



# Swimming with the big fish

## SME MATCHMAKER SERVICE

ISSUE 2 September 2022

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

This is your regular update on opportunities within Programme and Project Partners (PPP) and other Sellafield frameworks for SMEs. Much has happened since the first edition, with new framework awards, updates on progress from PPP and its KDPs, as well as plenty of positive news from SMEs. There's progress being made, but a lot of work to do and a long way to go. Let's stay positive! Thanks for your continued support. The Swimming with the Big Fish SME Matchmaker Team



# PPP CONTRACT AWARDS

## IT'S BEEN A BUSY FEW MONTHS FOR PPP CONTRACT AWARDS

### ANSALDO NUCLEAR AWARDED FIRST GSA1 CONTRACT

Ansaldo Nuclear has been awarded the first contract under the Fabrication and Manufacturing goods and services agreement (GSA1). The company will develop the key 'tie-in' connections to support the flow of effluent treatment streams between the Sellafield site's existing Site Ion Exchange Effluent Plant (SIXEP) facility and the new SIXEP Continuity Plant, which is being delivered by PPP. Together the two facilities will filter out nuclear material before it is safely discharged to sea.



[Click here to read the full press release from Sellafield Ltd](#)

Ansaldo Nuclear has engaged with the Matchmaker Team and there are potential opportunities for SMEs, with the skills and expertise they require to deliver the work. If you'd like an introduction, please get in touch.

The company is one of seven to be selected to deliver fabricated and manufactured equipment packages that fall under the GSA1 framework. The others are North West Energy Coast Alliance (McMenon Engineering and TIS Cumbria), NIS Ltd, Hyde Group, James Fisher Nuclear, Carr's Group and West Cumberland Engineering. The framework agreement is for an initial three years and is worth up to £20m.

### SEDDON SCOOPS BUILDING FIT-OUT PACKAGE

Seddon Construction Ltd has been appointed to deliver PPP's building fit-out work package (KDP 9). It covers a wide range of general construction activities, including internal walls, ceilings, screeding, flooring, painting and joinery. This is worth £175m over the next 17 years.

We were delighted to welcome Steve McCluskey, Supply Chain Manager, and Matthew Sargeson, Operations Manager, to our first Quarterly Connect meeting in July, where they outlined the pledges and commitments they made to working with SMEs during the tender process, which are now embodied in the framework awarded, as well as their forward plans (see story opposite).



The Matchmaker Service Team has been working closely with them to broker introductions to SMEs that can help them to deliver this work. Don't hesitate to get in touch if you think you have something to offer in support of KDP9.

## OTHER FRAMEWORK AWARDS TO DATE

### Heating, Ventilation, and Air Conditioning (HVAC) (KDP3)

Balfour Beatty Kilpatrick and EJ Parker Technical Services

### Electrical and Instrumentation (KDP4)

Balfour Beatty Kilpatrick and NG Bailey

### Mechanical Pipework (KDP5)

Balfour Beatty Kilpatrick and Doosan Babcock

## IT'S NEVER TOO LATE

KDPs have been eager to stress that just because frameworks have been awarded doesn't mean SMEs have lost the chance to potentially secure work. These frameworks are long-term, so the opportunities to get involved are ongoing.

Matthew Taylor, PPP Framework Director at Balfour Beatty Kilpatrick, summed this message up perfectly.

**"We've got a supply chain, but we're always looking to improve on that, develop it, enhance it, and I'm sure we have gaps in that supply chain. So, our work is very much alive. We very much need a collaborative supply chain to deliver the programmes ahead of us. The real work starts now."**

If you're interested in supporting any of the packages listed above, then get in touch.



# SME NEWS



Operations, maintenance and system engineers, Cumbria O&M Services (COMS), has secured a five-year framework agreement to support client Axiom on the Design Services Alliance (DSA) at Sellafield Ltd. COMS will deliver engineering and maintenance, operations support, commissioning and start-up for Axiom, having supported the client over the past five years on a sub-contract basis. The Matchmaker Service Gold-graded SME is based at Westlakes Science Park, Moor Row, near Whitehaven.

Grant Taylor, Operations Director at COMS, says: **"It is fantastic to be awarded further work as part of the DSA. The new framework is testament to the hard work of our team and the services we provide to our clients. We are excited by the opportunities this brings to our business for even further growth."**

[Click here to learn more about COMS](#)

Specialist systems integration company Delkia has joined COMS on Westlakes Science Park, taking out 3,600 sqft of office space. Commenting on the expansion Delkia's Managing Director, Kurt Canfield, says: **"Westlakes offers us the opportunity to work more closely with the many companies on site and provides us with the additional collaboration space we need to progress the many projects we have underway."**

The Gold-graded company - which has one of the facilitated 48 Heads of Terms currently in place between a KDP and SME - already has a dedicated manufacturing assembly, testing and electronics lab in nearby Egremont, along with an office in Preston.

