



PROGRAMME &  
PROJECT PARTNERS  
AT SELLAFIELD

# PPP UPDATE OCTOBER 2023

John Rossiter – Head of Supply Chain





We will work with our client, partners, supply chain and stakeholders to achieve eight things



KNOWINGLY SAFE



PROJECT EXCELLENCE



VALUE RETURNS



FLOURISHING PEOPLE



BEST PLACE TO WORK



AN INDUSTRY LEADER



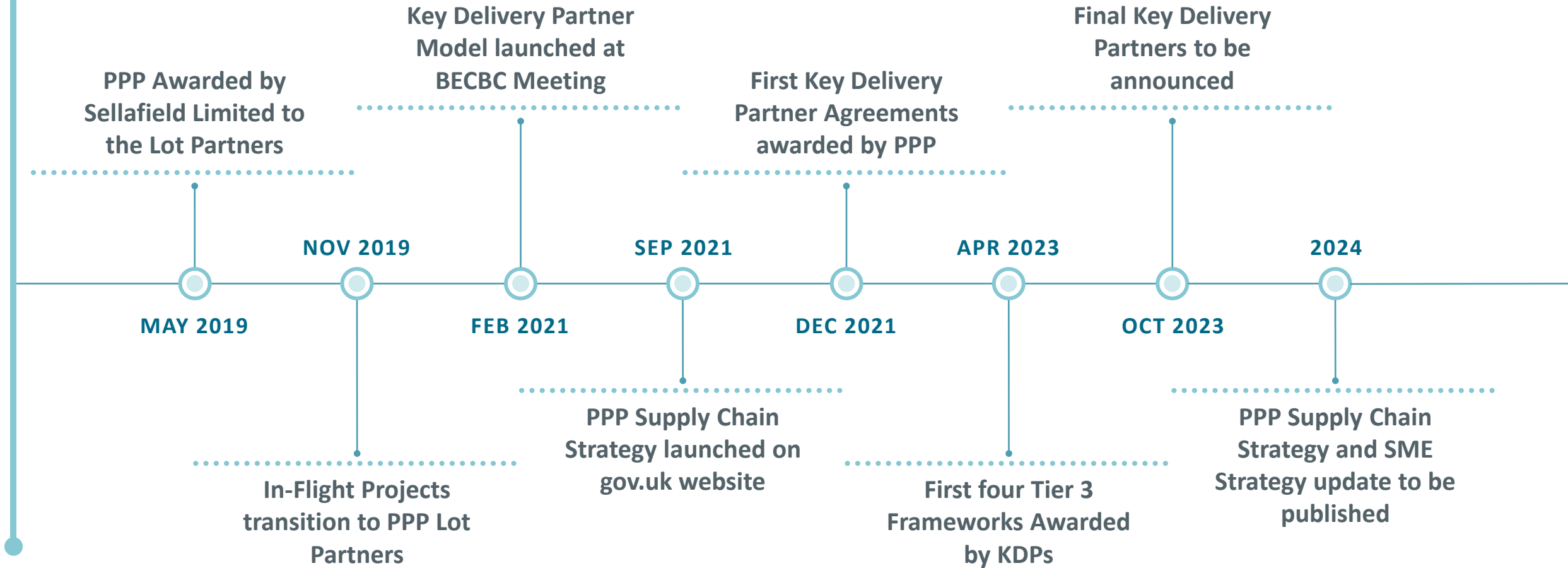
HAPPY STAKEHOLDERS



SUSTAINABLE BUSINESS

# SUPPLY CHAIN JOURNEY SO FAR

## Key Milestones



# BECBC

## 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@sellfieldsites.com](mailto:pppsupply.chain@sellfieldsites.com) FAO Dawn Keenan.
- Information will be catalogued, reviewed and shared with companies where there are potential matches or synergies.



