



**Swimming**  
with the big fish  
SME MATCHMAKER SERVICE

ISSUE 1 May 2022

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

Every two months, we'll be sending out a round up to all of the SMEs that have registered with us. Our aim is to keep you up to date on our progress and what's new, flag current and upcoming opportunities within Programme and Project Partners (PPP) and other Sellafield frameworks as well as celebrate your successes.

Given the dynamic nature of the PPP frameworks, we'll also send occasional mini newsletters when we come across opportunities and developments that simply can't wait!

## MEET THE KDP AND GSA WINNERS

So far, PPP has awarded four packages of work.

### HVAC (KDP3)

Balfour Beatty Kilpatrick and EJ Parker Technical Services

### Electrical and Instrumentation (KDP4)

Balfour Beatty Kilpatrick and NG Bailey

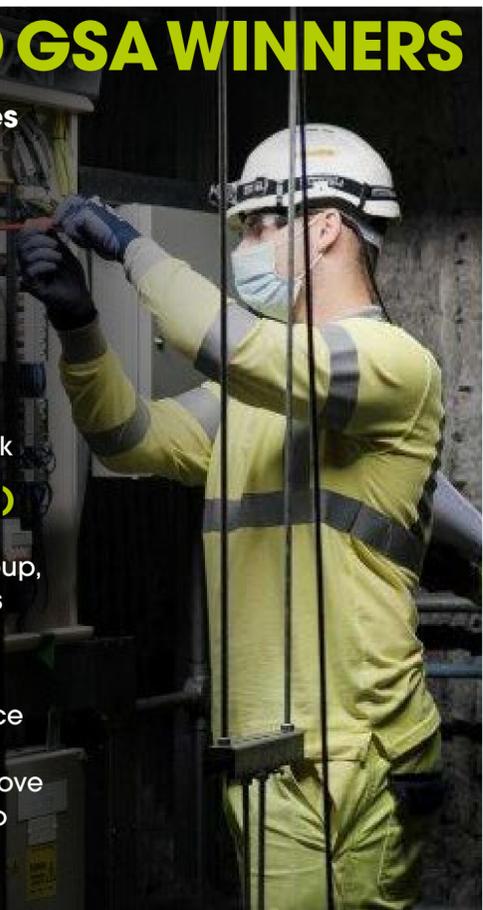
### Mechanical and Pipework (KDP5)

Balfour Beatty Kilpatrick and Doosan Babcock

### Fabrication and Manufacturing (GSA1)

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

Just because these frameworks have been awarded doesn't mean you've lost the chance to engage, and potentially work with, these businesses. As the framework programmes move forward there will be ongoing opportunities to get involved. If you're interested in any of the above, please get in touch.



## LOOKING FURTHER FORWARD



### FUTURE MULTI PROJECT PROCUREMENT PACKAGES

#### KDP7

Scaffolding, Insulation and Painting (July 2022)

#### KDP10

Integrated Building Services (TBC)

#### KDP11

Fire Protection and Detection (TBC)

#### GSA4

Building Lifts (TBC)

#### GSA6

Tower Cranes (TBC)

#### GSA11

Design Services (August 2022)

## PROGRESS TO DATE IN NUMBERS

Questionnaires completed	112
SMEs profiled	96
Gold awards	41
Silver awards	35
Bronze awards	18
High Growth Potential grades awarded to microbusinesses	2
Heads of Terms agreed between Key Delivery Partners and SMEs with support from us	26
KDP3 - Heating, Ventilation and Air Conditioning (HVAC)	4
KDP4 - Electrical & Instrumentation	12
KDP5 - Mechanical Pipework	10
Number of meetings held between the SWTBF SME Matchmaker Service team and SMEs	130

## WHAT'S HOT?

### KDP8 CONCRETE STRUCTURES, GROUNDWORKS, AND BLOCKWORK

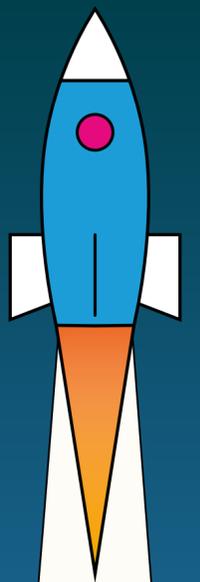
This is by far the biggest package of work to be released under PPP's pioneering Multi Project Procurement commercial model. The package could be worth a staggering £1bn over 18 years. There's enormous potential for SMEs to support the successful Key Delivery Partners.

