

Business Competitiveness Pilot Funding Call

Scope and Guidance



Author: OWGP
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1 Offshore Wind Growth Partnership

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. It will promote closer collaboration across the supply chain, implement structured productivity improvement programmes and facilitate shared growth opportunities between developers and the supply chain.

Over the next 10 years, the OWGP will invest up to £100 million in projects, activities, products and services that provide direct support to high growth companies in the UK offshore wind supply chain. The programme will deliver a combination of strategic capability assessments, business support services and grant funding to grow existing companies, drive greater collaboration, increase business competitiveness, champion innovation and attract new entrants.

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

Strand A - Enhanced developer / supply chain engagement leading to increased competitiveness of the UK supply chain in UK projects. This is led by the developers and builds on and intensifies their supply chain plans.

Strand B - Business competitiveness improvements for existing UK supply chain companies to enable them to meet the quality, cost and quantity requirements of the offshore wind market. This strand provides companies with a structured business improvement programme.

Strand C - Expanded supply chain delivered by intensive cross-sector engagement to promote the sector and identify and address the barriers to new entrants. This targets UK strengths in sectors outside of offshore wind to introduce new approaches and technology to support the growth of the sector.

Strand D - Future supply chain development based on next generation technology to ensure the UK remains at the forefront of offshore wind technology. This leads to new UK products and services entering the UK and global markets.

This Pilot Funding Call focuses on Strand B: Business Competitiveness

2 Aim

Helping companies to become more competitive is at the heart of the OWGP programme. The aim of this funding call is to encourage and support UK companies to explore new manufacturing methods and techniques that could improve productivity and facilitate cost reduction. In doing so it will identify a range of expert delivery partners that have the capability to help UK companies achieve supply chain excellence.

OWGP is seeking applications from UK companies with ideas for projects that will increase competitiveness from advanced manufacturing/fabrication techniques.

Through the provision of grant funding, successful applicants will be able to access specialist expertise that can help to overcome a manufacturing challenge that cannot otherwise be solved by the company by itself.

2.1 Call Summary – Pilot Call – Business Competitiveness

Funding Call	Competitiveness from advanced manufacturing/fabrication techniques
Objectives	To encourage and support UK companies to explore new manufacturing methods and techniques that could improve productivity and facilitate cost reduction. To build an ecosystem of Delivery Partners available to help UK companies achieve supply chain excellence.
Eligibility	Applicants must be a UK-registered company with a UK-based manufacturing facility of any size. (further details in Section 4)
Scope	Projects must help the lead company to investigate the use of advanced manufacturing techniques that could lead to improved competitiveness.
Activity Type	We would like to see applications from companies seeking feasibility studies, market intelligence or business support to improve their competitiveness in manufacturing and/or fabrication.
Project Duration	Projects can be of 3 months to 9 months duration.
Eligible Costs	Your project's total eligible costs must be between £25,000 and £75,000. Companies are expected to contribute at least 30% to the total project budget. This can be an in-kind contribution.
Funding Type	This competition will provide successful applicants with funding in the form of a grant.
Call Opens	Monday 7 th October 2019
Call Closes	Thursday 7 th November 2019 at 5:00pm
Project Start	All projects must be ready to start on or before 1 st February 2020, with agreed match funding and a project plan.

3 Definitions

The following terms shall have the meaning as described in the Definitions shown below.

Term	Definition
Applicant	A UK-based supply chain company that makes an application to the OWGP for funding or support.
Assessor	An OWGP appointed external independent assessor that reviews the Applications. Applications will be matched with assessors depending on the subject area/theme of the application and the expertise of the assessor.
Grant agreement	An agreement which will be signed between the successful applicant and the OWGP. Under this agreement, the applicant will agree to implement the Deliverables and the OWGP will agree to make available the funds to the applicant to deliver the project.
Deliverables	The agreed set of specific outputs from the project.

Delivery Partner	A service provider who can provide specialist knowledge/expertise to the Applicant during the project.
Eligible Costs	Costs that will be funded by OWGP.
Project Budget	The total budget for the project including eligible costs and company contributions.

