



East Anglia Hub project update

**Webinar
6 August 2020**



Welcome - 14:00



OWGP Update - 14:05



Creating Supply Chain Opportunities - 14:15



East Anglia Hub Presentation – 14:20



Welcome

Lynsey Shovlin

Forth & Tay Offshore

Q&A – 14:40



Close – 15:00



Offshore
Wind
Growth
Partnership

OWGP Update SPR & EA Hub

Claire Canning
6th August 2020

Funded by

Offshore Wind
Industry Council

Delivered by

CATAPULT
Offshore Renewable Energy

Two types of support from OWGP



Business Transformation

- Increasing competitiveness to enable business growth
- Programmes of support delivered by specialists
- Part of a managed programme; assessment, delivery, review
- Different levels of intensity
 - Wind Expert Support Toolkit (WEST)
 - Sharing in Growth: Offshore Wind (SiG)

Coming in Aug/Sept



Grant Funding

- Funding for specific improvement or innovation projects
- Projects developed and managed by supply chain company
- Typically used for innovation – product and service commercialisation
- Range of sizes depending on stage of development
- In-kind contribution from beneficiary

Aims of WEST

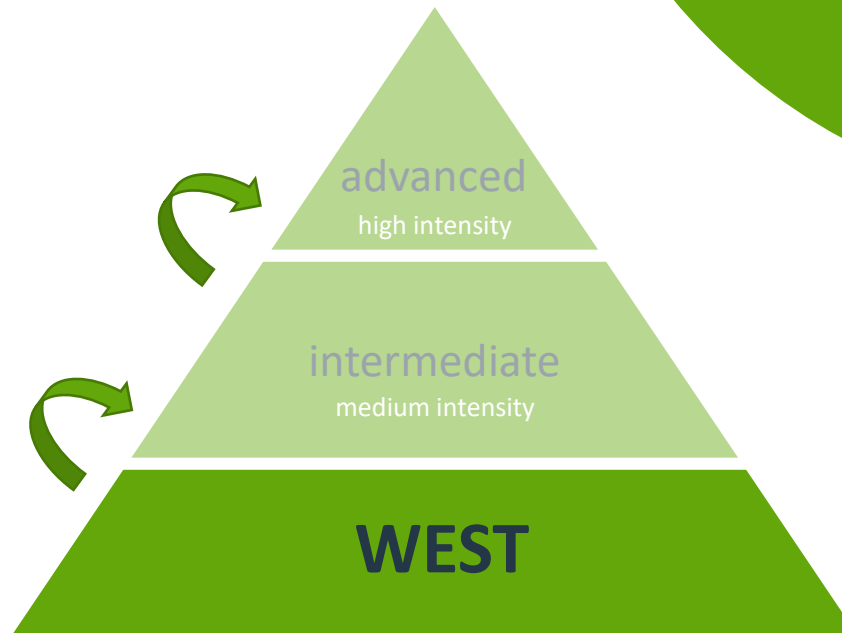


WEST is a low intensity intervention within the OWGP's business transformation programme and aims to support growth of supply chain companies entering or already embedded in the offshore wind sector.

WEST is a short-term foundation entry point support activity that will include:

- an assessment of a company's needs
- bespoke and targeted advice and support
- recommendations for next steps and action plans as and where required

Participation in OWGP's WEST Pilot Programme is FREE



Intensity: time, cost and return on investment

Who can apply?



WEST is open to companies and organisations with the following characteristics:

Start-up companies and organisations based in the UK who wish to work in the offshore wind sector



Established UK companies or organisations who work in other sectors who wish to transition into the offshore wind sector

UK companies or organisations already working in the offshore wind sector requiring more focused support or strategic input to enhance their future direction and growth opportunities



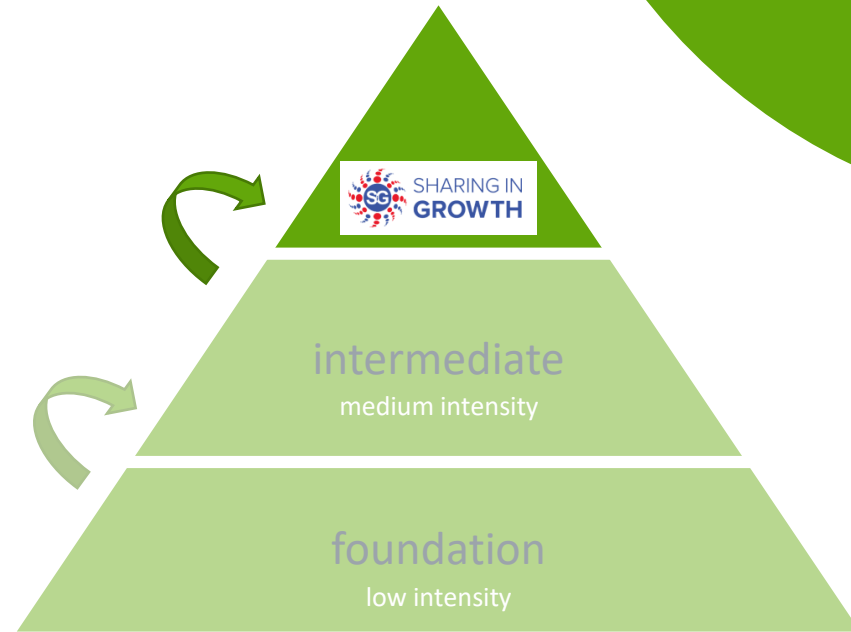
Aims of Sharing in Growth Offshore Wind Programme



The Sharing in Growth Offshore Wind (SiG OW) Programme is a high intensity intervention within the OWGP's business transformation programme and aims to support increased productivity and growth of supply chain companies in the UK offshore wind sector.

