

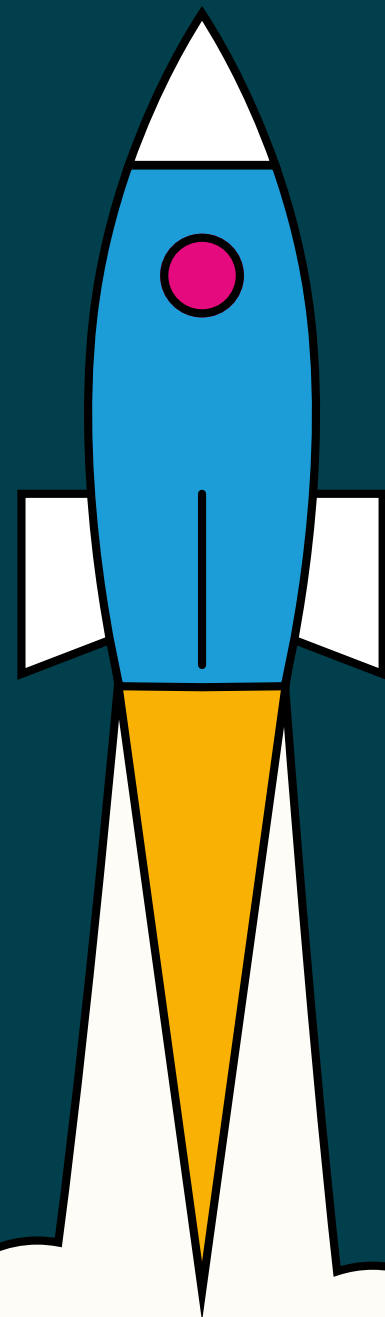


**Swimming**  
with the big fish  
SME MATCHMAKER SERVICE

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



QUARTERLY CONNECT



# QUARTERLY CONNECT

## No.2

### NOVEMBER 1, 2022

# 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

PPP - KDP  
PROCUREMENT  
UPDATE

MATCHMAKER  
PROGRESS

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NETWORKING /  
BREAKOUT SESSIONS

NEXT TIME



# 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

# PPP - KDP PROCUREMENT UPDATE

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**NEXT TIME**

- 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 PROGRESS

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**Ewan Peacock**

Contract Executive, Solomons Europe



# MATCHMAKER PROGRESS

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## SME Update

- Focus on PAS - Professional and Ancillary Services:
  - added value support during ECI stage
- SME work won survey:
  - Great feedback, work is starting to flow
- Appointed KDPs have access to MM SME details and profiles – continued opportunity
- PPP work and pending SME Frameworks
- Communication:
  - Newsletter and Quarterly Connect Meetings – keeping the Matchmaker community informed and up to date

## PROGRESS TO DATE IN NUMBERS

		JUL 22	OCT 22
High Growth Potential (PAS Micro)		2	11
Gold (SME)		38	41
Silver (SME)		33	40
Bronze (SME)		16	18
Profiles		71	80

# MATCHMAKER PROGRESS

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## KDP Engagement

- ITT engagement:
  - **KDP2** Steelwork
  - **KDP8** Concrete Structure, Groundwork and Blockwork
  - **KDP7** Scaffold, Insulation and Painting (pending ITT)
- Face to Face meetings
  - KDP/SME meetings, meet the buyer events, Head of Terms meetings
- Ongoing Engagement
  - Seddon Event in November / KDP7 pre ITT KDP bidder dialog
- We are now working to convert Heads of Terms into SME Frameworks
- New phase for Matchmaker
  - delivering actual results and helping PPP meeting their Critical Success Factors

## HEAD OF TERMS PROGRESS (5 Year figures)

**£67m to £154m  
(+£87m)**

**8 no. new Heads of Terms –  
substantial packages of work**

**Purchase orders approaching  
£3m with MM SMEs**

**Needed for SME confidence  
and growth**

# MATCHMAKER 2.0

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**Dominic Doig**

Managing Director, Solomons Europe



# MATCHMAKER 2.0

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## SME Framework progress

- Traditional procurement process - PPP / KDP / SME (where KDP drives negotiation)
- Matchmaker team now invited to drive process forward
- Focused on converting all KDP tendered SME commitments (HOT) into long term frameworks
- Aims to expediate and facilitate the contract formation
- Proves benefits to PPP / KDP:
  - Uses knowledge of NEC4 and SCC practices
  - Enables SMEs to open books and trust Matchmaker integrity
  - Critically have the 'ear' of PPP direct, enables swift conclusion of frameworks

# KDP UPDATE

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**Stuart Logan**

KDP Supply Chain Manager  
(BBK)

