



# OWGP Development Grants Briefing

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Offshore Wind  
Industry Council

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**CATAPULT**  
Offshore Renewable Energy

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(Tom Nightingale, OWGP Reference Group Lead)
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# Introduction to OWGP

OWGP is a long-term business transformation programme for the UK offshore wind supply chain

## Funding:

- OWIC (offshore wind developers) are funding OWGP.
- OWGP will leverage regional and national public funding

## Delivery:

Budget of £100m over ten years to provide:

- **Business Transformation** – structured programmes to help companies grow.
- **Grant Funding** – for developing new products, services, capacity and capability

## The aims of OWGP are:



Increase UK  
content in UK  
projects



Increase  
exports to  
global markets



Increase  
economic value  
(jobs and GVA)



Increase UK IP  
embedded in  
supply chain

# OWIC Introduction

02<sup>nd</sup> February 2024

OffshoreWind  
IndustryCouncil





# Offshore Wind Industry Council

The Offshore Wind Industry Council (OWIC), a senior Government and industry forum, was established in May 2013 to drive the development of the world-leading offshore wind sector in the UK. It is comprised of members drawn from the leading UK and global firms in the offshore wind industry, including developers and original equipment manufacturers.

The Council oversees and drives the implementation of the Offshore Wind Sector Deal, co-Chaired by Industry and the UK Minister of State for Energy Security and Net Zero.

**The Offshore Wind Industry Council brings together industry, policy-makers and stakeholders to shape the industry, and work collaboratively to achieve our ambitions for 2030 and beyond.**

# OWIC Workstreams

To address some of these key challenges in large scale deployment of offshore wind, OWIC established several key strategic workstreams.

Each workstream drives key deliverables under the Sector Deal, overseen by the Industry Board, and supported by the OWIC Delivery team at RenewableUK



# OWGP Reference Group

1 Representative per OWIC member company, typically supply chain / stakeholder role

Meet before each OWGP Board Meeting (5 per year)

Support to OWGP:

- Provide OWGP with OWIC members common aligned perspective (not disclosing any confidentiality clauses) within on where UK supply chain succeeds and where it does not succeed
- Identification of companies that OWIC members would like to see improve (e.g. to fill a gap or reduce cost level)
- Support by reviewing work by the OWGP where appropriate and in reasonable scope as determined by the reference group in providing insight, advice and expert knowledge.
- Mobilise resources that assist in review of supply chain companies' innovation and operational developments
- Support OWGP/ORE Catapult Spotlight Event



- ✓ Capability Gaps
- ✓ Referrals
- ✓ OWIC Member events
- ✓ OWGP awareness events
- ✓ Supplier engagement

# OWGP Programme Overview





# Grant Funding

## Grant Funding

- **Development Grants - £50k to £500k**  
Large scale grants for transformative projects delivering a step-change in company growth.
- **Innovation Grants - £25k to £200k**  
Smaller-scale grants for game-changing projects that deliver new innovative technologies, products and services to the sector.



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86 projects have been awarded OWGP funding so far...

Logos included in the collage:

- Smart Component Technologies
- APOLLO
- CRC EVANS
- TechnipFMC
- SeaROC GROUP
- SHEFFIELD FORGEMASTERS
- LiveLink aerospace
- LEASK MARINE
- sennen
- insensys
- EC-OG
- CVE CAMBRIDGE VACUUM ENGINEERING
- Windscope
- W3G Marine Ltd
- LMC LONDON MARINE CONSULTANTS
- MarynSol
- GRANADA MATERIAL HANDLING
- EchoBolt
- LEDWOOD Technology
- USS unmanned SURVEY SOLUTIONS
- Sedwell
- PLASWIRE POLYMER PROCESSING
- Quocean Innovation Offshore
- JET ENGINEERING 5G AT SEA
- sulmara
- James Walker
- anakata PERFORMANCE WITH PURPOSE
- Magnomatics®
- GLOBAL ENERGY GROUP
- DFS COMPOSITES LTD
- VRAI
- CASC elevating standards
- Pict Offshore
- ZELIM NATURE WILL NOT TAKE THEM
- CEDECO
- encomara

# Business Transformation

## Business Transformation

### WEST (Wind Expert Support Toolkit)

Foundation - provision of specialist advice, market intelligence and insight into the sector for all businesses.

### F4OR

Intermediate - supporting companies with complementary skills and services to get bid-ready for work in OSW supply chain.

### Sharing in Growth offshore Wind

Advanced - embedding proven approaches to drive organisational improvements with exiting OSW supply chain.



