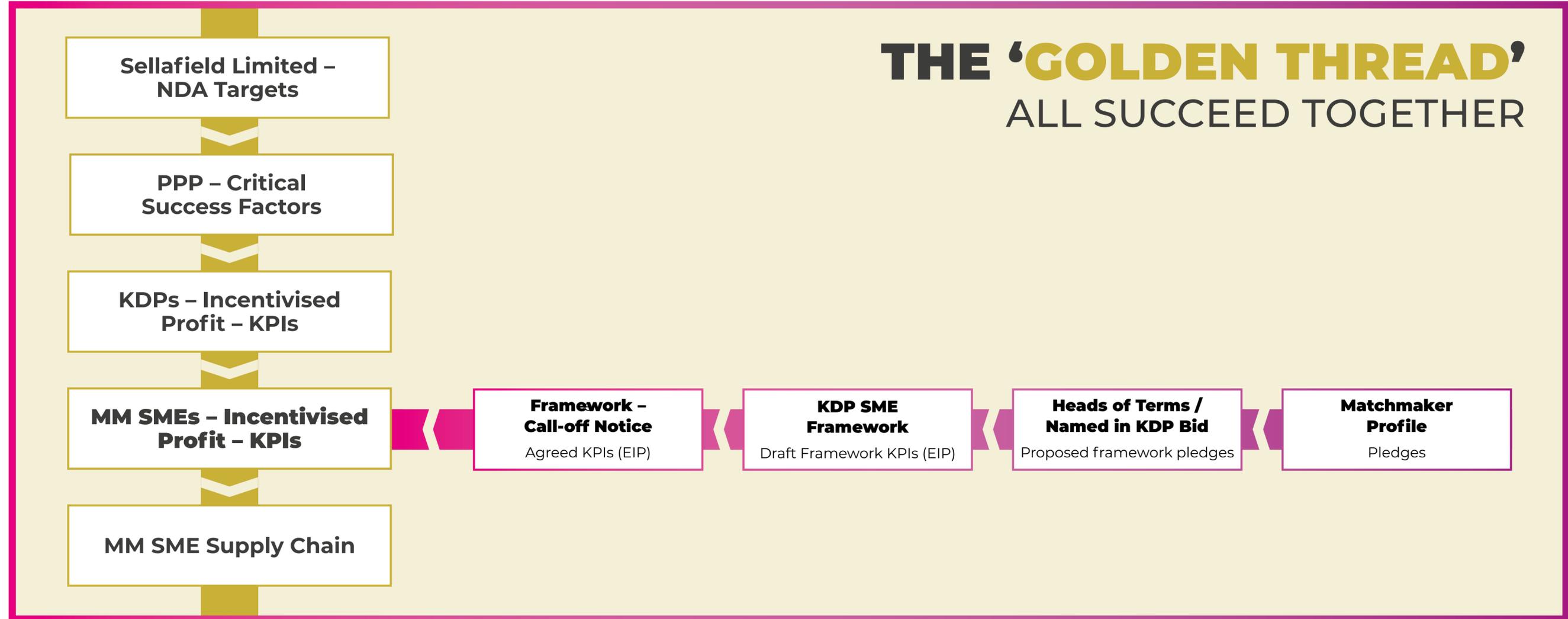
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MATCHMAKER SCOPE

- KDP Enterprise KPI agreement – Socio-economic benefits
- KDP Supply Chain / Procurement Plans
- Assessment of KDP spend profile
- Future KDP scope requirements
- KDP and SME relationship management
- MM Dashboard Reports
- Key output – SME success stories

MATCHMAKER 3.0 LOOKING AHEAD

ENTERPRISE INCENTIVISATION KDPs AND MATCHMAKER SMEs



■ PPP Critical Success Factors

■ KDP Enterprise KPIs – MM Input



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ENTERPRISE INCENTIVISATION KDPs AND MATCHMAKER SMEs

- KDP Enterprise KPIs – derived from KDP Supply Chain / Procurement Plans
- SME Enterprise KPIs
- MM to help ensure that Enterprise KPIs in Call-Off Notices are appropriate
- Monitor KDP and SME KPI performance

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ENTERPRISE INCENTIVISATION KDPs AND MATCHMAKER SMEs

- Example KDP Incentivised Profit 2024/25

	KDPs							TOTALS
	BBK	EJ Parkers	NG Bailey	Altrad	Sir Robert McAlpine	Severfield	William Hare	
Total Forecast PPP Revenue	£25,000,000	£10,000,000	£20,000,000	£30,000,000	£6,500,000	£500,000	£500,000	£92,500,000
Incentivised Profit – Project	£926,000	£370,000	£741,000	£981,000	£241,000	£19,000	£19,000	£3,297,000
Incentivised Profit – Partnering Trades	£463,000	£185,000	£370,000	£491,000	£120,000	£9,000	£9,000	£1,647,000
Incentivised Profit – Enterprise	£463,000	£185,000	£370,000	£491,000	£120,000	£9,000	£9,000	£1,647,000
Incentivised Profit Total	£1,852,000	£740,000	£1,481,000	£1,963,000	£481,000	£37,000	£37,000	£6,591,000

*These are forecast figures for financial year 2024/25 and are used for illustrative purposes only.