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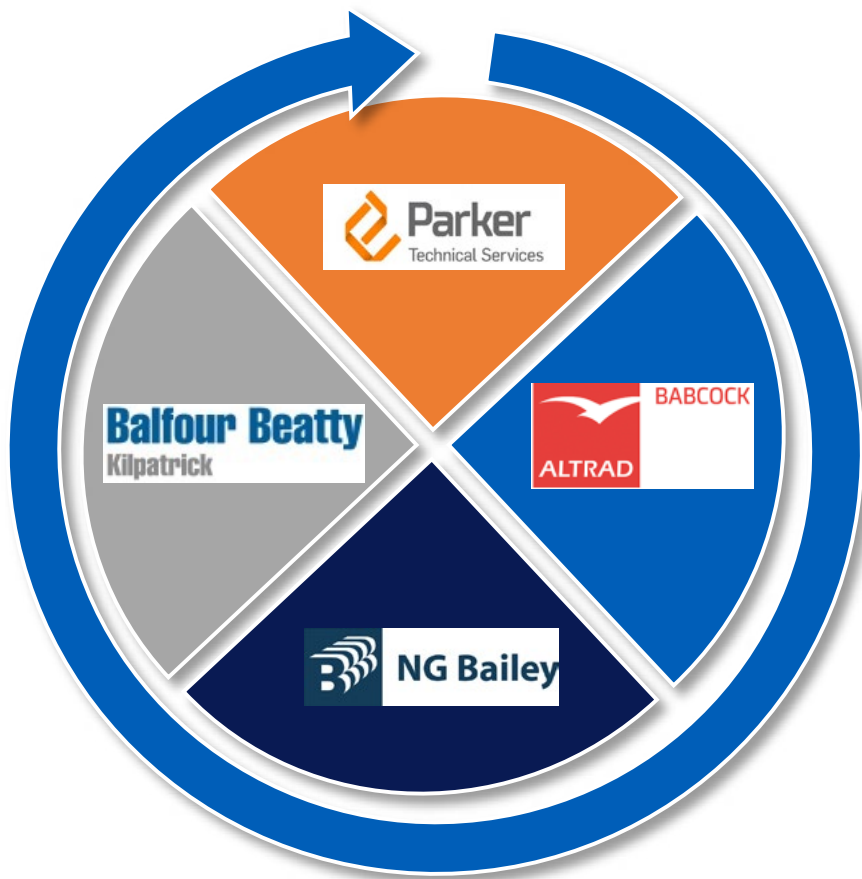
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## KDP – Scope Allocation



### KDP 3, 4 & 5 Project Allocation

MULTI PROJECT PROCUREMENT (FRAMEWORKS)	PROJECTS			
	SRP	SCP	RAP	BEPPS
KDP 3 HVAC				
Balfour Beatty Kilpatrick Ltd	●		●	
EJ Parker Technical Services Ltd		●	●	
KDP 4 E&I				
Balfour Beatty Kilpatrick Ltd		●	●	●
NG Bailey	●		●	
KDP 5 Mechanical Pipework				
Balfour Beatty Kilpatrick Ltd	●		●	
Altrad Babcock		●		



# KDP UPDATE

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## KDP – PPP Projects



### SRP Project Overview



#### BBK

KDP 3 - HVAC ECC awarded, Construction Q2 2023 – Q4 2025, Project Team located in Warrington, majority of procurement for main packages has been completed, smaller packages to be let from Q4 2022 – Q2 2023

KDP 5 - M&P currently in PSC, ECC to be awarded Nov 2022, Project Team located in Westlakes/OSS Facility, Construction Q2 2023 – Q4 2025, main packages have been identified and will be let in the next 3 months

#### NG Bailey

KDP4 - CE&I currently in PSC, ECC contract to be awarded Nov 2022, Construction Q3 2023 – Q4 2025, project team located in Cockermouth, main packages have been identified and will be let in the next 3 months

# KDP UPDATE

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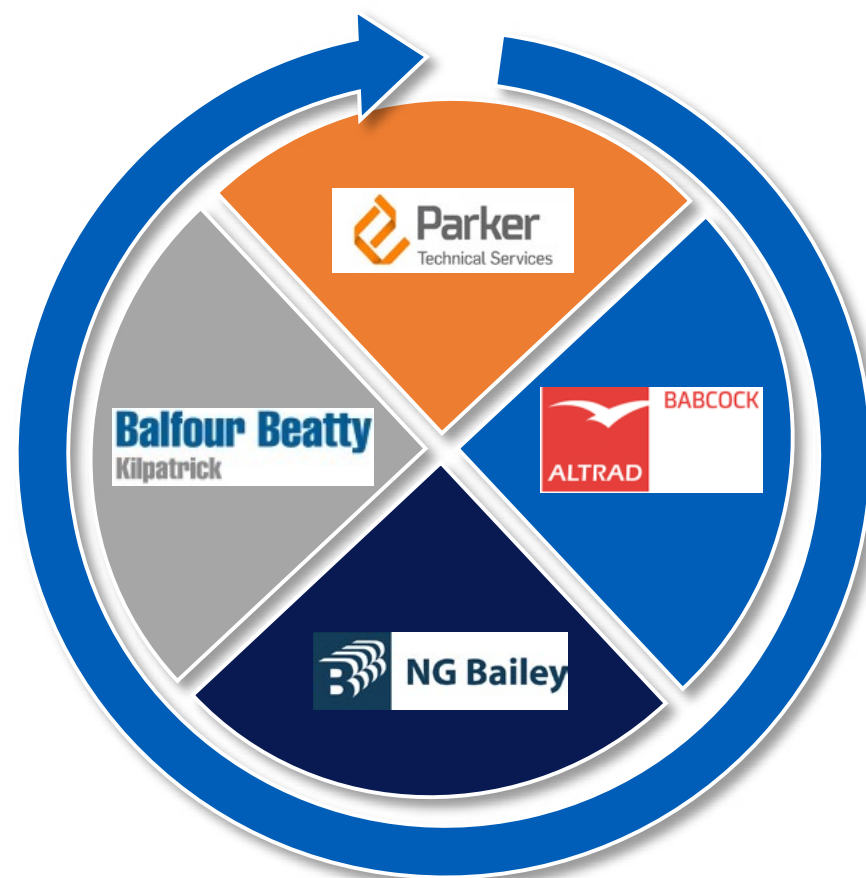
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## KDP – PPP Projects



The existing Site Ion Exchange Effluent Plant (SIXEP) which has been operational since 1985 removes radioactivity from various site effluent streams on the Sellafield site.

It acts as the 'kidneys' of the site filtering out radioactive material before discharging to sea.

Due to the age of the original SIXEP, which was only designed to operate for 25 years, a new facility will be constructed that will take over the role of effluent treatment for the Sellafield site – SCP.