SiG OW is an advanced support activity that will provide long term intervention and include:

- An assessment of a company's needs
- Support which is bespoke and directly linked to a company's strategic priorities
- Recommendations for next steps and action plans as and where required



Intensity: time, cost and return on investment

Who can apply?

SiG OW is based on the highly successful Sharing in Growth Aerospace Programme and is open to companies and organisations with the following characteristics:

Ambitious companies looking to commit themselves to accelerate growth



UK companies already working in the offshore wind sector requiring focused support or strategic input to enhance their future direction and growth opportunities



Site turnover of between £5m – 100m per annum



More details on SiG Aerospace can be found using these buttons



What do Sharing in Growth Aerospace beneficiaries say?

“SiG has proven to be different from typical business improvement models from consultants, in that SiG personnel are coaches, embedded and genuinely understanding our business with a desire to leave behind a stronger organisation. Without this intervention, I doubt we would have been in a position to cope with our projected growth.”

Scott Tolson, CEO



OWGP Grant Funding Model

Large Project Grant	£250k-£500k
Medium Project Grant	£75k-£250k
Pilot Project Grant Manufacturing Funding Call Innovation Funding Call	£25k-£75k

↑
Time, Cost & Expected RoI

Description

- Funding for specific improvement or innovation projects
- Range of sizes depending on stage of development
- Targeted and open calls on regular basis

Current Activity

- Pilot Funding Projects started March 2020
- New funding calls opened July 2020
 - Cross-Sector Support
 - Open Call
- [Briefing Webinar](#) Tuesday 4th August
 - Recording & FAQs will be available on the website

Enabling diversification of UK manufacturing capability and technology innovation

Call Budget: ~£300K

Call Focus:

Manufacturing Diversification

Building new manufacturing capacity in offshore wind by enabling UK businesses with existing capability in adjacent sectors to de-risk existing processes and diversify.

Technology Transfer

Supporting innovative companies to de-risk new technologies, products/services for offshore wind application through testing, validation and/or demonstration.

- Applicants must demonstrate capability in another industrial sector and justify the OSW application.
- Applicants are expected to involve a specialist/expert delivery partner to support
- Call details can be found [here](#)
- Application deadline is **Friday 18th September at 5:00pm**

Improving competitiveness and driving innovation across UK supply chain

Call Budget: ~£300K

Call Focus:

- Exploring and implementing new processes or ways of working that will demonstrate improved competitiveness within the supply chain.
 - Disruptive technologies, products and/or services that present game-changing solutions to real industry challenges.
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- Applications are welcome from companies across the UK supply chain
 - Support or sponsorship from an offshore wind industry end-user is strongly recommended
 - Two-staged assessment process whereby only successful Stage 1 applicants will be invited to Stage 2
 - Call details can be found [here](#)
 - Stage 1 Application deadline is **Friday 21st August 2020 by 5:00pm**



Supporting high growth companies in the UK offshore wind supply chain

[Learn more >](#)

www.owgp.org.uk



HIGHLANDS AND ISLANDS
OPEN4BUSINESS

A Platform for Success

CREATING SUPPLY CHAIN OPPORTUNITIES

Sandra McCaughey
O4B H&I Programme Manager



HIGHLANDS AND ISLANDS
OPEN**4**BUSINESS

O4B Platform Advertising Opportunities Connecting Buyers and Suppliers

Buyers

- Raises profile
- Supports supplier engagement
- Direct access to local supply chain
- Local market awareness
- Access to support

O4B

- Business readiness
- PQQ
- Business support
- Connect/search
- Notice only
- Contract notice
- RfQ

Suppliers

- Visibility of opportunities
- Supports business readiness
- Opportunity to be shortlisted prior to procurement
- Partner search



O4B Case Studies

Notice Only

- ATME Power Ltd – new supplier of Lithium Iron Phosphate Powder
- DeepWind cluster member – skills available in area for future contracts
- ICC / O4B User – call for supply of PPE for non health related key workers

Contract Opportunities

- Montrose Port / Seagreen – Communications Mast
- Emec – Bathymetric Study
- Viking Energy – Supply and install stock-proof fencing
- EDPR UKLtd – Crew Transfer Vessel Services

Request for Quote

- SSE – 5 soft shell jackets
- SSE Renewables – hire of an all terrain vehicle

East Anglia HUB Contact Details

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Thankyou for listening



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Q&A

Send your questions
via the chat box.