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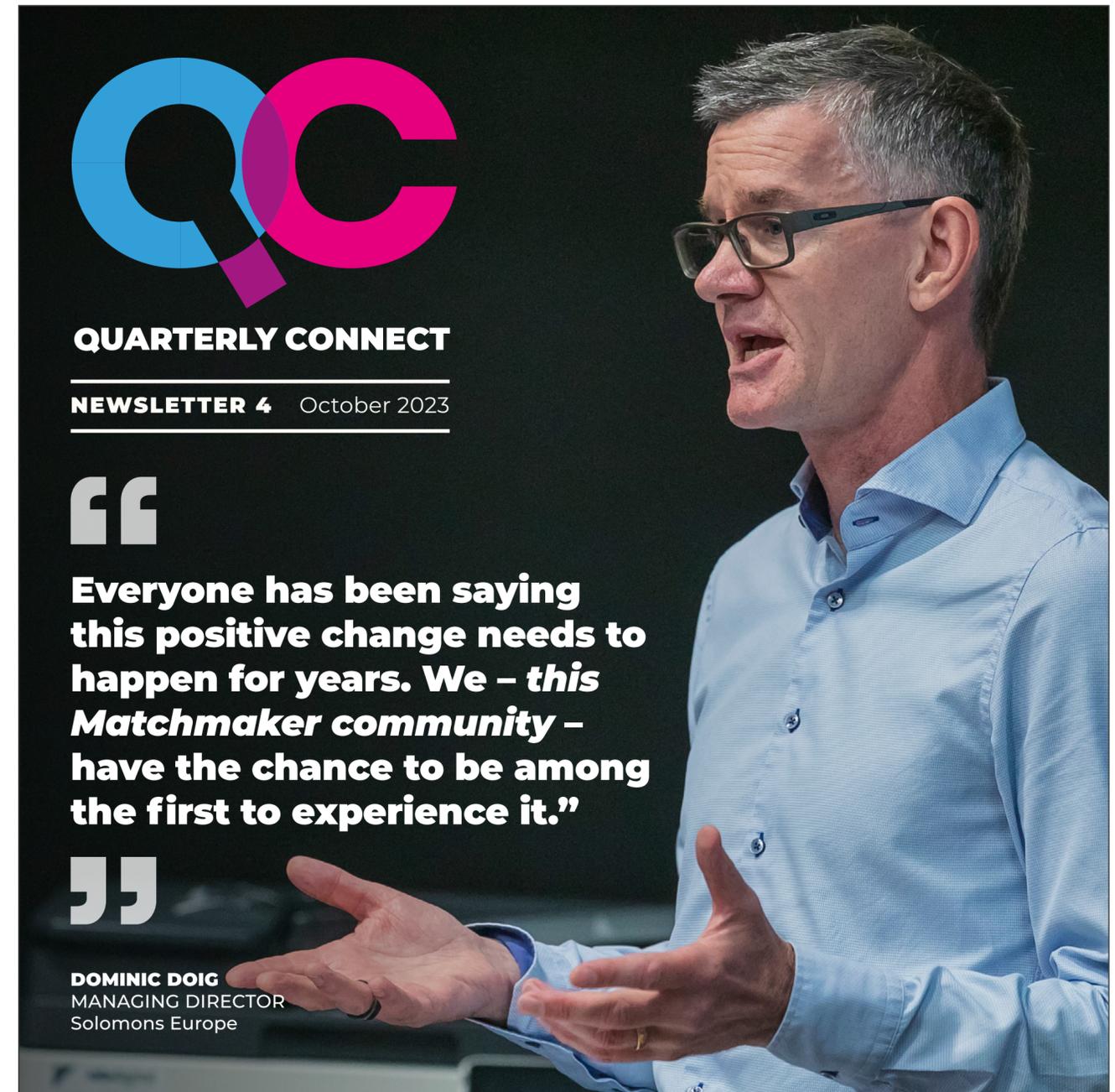
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MATCHMAKER COMMUNICATIONS

- SME Survey – data capture and trends
- Matchmaker newsletters
- PPP opportunities procurement plans
- Future QC meetings (May, August and November 2024)



QC

QUARTERLY CONNECT

NEWSLETTER 4 October 2023

“
Everyone has been saying this positive change needs to happen for years. We – *this Matchmaker community* – have the chance to be among the first to experience it.”
”

DOMINIC DOIG
MANAGING DIRECTOR
Solomons Europe

BEN QUITMAN, SOLOMONS EUROPE

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GROWING WELL UPDATE

GROWING WELL

A Cumbrian mental health charity and organic farming enterprise

Experienced therapeutic growers and mental health support staff offering:

- Rebuilding confidence
- Learning new skills
- Peer support
- Assistance in achieving personal goals, such as returning to employment or education
- One day of support per week for up to a year
- Expanding to 3 sites across Cumbria