### SCP – SIXEP Continuity Plant Project Overview

EJ Parker

KDP 3 - HVAC in ECC stage, Construction Q3 2023 – 2026 Project Team located in Whitehaven Office, majority of packages have been procured

BBK

KDP 4 - CE&I currently in PSC, ECC contract to be awarded Nov 2022, Construction Q3 2023 - 2026, Project Team located in Westlakes Office, all packages have been identified, negotiations ongoing with supply chain, orders to be placed in the next 3 months

Altrad

KDP 5 - M&P in ECC stage, Construction Q3 2023 - 2026, project team located in Westlakes/Renfrew offices, packages of scope still being determined, some supply chain have been engaged with, orders to be placed in the next 3 - 6 months



Sellafield Ltd  
KBR Jacobs



# KDP UPDATE

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## KDP – PPP Projects



Ongoing scope out  
with KDP 3, 4 & 5  
BBK - RAP Cable  
Diversion, BEP

### RAP Project Overview



BBK

RAP BOP Enabling Works currently in PSC, ECC contract to be awarded Q1 2023, Project Team located in Westlakes/Maxim Offices, key suppliers have been identified for scope of works

NG Bailey

KDP4 CE&I / SNM Building PSC awarded Q3 2022, ECC contract award date tbc

EJ Parker

RAP Group 4 PSC awarded Q3 2022, ECC Contract to be awarded Q1 2023



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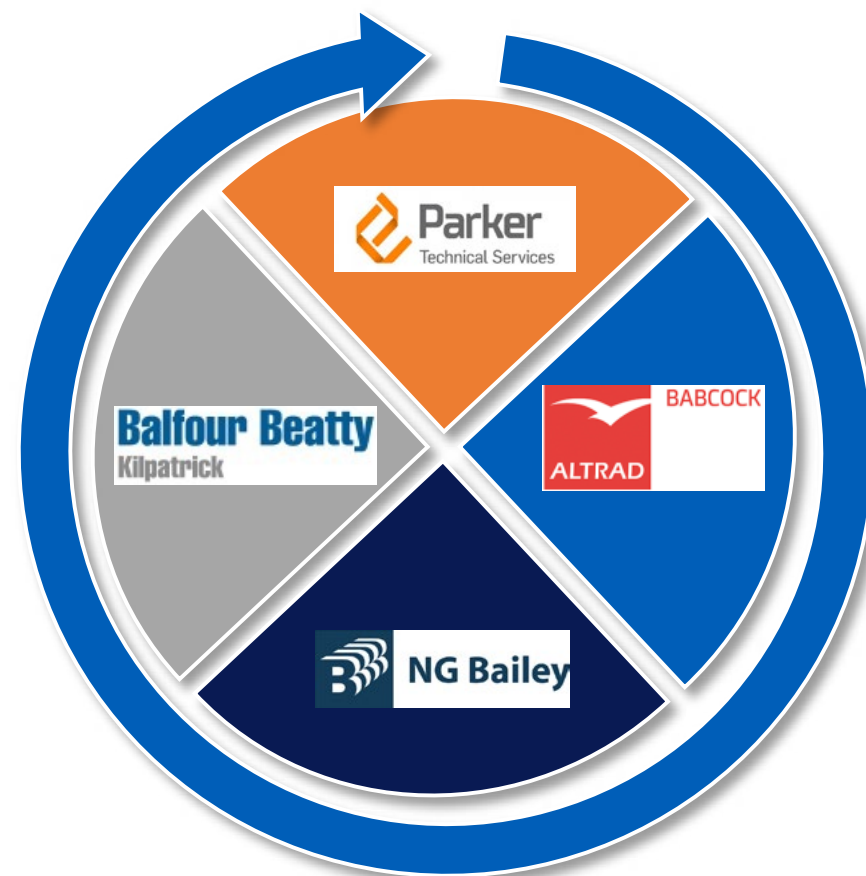
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## KDP – Project Resource levels

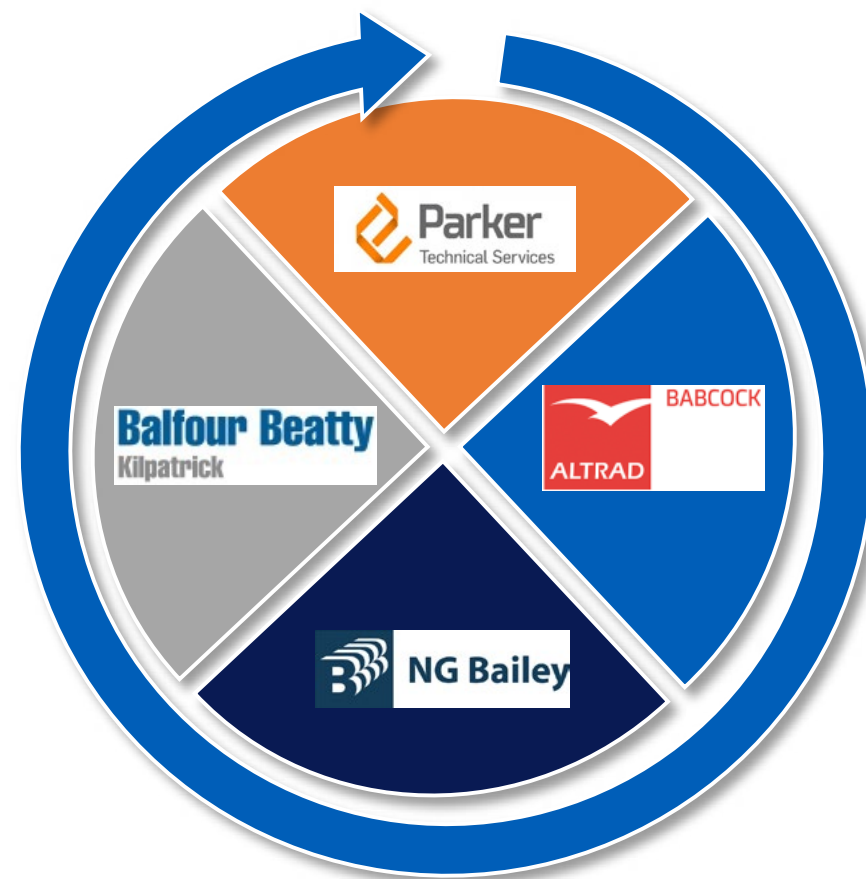


- SRP HVAC – workforce circa **50** at peak times
- SRP M&P – workforce circa **70** at peak times
- SRP E&I – workforce **tbc** circa at peak times
- SCP HVAC – workforce **12** circa at peak time
- SCP M&P – workforce **100** circa at peak times
- SCP E&I – workforce **70** circa at peak times
- RAP BOP Enabling – workforce circa **25** at peak times
- RAP SNM - workforce **tbc** circa at peak times
- RAP Group 4 - workforce **tbc** circa at peak times