Sellafield Ltd PROGRAMME & PROJECT PARTNERS  
KBR Jacobs BORDAN AMPLIFY

### 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.

Sellafield Ltd PROGRAMME & PROJECT PARTNERS  
KBR Jacobs BORDAN AMPLIFY





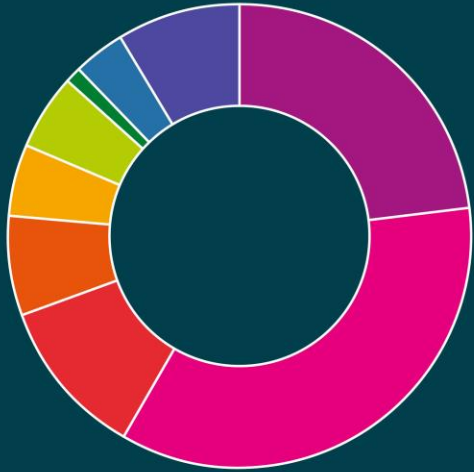
**Swimming**  
with the big fish  
SME MATCHMAKER SERVICE

Helping high performing businesses willing to invest in Cumbria to forge long-term relationships with Programme and Project Partners (PPP) framework holders

# PROGRESS IN NUMBERS

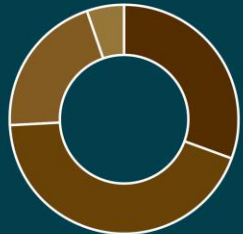
**TOTAL NUMBER OF SMEs REGISTERED WITH THE MATCHMAKER SERVICE** **116**

## SME DISCIPLINES



METAL & STEELWORK	<b>27</b>
MECHANICAL & ELECTRICAL SERVICES	<b>41</b>
CIVILS	<b>13</b>
ENABLING WORKS	<b>8</b>
COMMISSIONING & TESTING	<b>6</b>
FIT OUT	<b>6</b>
ENVIRONMENTAL	<b>1</b>
HEALTH & SAFETY	<b>4</b>
BUSINESS SUPPORT	<b>10</b>

## SME EXPERTISE

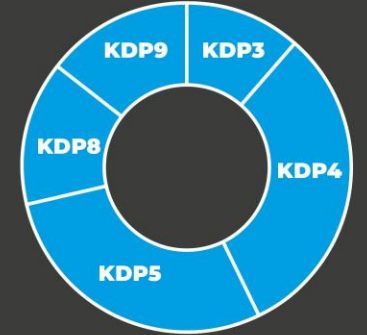


MANUFACTURING & FABRICATION	<b>36</b>
CONTRACTOR	<b>51</b>
CONSULTANT	<b>24</b>
SUPPLIER	<b>6</b>

Some SMEs have multiple expertise

## HEADS OF TERMS

<b>HoTs AGREED BETWEEN KEY DELIVERY PARTNERS AND SMEs WITH SUPPORT FROM US</b>	<b>35</b>
<b>MATCHMAKER REGISTERED BUSINESSES WITH HoTs</b>	<b>23</b>
<b>KDP3</b> HEATING, VENTILATION AND AIR CONDITIONING (HVAC)	4
<b>KDP4</b> ELECTRICAL AND INSTRUMENTATION	11
<b>KDP5</b> MECHANICAL PIPEWORK	10
<b>KDP8</b> CONCRETE STRUCTURES, GROUNDWORKS AND BLOCKWORK	5
<b>KDP9</b> BUILDING FIT-OUT	5



## SOCIOECONOMIC IMPACT

(KDP Socioeconomic Impact / Combined figures included in ITT HoTs)

SME 5-YEAR REVENUE

**£154.3m**

LOCAL INVESTMENT IN OFFICES/ FACILITIES

**£0.9m**

LOCAL 5-YEAR SUPPLY CHAIN SPEND

**£127.5m**

NEW JOB CREATION 5-YEAR WEST CUMBRIA

**438**

NEW APPRENTICES 5-YEAR WEST CUMBRIA

**137**

# BUILDING THE ENTERPRISE

Sellafield Ltd  
(Client)

Tier 1

Bespoke Contract to reflect Management Contracting model  
20-Year Duration

Lot 1 - KBR  
(Integrator)

Lot 2 Jacobs  
(Engineering Partner)

Lot 3 - Morgan Sindall  
(Civils Construction Partner)

Lot 4 - Altrad Babcock  
(Process Construction Partner)

Approx Spend

£7 billion

Tier 2

Framework Agreement with NEC4 PSC & ECC contracts for Services and Works  
18-Year Duration