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GROWING WELL UPDATE

WEST CUMBRIA SITE PROGRESS

Transforming the new Beck Green Nurseries Site will enable us to support 100 people annually in West Cumbria



GROWING WELL UPDATE

PPP UPDATE

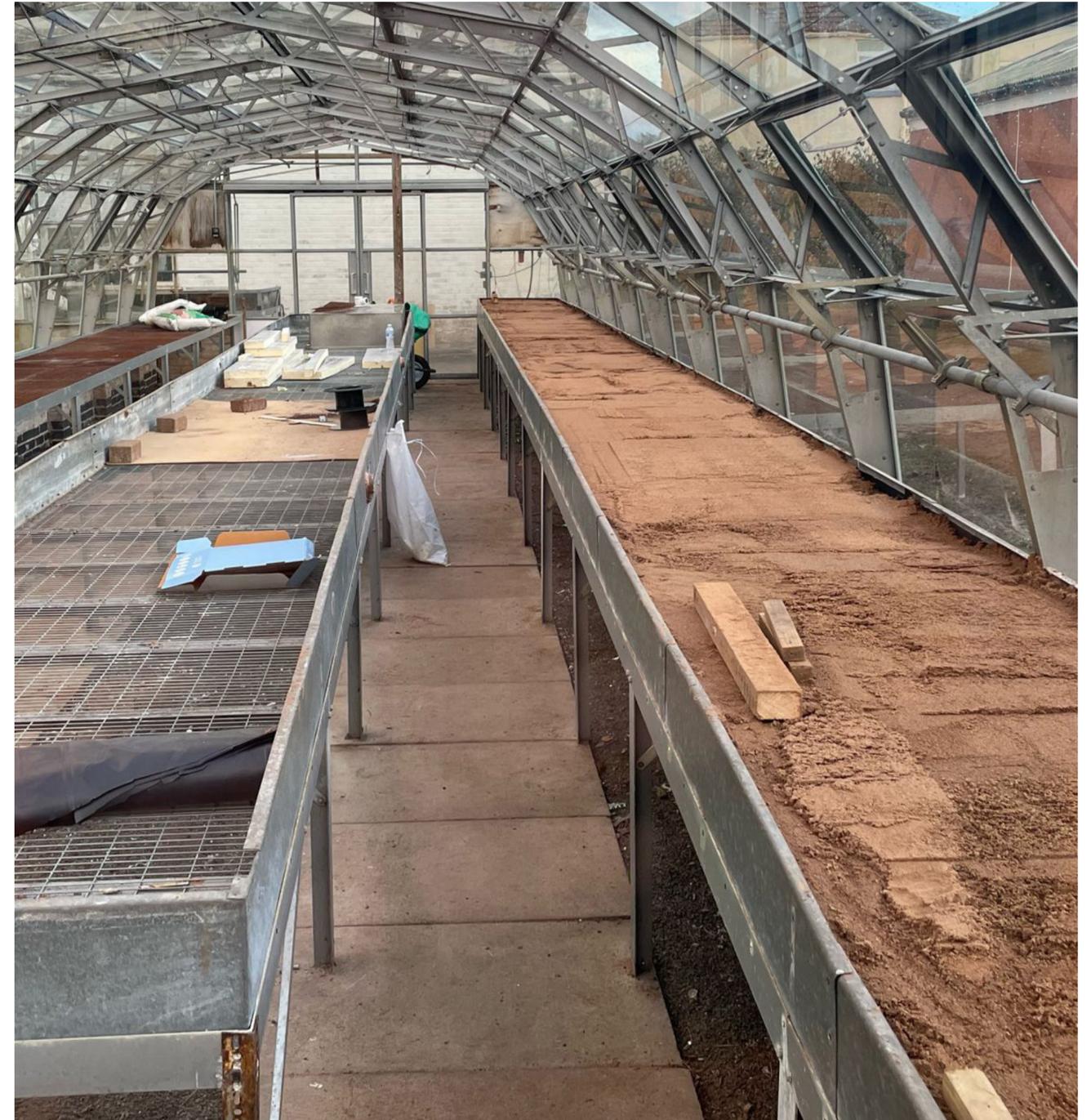
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GROWING WELL UPDATE

SUPPORT FROM SELLAFIELD SUPPLY CHAIN AND MATCHMAKER SMEs

- William King Construction
- APK Construction
- NG Bailey
- Shepley Engineers
- Jacobs
- Altrad Babcock
- West Coast Thermal
- Alpha Engineering
- RC Civils Limited
- Stobbarts Limited

Due to the very limited budget, the project would not have been possible without the goodwill from the supply chain, which has amounted to over £100k.

We are seeking assistance from various trades and skills:

- Gas engineer (one day)
- Plumber (three days)

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ALTERNATIVE MEANS OF SUPPORT

- Referrals
- Corporate Mental Health Days
- Donations of Equipment and Supplies
- Sponsorship and Financial Contributions

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GET INVOLVED

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**Keep up to date with the
Swimming with the Big Fish
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