# KDP UPDATE

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## KDP – Supply Chain



### Tranche 1 – Supply Chain Frameworks Agreements in progress, converting HoT's (love letters)

- Shepley Group (Shepley Engineers, PPS Electrical, West Cumberland Engineering)
- PPS (Ulverston) - Matchmaker
- AVRS Systems - Matchmaker
- Delkia - Matchmaker
- Wozair - Matchmaker
- Flamgard - Matchmaker
- Alpha Developments

Tranche 2 – Commence Q1 2023 at the latest

# KDP UPDATE

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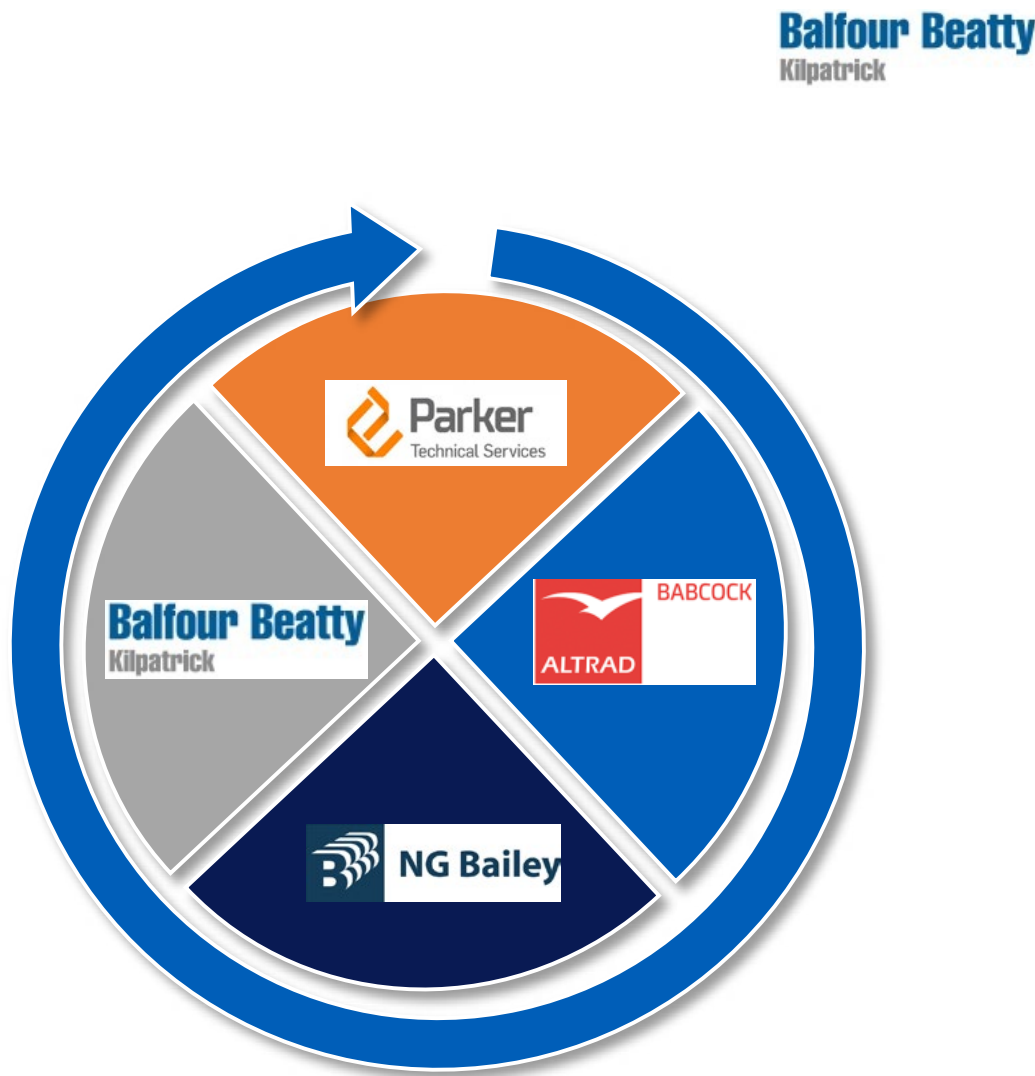
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## KDP – Supply Chain (SRP)



### KDP3 - HVAC Supply Chain

HI Integrity Ductwork	BBK
Pickle & Passive	TBC
Pipe/ Fittings	TBC
Low Integrity Galv Duct	Shepley Engineering
Low Integrity SS Duct	Shepley Engineering
High Integrity SS Duct	Shepley Engineering
AHU's	Wozair
Extract Fans	Fan Systems
Filters	Camfil
Grilles	TBC
FCU's	TBC
Dampers	Flamgard
Valves (Steam)	TBC
Valves (CW)	TBC
Chillers	TBC
Condensate Recovery	TBC
Thermal Insulation	TBC
DX Systems	TBC
NDT Testing	TBC
E,C&I Installation	TBC
Design	TBC
Containment	TBC
Instrumentation	TBC
Panels	TBC
Hilti - Bracketry	Hilti
Engineering	Alpha Developments
Commissioning	TBC
Fire Rated Ductwork	Caswell



