

SDO CONNECT

Insights, opportunities and connections to accelerate SME growth.

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



Recap of the Month

March has been action-packed at SDO Associates, with a full calendar of events and exciting new initiatives shaping the month. We kicked off the month with our annual team review meeting, a valuable opportunity to reflect on the past year and align on our goals for the year ahead. We're proud of the progress we've made and excited about what's to come. We also launched Episode 3 of our Advanced to Contract podcast, titled "What does a good technical proposal look like?", where we explore how to craft a compelling, credible, and competitive technical proposal. Our CEO, Stu Olden, shared practical guidance on building business cases that secure investment and

deliver measurable commercial outcomes at the Business Inward Investment event hosted at Nexus Business Centre. In addition, we published a new blog, "Defence Supply Chains: How SMEs Identify Where They Fit" exploring how SMEs can define their position, stand out from established suppliers, and take practical steps to become a trusted part of the defence ecosystem.

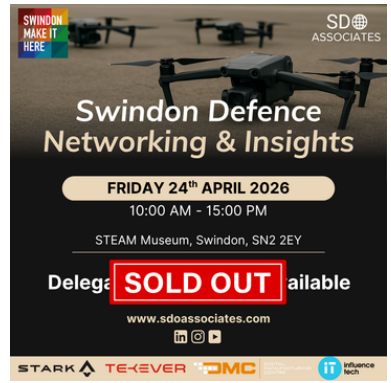
Events



March was packed with events and hands-on client support at SDO Associates. Senior Account Manager Tom has been busy on his travels this month, visiting Bedex in Belgium to support CRP Group and Xponential in Brussels, where he facilitated client engagement, introductions, and on-site meetings. We also attended MIA EEMS 2026, a fantastic event with an innovative technology and vehicle showcase, offering great opportunities to make new connections and spark collaboration. Later in the month, we were proud to support Intertek, 3T Additive Manufacturing, Helix, and GTR at DPRTE, a valuable event with a strong programme of meetings and engagement throughout.



In Other News...



Client News

We're pleased to welcome two new clients to SDO Associates. **RC Fornax**, a specialist engineering and technical consultancy, has engaged us for business development support as they strengthen their presence in the civil aerospace sector. Alongside them, **Carbon Component Solutions (CCS)**, and their sister company **Arnold Engineering Plastics (AEP)**, experts in advanced composite and plastic manufacturing, have partnered with us as they expand into the Defence sector.

We're proud to be hosting this sold out event, 'Swindon Defence - Networking & Insights' bringing together industry, government, academia and UK MoD stakeholders to explore Swindon's growing centre of Uncrewed Systems excellence. With a diverse line-up of exhibitors and expert speakers, the day promises insight, discussion, and valuable networking. Missed out this time? Don't worry - more news is coming soon!