

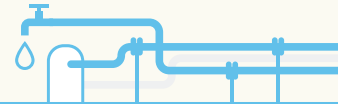
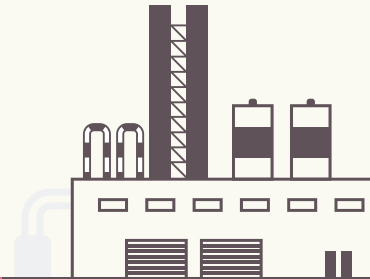


Swimming

with the big fish

SME MATCHMAKER SERVICE

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



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WE PASSIONATELY BELIEVE THAT SMES ARE THE KEY TO THE NATION'S ECONOMIC GROWTH

Their agility, flexibility and absolute focus on client satisfaction sets them apart.

Their closeness to the communities in which they are based, means they are able and willing to share their success with the people and community groups rooted to the regions in which they work.

Solomons Europe has been a vocal champion of the SME offering long before the Covid pandemic struck.

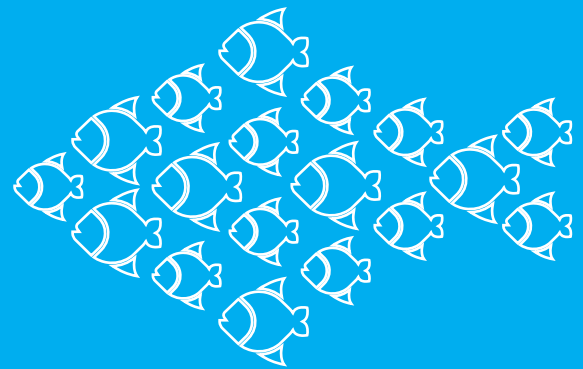
We have and continue to press the case for SMEs in the strongest possible terms to regional bodies, professional networking groups and politicians. We are relentless in extolling the virtues of what they offer – not only their passion and devotion to client service, but also their inherent responsibility to support their communities.

This will be especially relevant in the UK's post pandemic recovery, where the need to create new jobs and skills and to invest in the future will be driven by SME confidence. This, in turn, will be derived from the availability of significant long-term work.

The new SME centric procurement approach emerging from changes to government policy focus, sets the tone for meaningful change.

Now is the time for SMEs to prove their true economic and social value and play a central role in building a brighter future.

Now is the time for SMEs to demonstrate they are no longer "little fish" but "small giants".





THE CHALLENGE

Programme and Project Partners (PPP) is a 20-year £7 billion framework of megaprojects which aims to transform project delivery at the Sellafield site, its supply chain and the socioeconomic landscape of Cumbria.

Embracing the Project 13 approach, PPP has adopted the Multi-Project Procurement (MPP) commercial strategy. This encourages the creation of long-term relationships between its Key Delivery Partners (KDPs) and the supply chain and measures success on enterprise outcomes.

PPP has given us a unique opportunity to pilot a matchmaking service that helps to achieve the goals set out in its Critical Success Factors (CSFs) summarised below:



CSF1 COST MANAGEMENT

Cost certainty and double-digit percentage savings



CSF 2 EMPLOYMENT

Confidence to invest in the workforce and local area, and a significant reduction in agency supplied workers



CSF 3 OUTCOME

Realisation of aligned rewards through successful delivery of project outcomes



CSF 4 OUTPUT

Early Contractor Involvement from conception to create certainty of achieving outcomes



CSF 5 WORKFORCE SKILLS

The upskilling of Sellafield Ltd and the supply chain

This means we must actively seek out ambitious and high performing SMEs with the ability to support the preferred bidders to deliver on these Critical Success Factors, and more specifically, achieve locally focused targets for job creation, skills enhancement and supply chain value.



THE SOLUTION

To tackle this challenge, we have chosen to deliberately steer clear of traditional approaches to building a local supply chain database. We don't want to simply pay lip service to this task – we want to make real connections between businesses with the passion and commitment to support PPP and the successful delivery of its Critical Success Factors in the long term.

We are seeking SMEs committed to growing in a strategic and sustainable way and that supports the local economy and communities. To do this we need to get to know you and your business properly.

This means we will actively engage with you in person and get an insight into the very best bits of your business, your untapped potential and how you feel you can add value to the PPP framework in the long term.

Whilst we are unable to influence the ultimate choices made by PPP and its KDP partners, our aim is to give you the best possible chance of securing work and to help you flourish.

We will strive to make a compelling case for procurement teams to look locally where possible to fulfil project needs and collaborative work opportunities. And we are confident that our work with you, and businesses like you, will ensure a far more informed approach to local SME procurement.

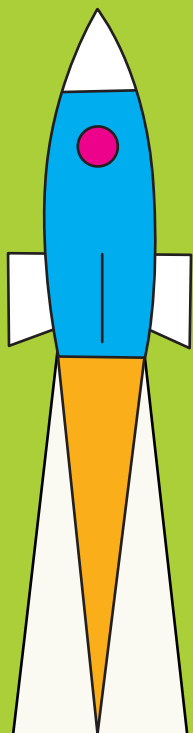


OUR AIM IS TO GIVE YOU THE BEST POSSIBLE CHANCE OF SUCCESS. INCREASING YOUR VISIBILITY AND SHOWCASING YOUR UNIQUE SERVICE OFFERING WILL HELP YOUR BUSINESS TO SECURE LONG-TERM PROFITABLE CONTRACTS THAT DELIVER MAXIMUM SOCIAL IMPACT.





THE PROCESS



- 7** YOUR PROFILE IS INCLUDED IN THE MATCHMAKER SERVICE DIRECTORY AND WE BEGIN THE HARD WORK OF SECURING MEETINGS AND SUPPORTING NEGOTIATIONS
- 6** WE SEND A DRAFT OF YOUR DIRECTORY PROFILE FOR APPROVAL ALONG WITH A DIRECT STATEMENT OF COMMITMENT
- 5** WE ARRANGE A FACE-TO-FACE OR ONLINE MEETING WITH YOU TO GATHER FURTHER INFORMATION ABOUT THE BUSINESS SO WE CAN PREPARE A DIRECTORY PROFILE
- 4** WE CONTACT YOU TO EXPLAIN THE OUTCOME OF THE PRELIMINARY ASSESSMENT AND, FOR SHORTLISTED SMES, SUGGESTS AREAS FOR FURTHER FOCUS IF APPLICABLE
- 3** WE REVIEW YOUR SUBMISSION AND MAKE A PRELIMINARY ASSESSMENT
- 2** WE SEND YOU A REGISTRATION PACK INCLUDING GUIDANCE DOCUMENTS FOR COMPLETION
- 1** YOU REGISTER YOUR INTEREST IN THE MATCHMAKER SERVICE WITH PPP



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To find out more about the Swimming with
the Big Fish SME Matchmaker Service contact
Luke Diccico on **07385 378 792** or
email **luke.diccico@solomonseurope.co.uk**

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Papcastle Depot, Papcastle Road, Great Broughton, Cockermouth CA13 0LD

www.solomonseurope.co.uk