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The WEST Programme is now supporting >150 activities  
Sharing in Growth has supported 14 activities  
F4OR national programme has 14 companies



# Offshore Wind Growth Partnership (OWGP)

OWGP: UK's flagship supply chain growth funding and business support organisation dedicated to offshore wind

## Programmes offered to date


	Sector knowledge, market intelligence, business strategy	8-10 weeks
	Tender readiness	12-18 months
	Increased competitiveness	Up to 4 years
<b>Funding</b>	<b>Innovation:</b> Technology commercialisation <b>Development:</b> Increased capability and/or capacity	£25k - £1 million per project



Supporting UK companies to achieve global competitiveness

Some of the participants in funding programmes:



  
CAMBRIDGE  
VACUUM  
ENGINEERING

  
TECHNOLOGIES





4.5

Years of experience

270

Projects supported

724

Jobs created

113

Million £ revenue growth

# Development Grants Funding Call (Jan 2024)



# Development Grants

## Improving competitiveness and increasing capability in the UK offshore wind supply chain

The purpose of the Development Grants is to help UK companies to improve their competitiveness or increase capability to **enable a step-change in their growth**.

The call is designed to fund projects that will lead to an **increase in UK content, UK jobs, UK IP, turnover and exports in the offshore wind sector**.

This covers **both capex and opex**, i.e. investment in new equipment and facilities as well as the development and implementation of new processes or commercialising new products/services.



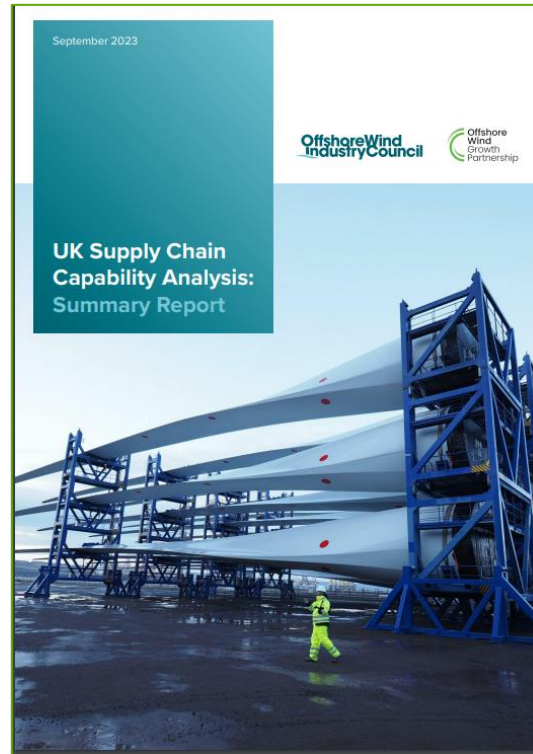
Total funding pot is £2m

Eligible project costs are between £50k and £500k

Projects of between 9- and 24- months duration



Projects should unlock growth in at least one high value supply chain area identified by industry



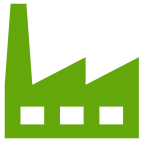
Read the [UK Supply Chain Capability Analysis](#) here



Cables	Supply, installation, protection, monitoring and repair of export and array cables.
Substations & Electrical Design	Design, supply, installation and O&M of the offshore substation (including foundations) and overall electrical system design.
Steel Fabrication	The manufacture of monopiles, jackets, towers, floating semi-submersibles and UK steel production.
Floating Wind	The floater design and fabrication, mooring spreads and anchoring, assembly and installation, dynamic cables and buoyancy (and the lower tiers to support all of this).
Development Services	Concept design, environmental impact assessment and survey activities.
Offshore Services	All tasks required offshore to construct, commission and operate and offshore wind farm.
Vessels	Manufacture, enhancement or upgrade of crew transfer vessels, service operation vessels, heavy lift vessels, remotely operated vessels, anchor handling vessels and autonomous vessels.
Blades & Rotor Assembly	Manufacture of blades, but also considers the design, repair and recycling of blades and blade material.
Wind Turbine Generator (WTG) Components	All electrical and ancillary items used within the WTG.

OWGP is seeking applications from UK companies with proposals focused on one of the following areas:

- ❖ Investing in new equipment or facilities to increase manufacturing or service delivery capacity or capability.
- ❖ Developing and implementing new operational processes that will increase competitiveness in the UK and global markets.
- ❖ Investing in new technologies, products and/or services to improve operational performance, reliability and/or efficiency. **Please note that any technology development should be near-to-market, ready for commercialisation.**
- ❖ Other activity that will grow the company and lead to increased UK jobs, turnover and/or exports.