4 Eligibility

4.1 Lead Organisation

To lead a project, the Applicant must meet the following criteria:

- Be a UK-registered company with a UK-based manufacturing facility of any size
- Show a clear intent to develop their business further in offshore wind
- Show a clear intent to improve the business (e.g. through improved facilities, enhanced processes or more jobs)
- Have a clear challenge that could potentially be addressed by Advanced Manufacturing techniques.
- Provide an in-kind contribution of 30% of the total project costs.
- Make only one submission per company.
- Show how this project would not take place without OWGP support.

4.2 Project Team

The project team must consist of the Applicant and at least one Delivery Partner. A Delivery Partner must:

- Be a UK-based business, academic organisation, public sector organisation or Research and Technology Organisation (RTO)
- Deliver consultancy, business improvement support, market intelligence, training/development and/or manufacturing advisory services
- Be invited to take part by the Applicant

An OWGP Applicant must:

- Carry out its project work in the UK
- Intend to exploit the results of this funded project from or in the UK.

If an Applicant does not make a substantial effort to exploit the results of the Project, the OWGP reserves the right to award no more funding to the Applicant, in this or any other OWGP Call.

5 Scope

The aim of this competition is to fund projects exploring the use of new processes, techniques and technologies to transform the productivity and agility of manufacturing and fabrication in the UK offshore wind sector – driving increased competitiveness and cost reduction across the supply chain. Projects must be able to demonstrate short-term impact.

We would welcome applications for projects that demonstrate applicability in other industry sectors, however this is not a requirement. Applicable industry sectors include but are not limited to:

- Aerospace
- Automotive
- Oil & Gas
- Nuclear
- Mining

You should outline how the project will improve the existing manufacturing/fabrication processes or techniques by achieving at least one of the following:

- Enhanced output
- Improved quality
- Added value
- Increased responsiveness to market
- Reduced time to market
- Reduced material content

You should also outline:

- The potential cost-savings attributed to the application of advanced manufacturing techniques in your business.
- The reasons for selecting your chosen Delivery Partner(s).

If you do not have a Delivery Partner in mind, the OWGP can help you find appropriate companies to approach. If you need support finding the right partner, please get in touch with OWGP staff at info@owgp.org.uk who can also direct you to the appropriate representative within your regional Cluster.

5.1 Project categories

We will fund feasibility projects, business improvement programmes, specialist manufacturing support programmes and industrial research.

5.2 Projects we will not fund

We are not funding projects:

- Without a Delivery Partner
- That do not consider Advanced Manufacturing
- From existing offshore wind supply chain Tier 1 Suppliers or above
- That will not be ready to start by 1 February 2020

6 Applications

The Application form contains five questions about the Applicant's business and how it would utilise OWGP funding to deliver the project and use the results to improve its competitiveness. Each question has a series of sub questions that will help an Applicant to complete its application. These sub questions can be found in the Application Form. The five main questions are as follows:

- Tell us about your company and your plans for growth in offshore wind
- What key challenge does your business face that led you to seek OWGP support?
- How will this project overcome this challenge?
- How are you going to effectively deliver this project and achieve the proposed outcomes?
- Describe the wider benefits and added value that your project offers.

7 Evaluation

Applications will be reviewed by external assessors to provide an independent review of the information provided by Applicants. Assessors will be asked to score the applications against the following criteria:

Criteria	Weighting	Guidance
Company background and relevance to this call	20%	An applicant must have relevant experience or be well suited to delivery in the offshore wind sector and display a strong knowledge of the market
Understanding of the challenge	20%	An applicant must show a clear understanding of the challenges it is trying to solve with use of the OWGP funding
Appropriateness of the solution	20%	The proposed solution must be well-suited to the challenge and justified with sound reasoning
Quality of project delivery and exploitation of results	20%	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 by the Applicant's business
Additionality and value for money	20%	An Applicant must demonstrate the added value the project offers to the OWGP and the UK and whether the project with the Delivery Partner would go ahead without the funding from OWGP

8 Dates

The following table provides a list of key dates for this Call:

Event	Date
Call Opens	7 th October 2019
Online Briefing Event	9 th October 2019, 2:00pm – 3:00pm
Call closes	7 th November 2019 5pm
Applicants notified	29 th November 2019

9 Submission Guidance

The Application Form (pdf) and Finance Form (pdf) for this call are available from the OWGP website.