KDP - Civils  
Sir Robert McAlpine

KDP - Steelwork  
Severfield William Hare

KDP - HVAC  
Balfour Beatty Kilpatrick  
EJ Parker

KDP - Electrical  
Balfour Beatty Kilpatrick  
NG Bailey

KDP - Mechanical  
Balfour Beatty Kilpatrick  
Altrad Babcock

KDP - Building Fit Out  
Seddon Construction

KDP - Access Solutions  
TBC

GSA - Fabrication  
7 Fabrication specialists inc. SMEs

Approx Spend

£3 billion

Tier 3

Framework Agreement with NEC4 PSC & ECC contracts for Services and Works  
Various Durations (5+5, up to 18-Years)

SME Strategic Supplier Frameworks  
4 awarded to date  
30+ will be awarded in total over the next 12 months

Approx Spend

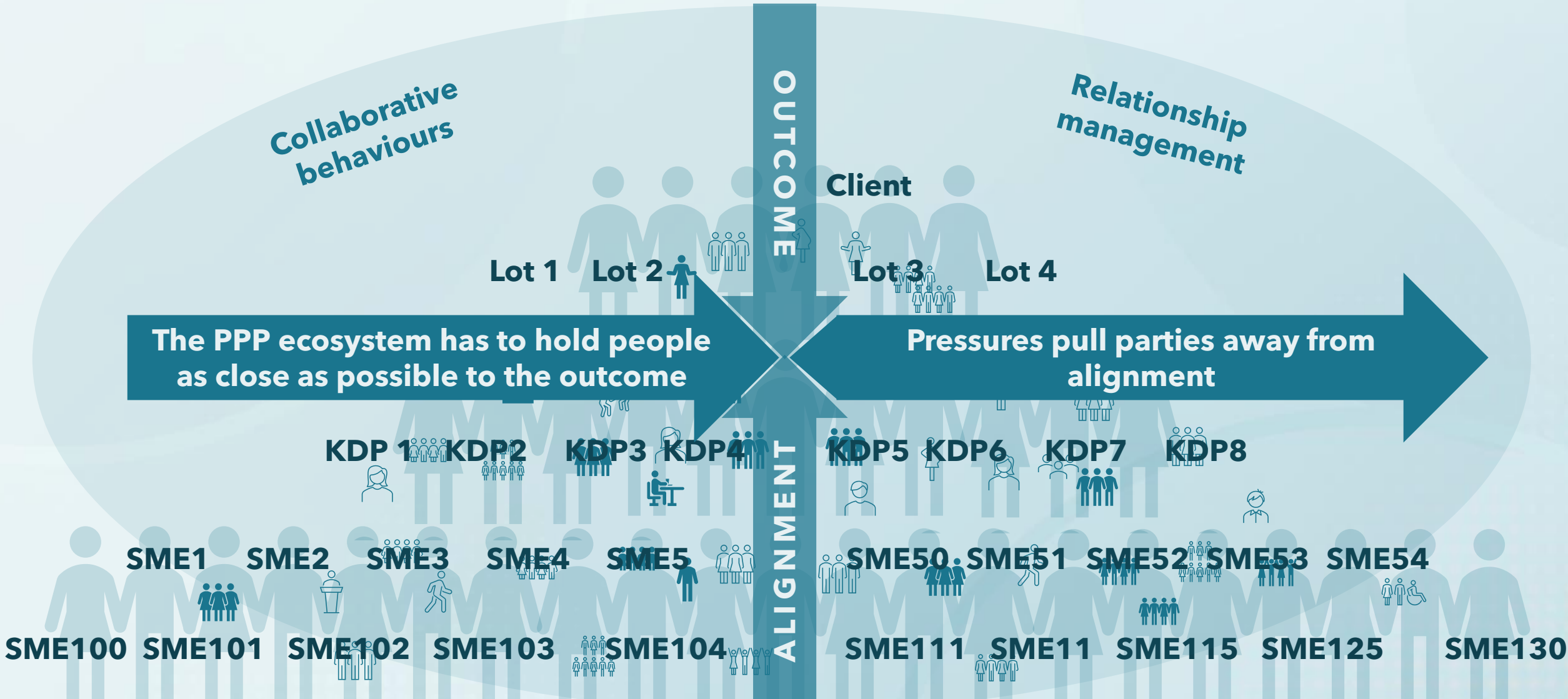
£900 million

# MAKING THE ENTERPRISE WORK

Un(b)locking value by working together



# THE SUPPLY CHAIN ECOSYSTEM: ALIGNMENT TO OUTCOMES





# OPPORTUNITIES WITH PPP

## How to work with us

- Focus is recognising commitments to the Supply Chain who are in the enterprise, or who have partnered with successful KDPs.