**This competition will support companies with transformative plans for a step-change in growth in offshore wind.**

- Be a UK-registered company of any size
- Applicants cannot submit a funding application for a project that **does not have a distinct scope** that is unlikely to materialise without **external funding support**
- The Project scope cannot be described as “business as usual”.
- Applicants must demonstrate **clear alignment** with at least one of the nine supply chain areas in the competition scope (identified in the **Supply Chain Capability Analysis Report**).
- Applicants must **NOT be in receipt of current OWGP grant funding** through a funding competition launched within the last 12 months.\*
- Applicants that are resubmitting a proposal from a previous OWGP funding competition **may only resubmit ONCE**.
- Applicants must **NOT have already received 3 or more OWGP funding awards**.
- Applicants must demonstrate that the product or service has an application in offshore wind.
- Show a clear intent to grow the business in terms of **turnover, UK jobs, exports and IP**
- Demonstrate an ability to provide at least 50% matched contribution
- Make only one submission to this funding call per company

\* Includes May 2023 Development Grant Competition

Your project's grant from OWGP must be between £50k and £500k.

Applicants must demonstrate the ability to contribute cash or in-kind investment of at least 50% of the total project budget.

*e.g. £500k project could be made up of £250k OWGP Development Grant, £125k cash investment from the company and £125k in-kind company contribution.*

**OWGP encourages applications from companies that would consider the repayment of funds following commercial success.**

In addition to the Lead Organisation (applicant), we encourage the inclusion of other organisations as part of the wider Project Team as and where this is appropriate:

- Other UK-based business
- Potential clients for the Deliverables
- Academic institutions
- Public sector organisation
- Research and Technology Organisation (RTO) such as Catapults.

The OWGP **may** consider an overseas Delivery Partner if the capability does not currently exist in the UK. This should be clearly justified in your application.

**Please note: The OWGP will contract with and allocate grant payments to the Lead Organisation ONLY. All project partners will be sub-contractors to the Lead Organisation.**

# How to apply





- The Development Grants Call has a two-staged application process. This will enable to the OWGP to
- Manage the volume of applications
  - Determine eligibility early in the process
  - Notify applicants as early as possible
  - Identify the most appropriate assessors
- Only successful Stage 1 Applicants will be invited to submit a Stage 2 Application. The Stage 1 EoI Deadline is **Friday 8<sup>th</sup> March at 5:00pm.**
  - The OWGP will review all Stage 1 Applications and notify applicants by **12<sup>th</sup> April 2024** of the decision. We will try to provide feedback wherever possible.
  - At this time successful Stage 1 Applicants will receive a Stage 2 Business Plan template to complete and submit by **Monday 13<sup>th</sup> May 2024 by 5:00pm.**

Please note only successful Stage 1 Applicants can continue with the funding application process.

# How to Apply

<https://owgp.org.uk/programme/development-grants/Development Grants May 2023>

We recommend you download our [Scope & Guidance document](#) before starting the form

- We are now using [Microsoft Forms](#) for our applications
- Questions are a blend of text box responses, numerical and drop-down responses
- Link to Funding [Terms and Conditions](#)

Please note - you will **NOT** be able to save and return to your application within the form. We therefore strongly recommend that you draft responses to the questions which are found in the **Development Grants Scope and Guidance Document** before copying these into the form for submission. You will be able to save a PDF copy of your responses after submission.



## OWGP Development Grant Application - Jan 24

Prior to entering your responses on this form, please ensure you have fully reviewed our Development Grants Scope and Guidance Document which can be found on the OWGP Website:

<https://owgp.org.uk/programme/development-grants/>

The Development Grants Scope and Guidance Document contains important information relating to the scope and aims of the programme, applicant eligibility and also explains the assessment and delivery process.

Please note - **you will NOT be able to save and return to your application within this form.** We therefore strongly recommend that you draft responses to the questions which are found in the Development Grant Scope and Guidance Document before copying these into the form for submission.

Please note - This application should be completed by the lead organisation wishing to receive funding and should not be filled-out by a third party or on behalf of another organisation.

Please note - if your organisation has been awarded a grant from an OWGP funding competition launched in the last 12 months you are not eligible to submit into this funding round.

Please note - if your organisation has received 3 or more grant funding awards from OWGP, you are not eligible to submit into this funding round.

Please note - Applications will be assessed on company growth potential. If your project is focused on technology development, technologies should be near-to-market, ready for commercialisation. This includes floating technology.

\* Required

### Contact Details & Company Information

If you have not already registered, please register your interest in the OWGP Programme before you submit this application at: <https://owgp.org.uk/register-interest/>