It also recently picked up the Morgan Sindall 2022 Responsible Business Award and the Growing Business of the Year gong at the Britain's Energy Coast Business Cluster Awards 2022.

Delkia were in good company as SMEs and microbusinesses registered with the Matchmaker Service cleared up at the awards held at the end of May. Prima Uno won Business of the Year, while McMenon Engineering Services were highly commended. RED Engineering picked up the Innovation award, while Harrison Network emerged victorious in the Microbusiness category. A huge well done to the winners and the finalists.



### SHARE YOUR SUCCESS

We're eager to share your contract wins and examples of your commitment to investing and growing in West Cumbria and Cumbria. To share your story in future newsletters, please get in touch with Luke Diccico at [luke.diccico@solomonseurope.co.uk](mailto:luke.diccico@solomonseurope.co.uk)

# PROGRESS TO DATE IN NUMBERS

Questionnaires completed	120
SMEs profiled	109
Gold awards	41
Silver awards	40
Bronze awards	18
High Growth Potential grades awarded to microbusinesses	4
Professional Services and Ancillary Service SME/microbusiness (PAS) included in the Matchmaker Directory	6
Heads of Terms agreed between Key Delivery Partners and SMEs with support from us	48
KDP3 - Heating, Ventilation and Air Conditioning (HVAC)	4
KDP4 - Electrical & Instrumentation	12
KDP5 - Mechanical Pipework	10
KDP8 - Concrete Structures, Groundworks and Blockwork	19
KDP9 - Building Fit-out	5
Hours of meetings held between the SWTBF SME Matchmaker Service Team and SMEs	135

# WHAT'S HOT?

## KDP7 SCAFFOLDING, INSULATION AND PAINTING

As the work package title suggests, the scope includes all the typical elements of work usually associated with the delivery of scaffolding, insulation and painting. The Matchmaker Service Team has been engaging with a number of companies going through the PQQ (currently ongoing) stage eager to engage with SME supply chain companies should they receive the ITT (expected in September). If you've yet to express an interest in KDP7 please contact Hazel Duhay.

## LOOKING AHEAD

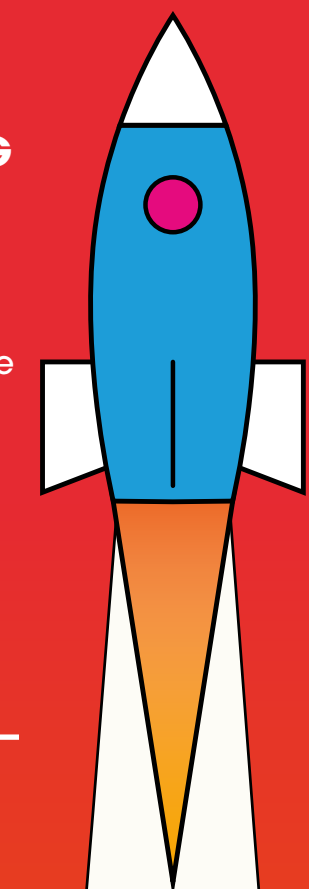
### FUTURE MULTI PROJECT PROCUREMENT PACKAGES

### KDP8 CONCRETE STRUCTURES, GROUNDWORKS AND BLOCKWORK

By far the biggest package of work to be released, which could be worth £1bn over 17 years. (Currently at Tender Evaluation stage)

### KDP2 STEELWORK & KDP6 EXTERNAL ENVELOPE

Another sizeable work package with plenty of engagement with potential KDPs. (Currently at Tender Evaluation stage)



# MATCHMAKER ENQUIRIES

When you register with us you have our commitment to support you as much as we can. If you have any enquiries about PPP packages, who to contact or generally need some help, we are always on the end of a phone or email.

### CONTACT US

Hazel Duhay, Project Co-ordinator  
Tel: 016973 44905  
Email: [hazel.duhay@solomonseurope.co.uk](mailto:hazel.duhay@solomonseurope.co.uk)

# STAY CONNECTED

We're regularly publishing news on the Matchmaker Service on the Solomons Europe website and social media channels. Make sure you keep up to date.

Web: [www.solomonseurope.com/blog](http://www.solomonseurope.com/blog)

LinkedIn: [@solomonseurope](https://www.linkedin.com/company/solomonseurope)

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

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



# KEEPING CONNECTED

More than 40 people gathered at Solomons Europe's Papcastle Depot offices in July for the first Swimming with the Big Fish SME Matchmaker Service Quarterly Connect meeting. It brought together SMEs, with senior and influential figures from PPP and its KDPs for a practical, open and honest forum to discuss PPP pipeline projects and requirements.

A huge amount was covered on the day, so we produced a special newsletter to capture what happened, get the perspectives from those who attended and also plot out how we'll tackle future meetings.

[Click here to view the newsletter and also the presentation slides delivered on the day](#)