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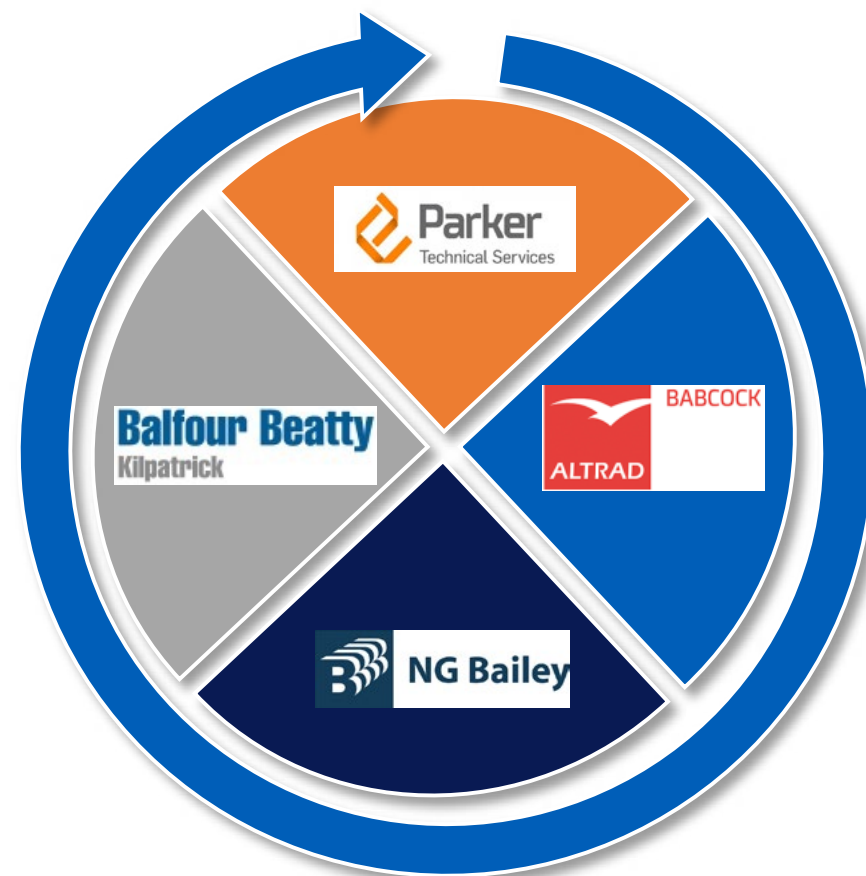
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## KDP – Supply Chain



KDP's success stories

**AVRS Systems** Blue Collar supporting  
**BBK** on Healthcare project in West  
Midlands

Following the last Matchmaker meeting  
where Steve Berry (**EJ Parker**) met **RAF  
Engineering**. I passed their details to **Wozair**  
who intend to engage with them with some  
machining works

**Shepley Group Mechanical  
Resources** Staff Integrated into  
**Altrad Babcock** Team

**West Coast Thermal** have been award work  
on site at BAE, Barrow by **EJ Parker** prior to  
the matchmaker process, we were not  
aware of them as a company

**Shepley Group  
PPS Electrical**  
Staff Integrated into  
**NG Bailey**  
Management Team

**Meldrum Electrical** current Blue  
Collar supporting **NG Bailey** on  
AWE Project with staff to be  
Integrated into SRP Delivery  
Team

**Shepley Group HVAC Teams**  
Staff Integrated into **EJ Parker** Management  
Team and based in our Whitehaven office

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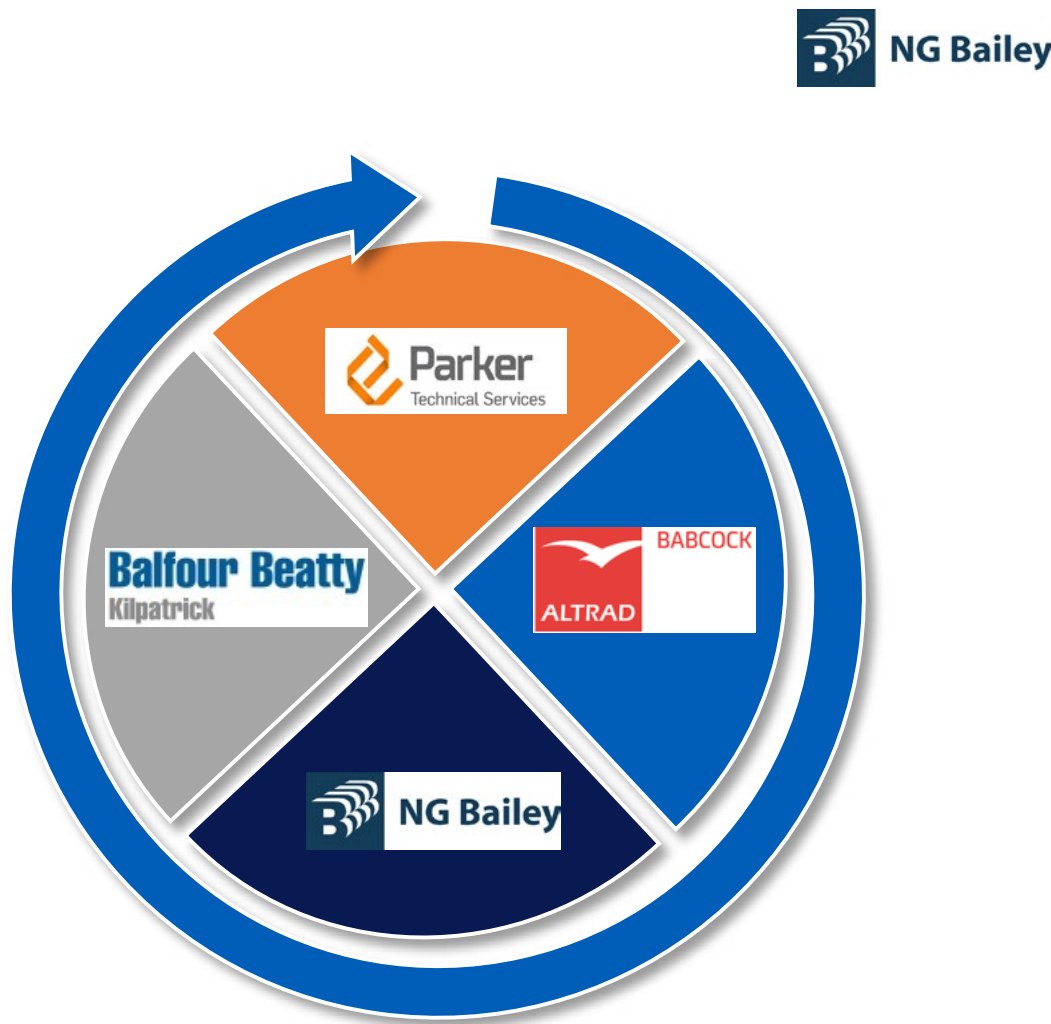
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## KDP – Supply Chain (SRP)



