

# SDO CONNECT

Insights, opportunities and connections to accelerate SME growth.

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



## Recap of the Month

It's been another busy and exciting month for the SDO Associates team – we've barely had a full week in the office! With so many events and activities taking place, it's been fantastic to see our network continue to grow and thrive. Our CEO, Stu Olden, took to the stage on both days at the MIA CTS Engineering & Technology Show covering a range of topics from motorsport to defence. His talks sparked engaging discussions and attracted strong interest from attendees keen to learn how cross-sector collaboration is driving new opportunities across the industry. This month we hosted our face-to-face Associates Forum, which was a fantastic

opportunity for networking and collaboration. The event really highlighted the depth of experience and exceptional quality within our Associates network. We were also thrilled to be successfully taken through to the second round of the South West Business Awards, where Thomas Parry and Stu Olden presented in front of the judges. We're now looking forward to attending the awards night on the 13th of November, where the winners will be announced. That's not all, we've started recording episodes for our upcoming podcast! Keep an eye out for more details soon, we can't wait to share what's coming. On a more personal note, our CCO Hannah Evans achieved an incredible milestone this month, climbing to Everest Base Camp! A huge congratulations to her on such an inspiring accomplishment.

## Events

It's been a busy month for the SDO Associates team, attending a series of fantastic industry events across the UK. We started at DroneX, gaining valuable insights into the latest innovations in UAVs and unmanned systems. Followed by the Oxfordshire, Buckinghamshire and Chilterns Regional Defence & Security Cluster (OBC RDSC) event, which brought together regional businesses and key stakeholders from the defence and security sector. The day provided a great platform for

collaboration, idea-sharing, and strengthening relationships within the wider supply chain. We also attended the MIA CTS Engineering and Technology Show, capturing video footage throughout the event – including an interview with two of our valued clients. We rounded off the month at Advanced Engineering UK, where it was great to catch up with clients exhibiting at the show and spend time networking and meeting new prospects. We're looking forward to building on this momentum at next month's events.



**GLOBAL TECHNOLOGIES**

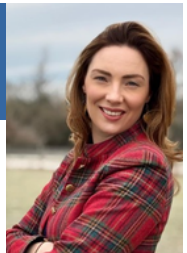


**MIRA**



**MASTERMELT**

## Meet the Associate: Emma Wilkinson



Emma Wilkinson is the Founder and Director of Red Branch Strategy, a consultancy supporting companies in AI, defence and emerging tech. A former barrister and in-house counsel, she combines legal and commercial expertise with a passion for responsible innovation in defence. Emma takes a practical, people-focused approach, helping teams streamline processes, manage risk and grow with confidence.

**Emma's Tip:** Understand your IP so you can protect it. Many early-stage companies don't know exactly what their IP is, who's creating it, or how it's protected, yet for tech and defence-tech firms, it holds most of the value. Map it early, ideally visually, and protect it properly; it doesn't need to be complex or costly, just start early.

**Emma's Fun Fact:** Emma is the proud owner of a small flock of Shetland sheep. She says they're adorable and mischievous in equal measure. They, along with her three children, keep her busy, active and grounded.

## Client News

We're delighted to share that GTR Composites has re-signed for an 18-month contract, we're looking forward to continuing our successful collaboration with their team. We'll also be supporting Mastermelt, a leading precious metal recycling company, at JOSACR Live as part of our event support service. In addition, we're pleased to announce that we've secured a long-term project with HORIBA MIRA, marking the start of another strong partnership within our growing network.