Applicants will be able to submit the PDF Application Form and Finance Form, along with any attachments until the stated Competition closing date and time. The submission documents should be sent to info@owgp.org.uk. A confirmation email will inform the sender that the submission has been received.

9.1 Application Form

The Application Form is a PDF Form. It is recommended that it is completed using Adobe Acrobat software. Applicants should answer all questions and be aware that applications are assessed based only on what is provided by the Applicant.

The types of information Applicants will be required to provide includes:

- Contact details
- Commercial progress in the offshore wind industry to date
- Specific information on a manufacturing challenge the Applicant faces
- Information about a solution, provided by a Delivery Partner, that helps overcome a manufacturing challenge
- Information about how the project and its risks will be managed and how the deliverables will be utilised by the Applicant
- A reasoning for why OWGP should fund the support or why the applicant cannot get this funding elsewhere

Where applicable, numerical or quantitative answers will be looked on favourably.

If you do not have a Delivery Partner in mind, the OWGP can help you find appropriate companies to approach. If you require help completing the online form or you have any questions about this call, please contact us. If you need support, please get in touch with OWGP staff at info@owgp.org.uk.

9.2 Finance Form

The Finance Form is an Excel spreadsheet that can be edited with Microsoft Excel or Google Sheets. Applicants should complete only green highlighted cells in the Project Cost Summary Form. Applicants should also only complete sections that are relevant to their businesses or projects.

Providing the OWGP with project costs allows the Assessor to understand the financial structure of your project and to allow the Applicant to prove it is contributing 30% of the project costs.

The Project Cost Summary Form starts with a summary section that will auto calculate from the entries provided by the Applicant throughout the rest of the form. The information required from Applicants is as follows:

- Labour costs per employee involved in the project, with an internal actual daily cost for employing each individual. This must include the cost of employment and not a commercial day rate.
- Overheads for employees, which will be auto calculated and set at a flat 20% for all Applicants
- Materials costs, including any consumables or small pieces of equipment that must be purchased in order to undertake the project

- Subcontractor costs (including Delivery Partners) of any service providers that must be procured in order to undertake the project
- Travel and Subsistence costs or estimates of what they may cost in order to cover necessary travel for the project personnel during project delivery.
- Any other costs which may not have been captured elsewhere in the form.

Note that funding is through a grant. Eligible costs are net of VAT.

10 Delivery

10.1 Applicant Responsibilities

Following successful acceptance into this call, successful applicants will be required to:

- Provide an internal champion to own the relationship with the OWGP and manage the agreed Programme of Activity devised by the Applicant and the Delivery Partner
- Commit internal resource to deliver the agreed business improvement programme, as agreed by the Applicant, the Delivery Partner and the OWGP
- Report to the OWGP on successful results and major business milestones following engagement with the OWGP
- Provide feedback to OWGP staff on this OWGP call
- Be open to publicity about participation in the OWGP.

10.2 Funding

Funding will be allocated to successful applicants in the form of a grant. The successful applicant will receive 30% of the grant once the Grant Agreement with OWGP has been signed by both parties. The remaining 70% will be paid based on evidence of expenditure at agreed milestone dates.

Requests for additional upfront payments will be considered by OWGP.

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

11 Confidential Information and Intellectual Property

The business information you provide in your online Application will be kept strictly confidential and will be used solely by the OWGP and Assessors for the purpose of this call.

It is the intention of the OWGP that a confidential and intellectually safe environment be created by the Call where Applicants will feel free to share their ideas and concepts without fear of plagiarism or impact on their secrecy. As a result, the OWGP will each ensure that the Intellectual Property (IP) included in submissions to the Call and IP that will be developed during any subsequent phase is and will remain property of the provider, will be treated in confidence and exclusively for the purpose of assessing and evaluating the Call Application. IP generated through the appointment of a Delivery Partner will be subject to the terms and conditions agreed between the Applicant and the Delivery Partner. If the Applicant does not want to share the outputs of its work with the OWGP, the OWGP will need some other form of proof that the work was completed.

The OWGP may use your contact details to approach you about future activities and initiatives (programmes, projects, events, training opportunities, etc.).