### KDP4 - CE&I Supply Chain

Package	Supplier
WP180	TBC
WP181	TBC
WP183 - Process CCTV	TBC
WP185 - Data & Telecoms	TBC
WP187 - 870 Environmental Monitoring	TBC
WP187 - 871 Criticality Incident & Evac	TBC
WP187 -872 Discharge Monitoring	TBC
WP187 -876 Radiological Surveillance	TBC
WP186Security Systems	TBC
WP197 - Network Wiring	TBC

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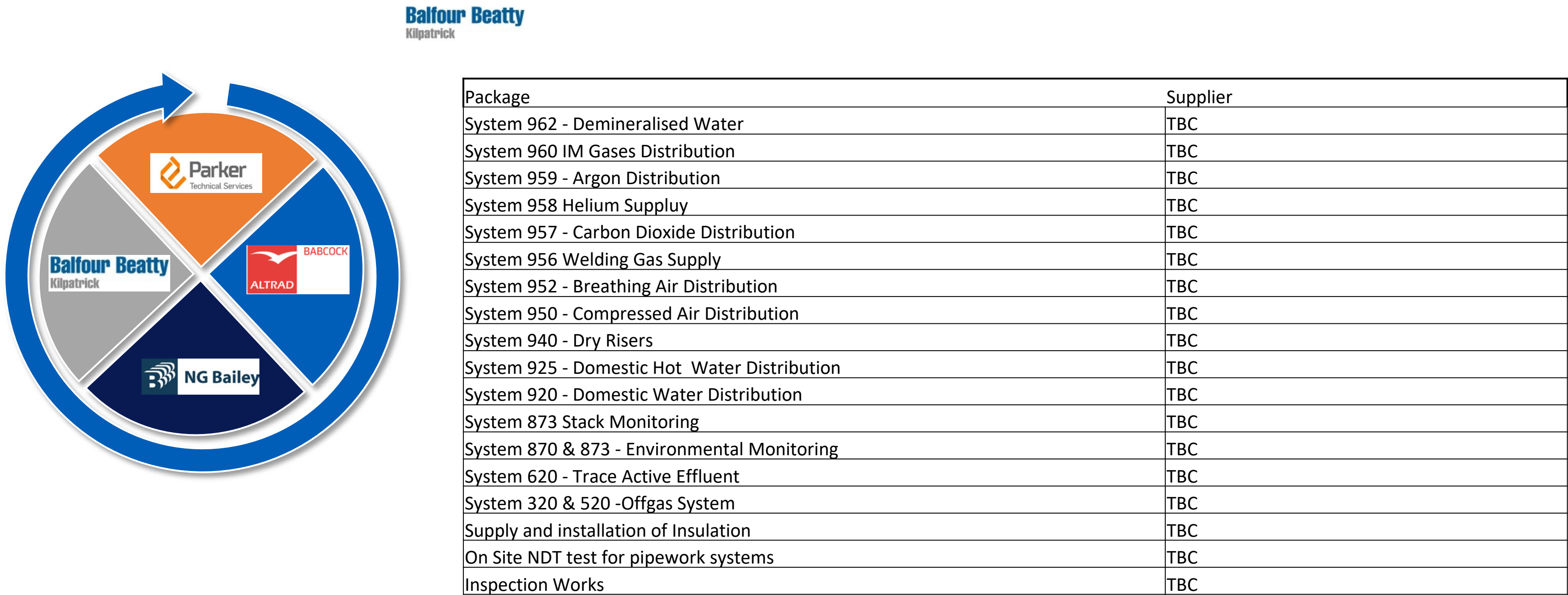
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## KDP – Supply Chain (SRP)