1. Applicant Name \*

# Stage 1 Application Questions

Section	Section Title	Criteria Guidance	Criteria	Assessment Weighting
1	Tell us about the background to your business and relevant experience	An Applicant must <b>have relevant experience or be well suited to delivery</b> in the offshore wind sector	Company Background and relevance to this call	5%
2	Tell us about your ambition for growth in offshore wind	An Applicant must demonstrate clear ambition for growth in the sector and articulate the strengths they have that will enable them to be successful.	Ambition for growth in offshore wind	10%
3	Tell us about the market opportunity/challenge(s) that your project addresses	An Applicant must show a clear understanding of the market opportunity/challenge it is aiming to address with use of the OWGP funding.	Clear challenge/market opportunity	15%
4	How does your project align with the high-value supply chain focus area(s) in this scope	An applicant must demonstrate clear alignment with at least one of the nine focus areas such that it will maximise benefit to the UK offshore wind sector.	Alignment with high-value supply chain categories	10%
5	Tell us about your project and how it will unlock business growth in offshore wind	We are looking for the applicant to <b>describe the project</b> and justify with sound reasoning how the proposed solution is well-suited to the challenge/opportunity identified. The applicant should clearly <b>describe how they will ensure effective project delivery and achieve the outputs.</b>	Project suitability and approach to delivery	20%
6	Financial Summary	An applicant must clearly outline the project costs and explain why the proposed Project is the most cost-effective method of solving the identified opportunity/challenge. The Applicant must explain why the project would not materialise or be less effective without OWGP funding.	Value for Money & Additionality	20%
7	What are the expected outputs in terms of business growth?	An Applicant must indicate what the impact will be on company growth KPIs: <b>UK Jobs, turnover, IP, exports</b> , and identify additional benefits/impacts.	Impact and Growth Potential	20%

Event	Date
Call Opens	25 <sup>th</sup> January 2024
Online Briefing Event	Friday 2 <sup>nd</sup> Feb 2024 from 2:00pm – 3:00pm
Stage 1 Application deadline	<b>Friday 8<sup>th</sup> March 2024 at 5pm</b>
Stage 1 Applicants notified	<b>On or before 12<sup>th</sup> April 2024</b>
Stage 2 Application deadline	<b>Monday 13<sup>th</sup> May 2024 at 5pm</b>
Applicants notified	<b>On or before 5<sup>th</sup> July 2024</b>
Project Start Date	<b>On or before 19<sup>th</sup> August 2024</b>

# Development Grant Process





- Step (1)      Ensure that you have registered on the website:  
<https://owgp.org.uk/register-interest/>
  
- Step (2)      Draft responses to the application questions found in the  
[Development Grant Scope & Guidance Doc](#)
  
- Step (3)      Paste your responses into the [Online Application Form](#) and **submit**
  
- Step (4)      You will receive an email acknowledgement to confirm that your  
application has been received.

- **Stage 1 Applications** will be reviewed by a mix of internal and external assessors to determine eligibility.
- **Stage 2 Business Plans** will be reviewed by the OWGP Programme Team, OWGP Board and Independent Assessors where appropriate.
- Assessors will be asked to score applications based on the evaluation criteria detailed in the Scope & Guidance documents (Please refer to the documents for weighting of scores)
- Applicants will be notified of the decision via email and will receive feedback shortly afterwards.

## Applicant Responsibilities

- Provide an internal champion to engage with OWGP and manage the project.
- Commit internal resource to deliver the agreed project.
- Report to the OWGP on successful results and major business milestones.
- Be open to publicity about participation in the OWGP.
- **Be ready to start your project in August 2024 with matched funds in place**

## Funding

- Funding will be paid on all eligible project costs net of VAT.

## DO

- **Ensure you are eligible** before submitting an application
- Ensure your **eligible project costs are within the grant range for this competition** - £50k to £500k (if the grant request is not within this range, the proposal will be rejected)
- **PLEASE** make sure your **project finances are correct** across all budget lines.
  - Including internal labour Vs. subcontracting costs!!
- Let us know if you are open to repayment options following commercial success generated by the project (**not essential**)
- Make it clear in the application if you are anticipating any changes to the company during the life of the project e.g. Dedicated project company, new company name, new website, rebranding etc.
- Pay close attention to **KPI alignment** i.e. if the project will not generate UK jobs or exports it is unlikely to be successful
- **Demonstrate clear market understanding** – Applicants need to demonstrate where they fit in the offshore wind market and how this can be exploited for company growth. Quantify wherever possible.

## DON'T...

- Submit an application if **you do not meet the eligibility criteria or scope** – ask if unsure
- Submit an application for “business as usual” activity i.e. general business development or marketing. **Needs to be a discrete project with tangible outputs.**
- Resubmit a previous application without addressing feedback and comments – you can only resubmit once.
- **Submit rounded up costs** – ensure they are accurate and you are prepared to demonstrate evidence of these. Labour costs are scrutinized heavily.
- **Submit costs without providing clear justification** of the breakdown and how this demonstrates value for money.
- **Submit additional material** with the Stage 1, there will be opportunity to send supporting documents and letters of support with your Stage 2 business case.
- **Include overseas partners** or subcontractors in your application unless you have notified OWGP and provided clear justification for not using UK suppliers.
- **Inflate forecast KPIs** – provide justification of all forecasts and how they align with the market opportunity. Ambition is great but forecasts need to have rationale.

# Q&A





# Offshore Wind Growth Partnership

**Unlock potential • Develop capability • Accelerate growth**