

Strand B - Business Competitiveness Pilot Funding Call Application Form



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Call Title: Competitiveness from advanced manufacturing/fabrication techniques

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1. Contact Details

Please enter your contact details:

Name:	
Position:	
Email:	
Telephone:	
UK Company No.	
Postcode	
Website	

If you have not already registered, please register your interest in the OWGP programme at:

<https://owgp.org.uk/register-interest/>

2. Introduction

The Offshore Wind Growth Partnership (OWGP) is a long-term business transformation programme that has been established as part of the UK Offshore Wind Sector Deal. Over the next 10 years, the OWGP will invest in projects, activities, products and services that provide direct support to high growth companies in the UK offshore wind supply chain.

The OWGP is a national programme that encourages companies from all sectors and locations to participate. It consists of four main strands:

- A - Collaborating for Growth
- **B - Business Competitiveness**
- C - Building New Capacity
- D - Supply Chain Futures

This application form is for a pilot funding call relating to Strand B - Business Competitiveness.

Full guidance on this application form is provided in the **Strand B Pilot Calls Scope and Guidance** document available on the [OWGP website](#). If you require help completing this form or you have any questions about this call, please email info@owgp.org.uk

3. Application Form

An application consists of:

- Application Form – five questions about the company and the project
- Financial Summary – breakdown of costs being requested
- Appendix – supporting materials (optional)

This call is designed to help your business access specialist expertise that can help to overcome a manufacturing challenge that cannot otherwise be solved internally. This application should be completed by the lead organisation, but content and costs should be developed along with delivery partners who will be providing the specialist expertise.

Use this application form to answer the five questions about your business and how you would utilise OWGP funding to improve your competitiveness. Note that each question has a series of sub questions that will help you to complete your application.

Instructions

Step (1) Ensure that you have registered on the website:

<https://owgp.org.uk/register-interest/>

Step (2) Complete the following files with you company name at the start of the file name.

- Application Form (pdf)
- Financial Summary (xls)
- Appendix (pdf) (optional)

Step (3) Send an email with the files as attachments to info@owgp.org.uk.

Step (4) You will receive an email acknowledgement to confirm that your application has been received.

Q1 Tell us about your company and your plans for growth in offshore wind

Note: We are looking for an applicant to show relevant experience or be well suited to delivery in the offshore wind sector and display a strong knowledge of their market segment. Applicants also must show they have plans for future growth.

- What does your company offer? What are your core capabilities?
- Describe your competition and what best-in-class currently looks like.
- How big do you consider your market opportunity in offshore wind?
- Describe the structure and dynamics of your market segment. e.g. Customer segmentation, business models, routes to market.
- What is your current market position and traction so far in offshore wind?
- What investments have you already made to improve traction in offshore wind?

**Q1 Tell us about your company and your plans for growth in offshore wind
(Maximum 400 words)**

Q2 What challenge does your business face that led you to seek OWGP support?

Note: We are looking for an applicant to show a clear understanding of the challenge(s) it is trying to solve with use of the OWGP funding and why it has chosen to focus on this/these challenge(s). While we do ask about the broader barriers you face, please keep your answer focused on the support you want delivered under this funded project.

- What are your key barriers to growth in the offshore wind market?
- What challenge do you face around competitiveness that you have chosen to focus on?
- Quantify or describe the impact this challenge is having on your business.
- Do you have a knowledge gap or a skills shortage in this area?
- Why have you chosen to focus on this challenge for this OWGP funded project?

**Q2 What challenge does your business face that led you to seek OWGP support?
(Maximum 400 words)**

Q3 How will this project overcome this challenge?

Note: We are looking for applicants to demonstrate how the proposed relationship or partnership with a Delivery Partner is well-suited to solving the challenge and improving the Applicant's business competitiveness. It is expected that the Applicant will utilise one or more external Delivery Partners to provide expert knowledge. The involvement of these Delivery Partners must be justified with sound reasoning.

- Which Delivery Partner(s) have you selected as part of this OWGP application?
- How can this Delivery Partner help improve your business competitiveness?
- Why is this Delivery Partner well-suited to the role? What skills or services do they have that will help you solve your challenge?
- What are the expected outcomes of this project?
- How will the deliverables help you to overcome your chosen challenge?
- How are you going to benefit from the outcomes of the project? e.g. increase revenue by x%, reduced costs by £x.

**Q3 How will this project overcome this challenge?
(Maximum 400 words)**

Q4 How are you going to deliver this project and achieve the proposed outcomes?

Note: An Applicant must demonstrate a sound project plan with a clear understanding of the risks around delivery of the project, as well as evidence for how the deliverables will be utilised and exploited by the Applicant’s business.

- What are the key milestones and deliverables of the project?
- How are you going to manage the work conducted by the Delivery Partner(s)? e.g. use of project management systems and management reporting lines.
- Will the Delivery Partner(s) require access to any other resources to deliver the project? How will you provide access?
- How are you going to ensure the results are utilised by your business?
- What will be used as a measure of success for delivery of the business support?
- Outline the main risks and uncertainties of the project, including the technical, commercial, managerial and environmental risks, providing a risk register if appropriate.
- How will you mitigate these risks?

**Q4 How are you going to deliver this project and achieve the proposed outcomes?
(Maximum 400 words)**

Q5 Describe the wider benefits and added value that your project offers

Note: An Applicant must outline the costs of the project and demonstrate the added value the project offers to the OWGP, the UK economy and UK offshore wind industry. They must also demonstrate that the project would not go ahead without the funding from OWGP.

- How will the applicant fund its contribution to the project?
- How will you protect and exploit the outputs of the project, for example through know-how, patenting, designs or changes to your business model?
- Explain what would happen if this project went unfunded. How is the OWGP funding additional to the existing efforts of your business?
- What are the economic benefits from the project (increased turnover, jobs, exports)
- Are there any expected reductions in the Levelised Cost of Energy (LCoE)
- Are there any expected environmental impacts, either positive or negative
- Any impact on diversity and equality
- Explain how you expect to use the results generated will support research activities

**Q5 Describe the wider benefits and added value that your project offers
(Maximum 400 words)**

4. Financial Summary

Use the Financial Summary spreadsheet to calculate costs. The summary from this spreadsheet should be entered below. It is expected that at least 30% of the overall budget is contribution from the applicant.

Summary	£
Labour	
Overheads	
Materials	
Subcontracting	
Travel and Subsistence	
Other	
Total project costs	

Funding	£
Total costs	
Company contribution	
Funding requested	
% contribution	

5. Appendix

You can submit one appendix to support your answers E.g. business plan, project plan, risk register. It must be a PDF and can be up to four pages long. The font must be legible when printed on A4-sized paper.