A total of 6 businesses have recently been issued the Invitation to Tender by PPP. The planned return date is expected to be in June. If you've yet to express an interest in KDP8 please contact Hazel Duhy using the details below.

### KDP2 STEELWORK & KDP6 EXTERNAL ENVELOPE

The ITT for these packages was issued on May 13. While not as large as KDP8, these packages are still significant, and we've already had a lot of engagement with those targeting KDP status. We're expecting this to be popular with SMEs looking to be part of potential partnerships.

If you're interested in supporting these packages, then please contact Hazel.



## FIRST SME MATCHMAKER GET TOGETHER

We're busy planning the first hybrid face-to-face/virtual SWTBF SME Matchmaker Service get together.

This will be an opportunity to get the latest updates, meet fellow SMEs who've been through the process, hear directly from some of our successes to date and their Key Delivery Partners. We're looking to hold this in early July 2022 at our Papcastle Depot offices, near Cockermouth.

We'll keep in touch and let you know when our plans are firmed up.



## SME NEWS



The North West Energy Coast Alliance (NWECA) has been regularly hitting the headlines in recent weeks. Comprising West Cumbrian based SMEs McMenon Engineering and TIS Cumbria, it has not only achieved a Gold grading after going through the SWTBF SME Matchmaker Service process, but also secured a place on the Fabrication and Manufacturing (GSA1) framework alongside bigger tier suppliers. Duncan Elliott, PPP Managing Director, said:

**"The PPP approach is all about collaboration, innovation, transformation and harnessing opportunities, and that's exactly what we're seeing with the partnership between McMenon and TIS Cumbria."**

Learn more about NWECA at [www.nwecalliance.co.uk](http://www.nwecalliance.co.uk)

A huge good luck to SMEs vying for honours at the Britain's Energy Coast Business Cluster Awards 2022, which take place tomorrow night (Thursday, May 26). Delkia, RED Engineering, McMenon, and Prima Uno are the finalists in the Business of the Year category. Delkia and Prima Uno go head-to-head for the Growing Business gong, while RED Engineering is also vying for the Innovation award. Our two High Growth graded microbusinesses, Harrison Network and The Shared Value Business (TSVB), will battle it out in the Microbusiness category, while TSVB is also in contention for the Start-up Business of the Year title. And we're delighted that a joint entry between Solomons Europe and PPP for the SWTBF SME Matchmaker Service has been shortlisted in the Collaboration category. Fingers crossed for the big reveal! We'll hopefully see many of you there.



Gold graded SMEs, RB Electrical and Responsive Ltd, have joined forces to offer a complete electrical and mechanical inspection and testing service to their industrial clients. The companies now have their sights set on creating new jobs and apprenticeships by working together on projects at Sellafield and elsewhere in the UK.

## MATCHMAKER ENQUIRIES

We're always on the end of the phone or email if you have any enquiries about PPP packages and want to know more about how we can support you.

And please remember that, while we can help give you the best possible chance of being matched and securing work, we can't:

- Force arrangements or help create Joint Ventures
- Identify synergies in business values - that's down to you and KDPs to discover
- Influence the ultimate choices made by PPP and its KDP partners

If you've gone through our process as a Professional Services and Ancillary Company (PAS) as either an SME or microbusiness, rest assured you're on a directory that we share with KDP and GSA bidders.

## STAY CONNECTED

Solomons Europe is regularly publishing news and views on the SWTBF 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.solomoneurope.com/blog](http://www.solomoneurope.com/blog)

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

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

Facebook: [facebook.com/solomoneurope](https://www.facebook.com/solomoneurope)

### CONTACT US

Hazel Duhy,  
Project Co-ordinator  
Tel: 016973 44905  
Email: [hazel.duhy@solomoneurope.co.uk](mailto:hazel.duhy@solomoneurope.co.uk)

Thanks for your continued support.

The Swimming with the Big Fish SME Matchmaker Team