



## Corporate Strategic & Quality Statement 2024

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Detail	Rev	Author	Date Reviewed	Reviewed By
Original Draft	1	D Underwood	15/2/24	S Marwick

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### Corporate Strategy

3D Technical Design Ltd (3DTD) provides Heat Networks, survey, design and consultancy management services to the UK District Energy sector. During 2022/23, we developed strategic partnerships with 1 Energy for work in Bradford, Rotherham, Exeter, Milton Keynes, Middlesbrough and Oxford, with potential future work for £500,000 through 2024 and CSW for likely jobs of £400,000. City Leap is taking place with Bristol City Council, where Vattenfall and Ameresco will be delivery partners with the Council. In meetings with Vattenfall, we have confirmation that our contract will continue, and new future work will go to ITT for competitive tendering, maintaining the £650,000 delivered in 2023. During 2023 we secured the Langarth Garden Village (LGV) design contract with the current expected 2024 T/O to achieve £350K

After securing the Wideco XPM and training for District pipework alarm testing during November 2020, it was proposed to expand this service during 2021 and 2022 to existing and new customers, along with the pipe mapping process developed over previous years, which is identified as a large potential market. However, with the increased work from the Heat Network design, the alarm service was not expanded through 2023 and is not planned to be expanded through 2024.

Internal mechanical design has developed the initial design of the building connection H configurations in Bristol. Small projects with Switch2 and SWECO have allowed interior design and stress analysis to penetrate the market. With more work to be delivered through 2024, as we have taken on stress and internal pipe designers.

To aid the development of the internal design we have now employed 3 survey-based engineers to carry out internal 3D laser scanning which will lead to internal design work. The District Heating industry is increasing year on year to deliver the requirement of decarbonisation, leaving a shortage of experienced design engineers to deliver projects.

After securing the Bristol City Council BCC design contract for three years worth £1.2m, though currently this is expected to be higher in the final value, this has been identified as a risk to the Company due to the high percentage, estimated at 50-60%, of 2021 and 2022 company turnover. Therefore, the company turnover is to be increased from £630,000 in 2021 to £1,050,000 in 2022 and £1.59m for 2023, targetting a £2.7m turnover for 2024 to bring Vattenfall, 1Energy and LGV turnover value to 40% or less in the year.

Increased sales will be achieved by securing 40% of the current pipeline projects. The company directors have structured the Company to allow one director, DJU, to allocate 80% of the time to Business Development over 2024 and to set up the Thailand office.

Our mission is to establish and maintain 3D Technical Design Ltd as the UK's finest source of uncompromised, high-quality design and survey solutions within the District Energy sector and continually assess new markets for opportunities.

Together, we will achieve this with openness and honesty and through the continued development of the best engineering talent operating at the centre of collaborative partnerships with our customers and suppliers.

## Quality Statement

Our services will be developed and delivered under agreed scopes, demonstrating engineering and commercial best practices and adding value to the industry. We will comply with all relevant legal, health, safety, and employment legislation.

Our objective is to be viewed by our suppliers, customers, staff and competitors as an organisation with the highest standards of integrity and employee development.

Our firm belief is that 3D Technical Design Ltd will achieve this by:

- Investing in our people, systems and procedures
- Openly collaborating with our partners
- Appropriately resourcing our staff and contracts to a level that never jeopardises quality
- Respecting the unique skills and strengths of every member of our team

Our policy is to set quality objectives central to achieving the organisation's strategic aims annually. We are committed to continuous improvement and have established a quality management system that provides a framework for measuring and improving our performance.

Although the Directors are ultimately responsible for Quality, all employees have a responsibility within their areas of work to help ensure that Quality is embedded within the whole of the Company.

Signed by:

Date: 15/02/2024

A handwritten signature in black ink, appearing to read 'David Underwood'.

**David Underwood MCIInstCES, DMS.**  
**Network Design Manager.**  
**3D Technical Design Ltd.**