### KDP5 - M&P Supply Chain





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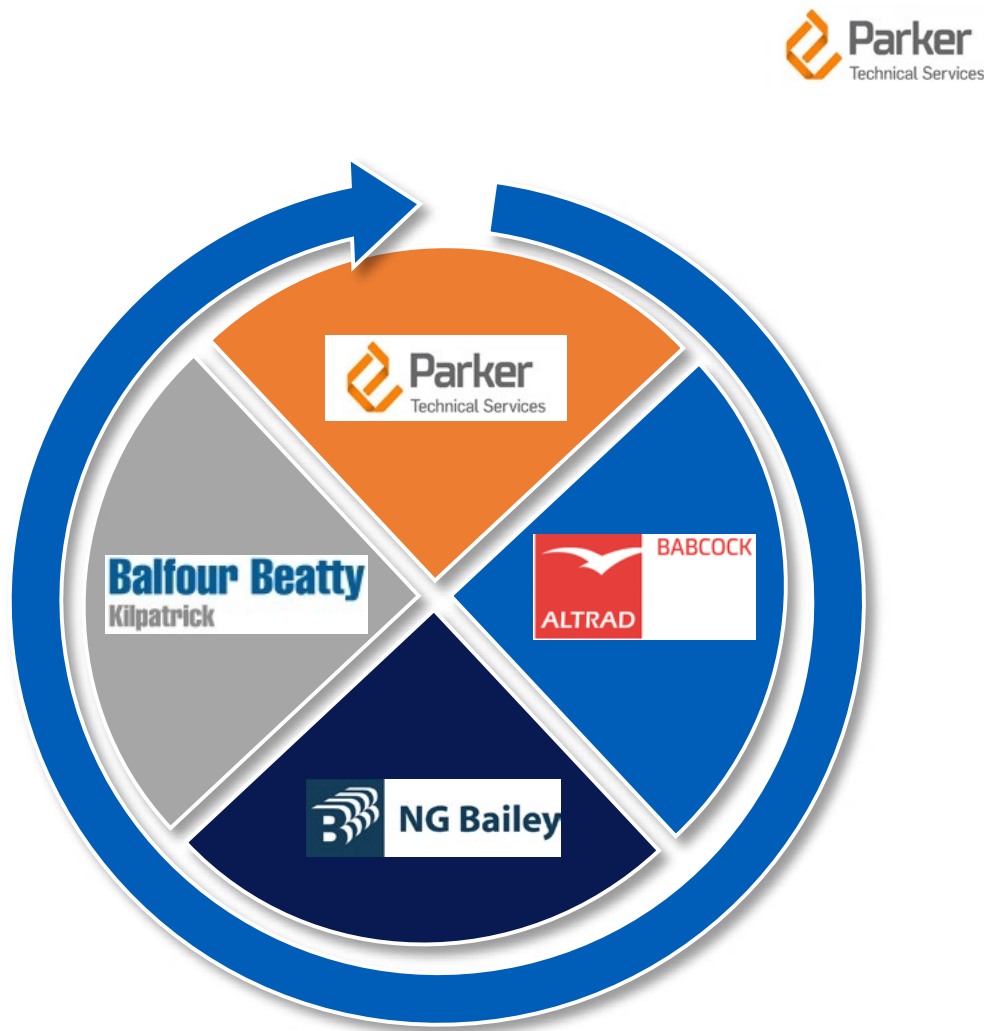
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## KDP – Supply Chain (SCP)



### KDP3 - HVAC Supply Chain

Package	Supplier
Ductwork supply fab and install	Shepley Engineering
DOP Pipework	Shepley Engineering
Discharge Stacks	Shepley Engineering
Bracketry	Shepley Engineering
Installation of all plant items	Shepley Engineering
Balancing Dampers	Wozair
Actuated isolation dampers	Wozair
Manual Isoltion Dampers	Wozair
Fire Dampers	Wozair
Addition packaging for AHUS, Dampers ,Hepa filters and Coalesing filters	Wozair
Air Handling Units	Wozair
Coalescing filters	Wozair
HEPA Filters, Filter Housings,	Wozair
In duct heater	Wozair
Engineering/documentation	Wozair
Extract Fans and Motors	Woodcock and Wilson
Direct Expansion (DX) Refrigeration System	indoor climate control
Attenuators	IAC Acoustics
Grilles & Diffusers	Gilberts
Minor Fans	Fan Systems
Mobile filter unit	Enviro vac
Testing & Commissioning	End Systems
Thermal Insulation	West Coast Thermal
Wall mounted heaters	Turnbull and Scott

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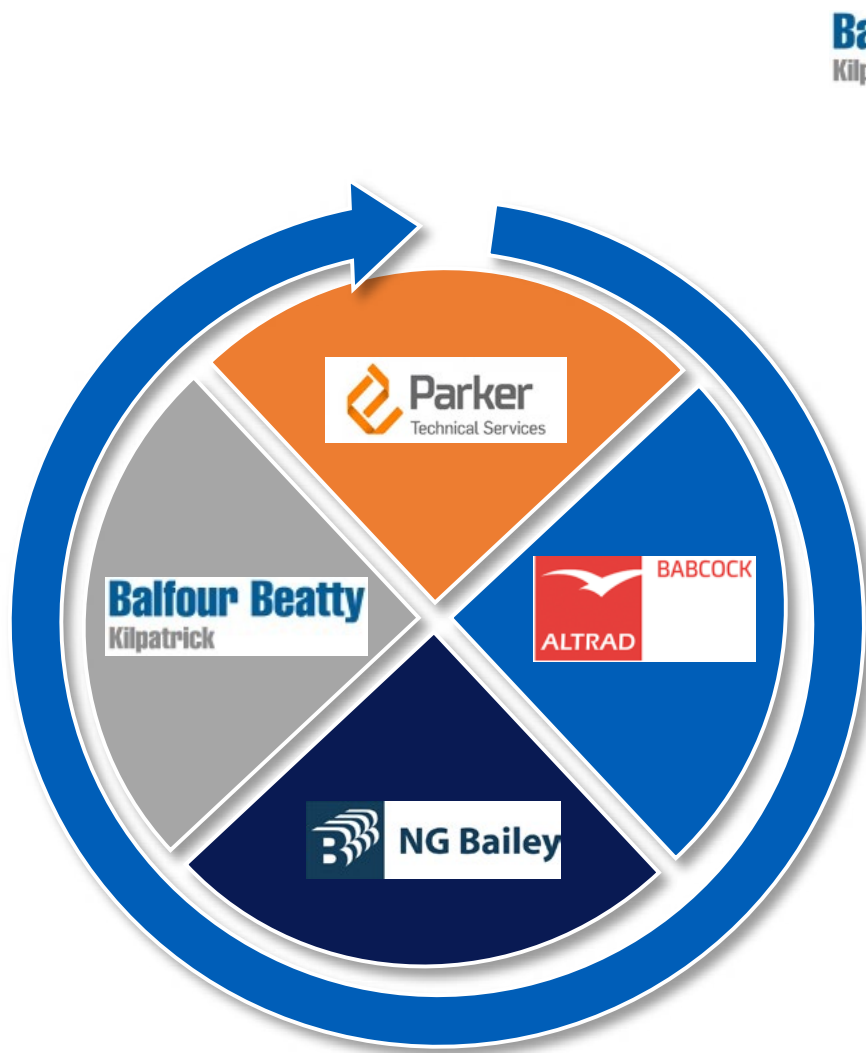
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## KDP – Supply Chain (SCP)