- Procurement Plan live on BECBC website shows our remaining procurements. Update due imminently.
- A number of resource support frameworks planned for 2024.



**CompeteFor**<sup>®</sup>

- PPP to Partner with CompeteFor to advertise all PPP related procurements.





Giving businesses access to  
supply chain contract opportunities

Tel: 0800 923 9235  
Email: help@competefor.com



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# Welcome to CompeteFor

CompeteFor is a free supplier platform that enables businesses to compete for contract opportunities linked to large-scale public and private sector buying organisations.

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## View Our Partners



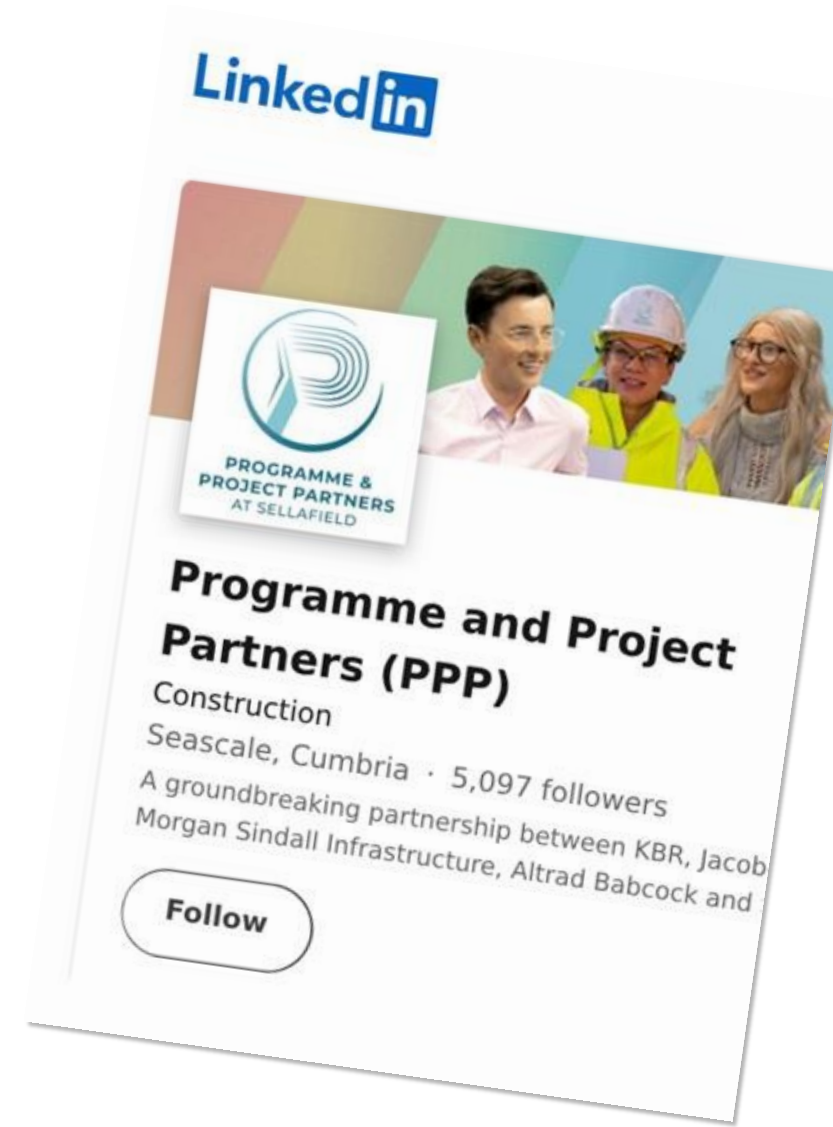
# CONTACT US

## Contact Details

General Enquiries  
[mppsupplychain@sl-ppp.co.uk](mailto:mppsupplychain@sl-ppp.co.uk)

John Rossiter  
[john.rossiter@sl-ppp.co.uk](mailto:john.rossiter@sl-ppp.co.uk)

SME Matchmaker Service  
Hazel Duhy  
[hazel.duhy@solomonseurope.co.uk](mailto:hazel.duhy@solomonseurope.co.uk)





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# THE PPP WAY

IS HERE TO STAY

A 20-year journey towards  
consistent and exemplar major  
infrastructure delivery.