

SDO CONNECT

Insights, opportunities and connections to accelerate SME growth.

- Discovery Report
- Outsourced BD Support
- Event Support
- Associates Services



Recap of the Month

February has kept the momentum going at SDO Associates, with another busy and productive month building on a strong start to the year. This month marked a major milestone as SDO Associates celebrated our 4th birthday. It's been a fantastic opportunity to reflect on how far we've come and to thank our clients, partners and associates who've been part of the journey so far. We're incredibly proud of the progress we've made and excited for what's ahead. Earlier in the month, our CEO, Stu Olden, and Senior Account Manager, Tom Parry, travelled to Dublin for a successful client meeting, a strong start to another busy period. We also published a new blog, "[Navigating UK Defence](#)

[Procurement: How SMEs Become Market Ready](#)", exploring how evolving UK defence procurement is reshaping opportunities for SMEs and what true market readiness requires. In addition, the Thames Valley Chamber of Commerce featured our [latest press release](#) announcing two new hires, a great moment to reflect on the continued expansion of our team. As a team, we're proud to keep building our capability and strengthening the support we provide to organisations across the defence, aerospace and space sectors.

Events

We attended the Thames Valley Chamber of Commerce Defence & Security Working Group, where senior leaders discussed key sector challenges and opportunities, reinforcing a shared commitment to regional growth. We also exhibited at Make UK Defence's Unlocking the US Defence Market, supporting SMEs with practical guidance, insights and connections to help navigate the US defence supply chain. We were pleased to attend Building Swindon's Future, where discussions highlighted growth,

innovation and collaboration opportunities across the region, particularly through the Swindon Defence Hub. In addition, we attended the Motorsport Industry Association coffee morning, where it was great to reconnect with familiar faces, meet new contacts and discuss the Motorsport to Defence and Motorsport to Aerospace initiatives. Looking ahead, we're gearing up for [DPRTE](#) next month, where we'll be supporting multiple clients and we're excited for what promises to be another excellent event.



Client News

We are pleased to welcome two new organisations to SDO Associates. [Dynamique](#), a specialist in aerodynamics and precision engineering, has engaged us to deliver a tailored Discovery Report exploring how its capabilities align with Defence priorities. [Timoney](#), renowned for its expertise in drivetrains, suspension systems and vehicle integration, has appointed us for Outsourced Business Development support as it continues to expand its reach in the defence sector.

Meet the Associate: Richard Burnet



As a former Royal Engineer, I've built experience across telecoms, manufacturing, infrastructure and government, giving me a versatile perspective on complex programmes. Today, I'm focused on business change, currently serving as Integration Lead on a multi-billion-pound defence bid, helping teams across the UK align strategy, processes and behaviours to deliver successful outcomes.

Richard on Being an Associate: I enjoy working with the great team at SDO Associates and the unique connections it brings. The challenge isn't just the engineering - it's navigating the context, people and clients priorities. What drives me is doing good work for good people and for our nation, and at SDO Associates, experience helps us focus on what matters most.

Richard's Fun Fact: Apart from my khaki days, I've represented my nation in alpine racing, sailed competitively and now I'm into swimming, including the Dart 10K here in Devon for charity. Not for anyone who's nervous about opaque water!