Balfour Beatty  
Kilpatrick

### KDP4 - CE&I Supply Chain

Package	Supplier
WP 801 - Control System	TBC
WP 802 - Permanant Supplies, Level 1 Switchgear Mods	TBC
WP 802 - Permanant Supplies, Level 1 Switchgear	TBC
WP 803 - Field Instruments	TBC
WP 804 - Panels	TBC
WP 805 - Communications	TBC
WP 806 - Monitors	TBC
WP 807 - Fire Protection Systems	TBC
WP 808 - PA System	TBC
WP 809 - Access Control	TBC
WP 810 - Intruder Dectection	TBC
WP 811 - Level 2 Switchboards	TBC
WP 812 - UPS	TBC
WP 814 - Emergency Lighting UPS	TBC
WP 815 - Misc. Plant	TBC
WP 1003 - General CE&I Install	TBC
WP 1003 - Containment	TBC
WP 1003 - Cabling	TBC
WP 1003 - Hook-up	TBC

# KDP UPDATE

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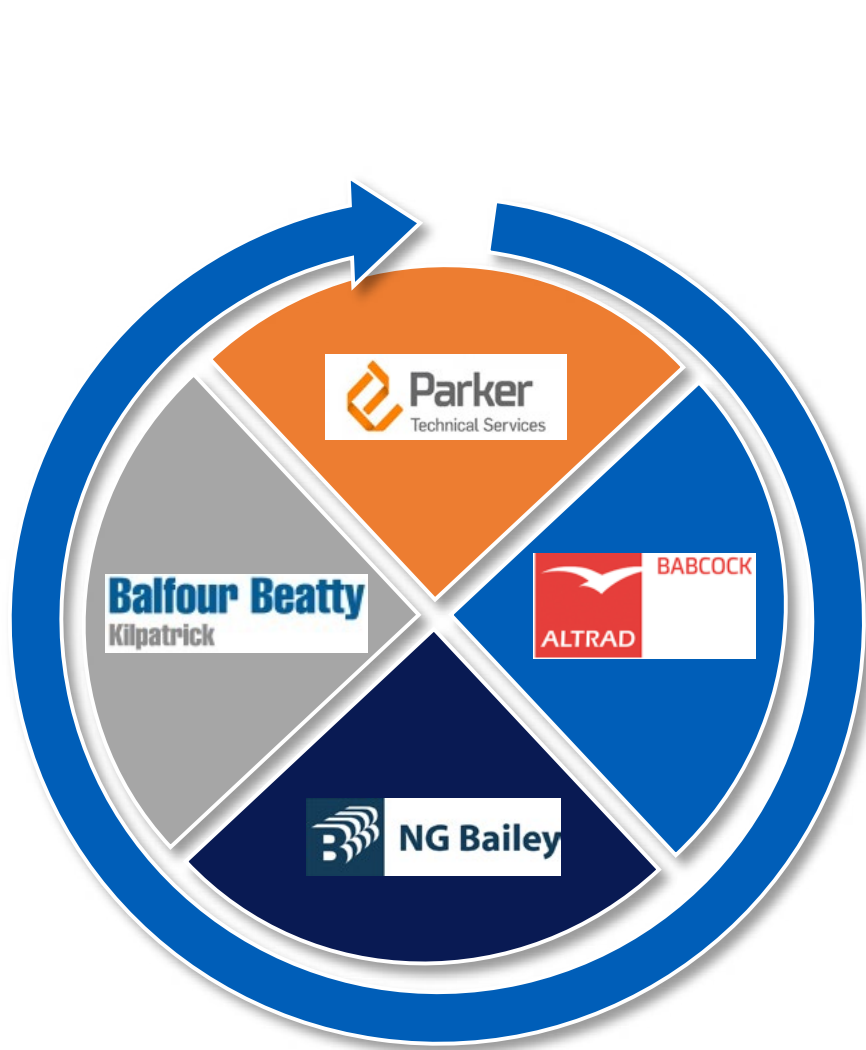
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## KDP – Supply Chain (SCP)



### KDP - 5 M&P Supply Chain

Package	Supplier
Pipework - Stainless Steel manufacture	Self Perform + local supplier TBC
Pipework - Carbon Steel manufacture	TBC
Stainless Steel - Pipe Fittings	TBC
Carbon Steel - Pipe Fittings	TBC
Gaskets - Exfoliated Graphite (quoted with fittings)	TBC
Supports Manufacture - Stainless Steel	TBC
Supports Manufacture - Carbon Steel	TBC
S/S - Valves	TBC
C/S - Valves	TBC
Gaskets	TBC
Transport	TBC
Profiling	TBC
Pickle & Passive	TBC
NDT Testing	TBC
Pipe Supports	TBC
Heat treatment	TBC
SIPS	TBC
Filters	TBC



# NETWORKING / BREAKOUT SESSIONS

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**KDP UPDATE**

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**NEXT TIME**

- Summary
- Breakout sessions
- Questions?

# NEXT TIME...

1. Next steps
2. QC3 focus on:
  - KDP2/6 Steelwork and Cladding
  - KDP8 Groundworks and Concrete Structures
  - KDP9 Building Internal Fit Out and Finishes

**THANK YOU FOR COMING**