

Supply Chain Futures Pilot Funding Call

Scope and Guidance



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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 Call focuses on Strand D: Supply Chain Futures.

2 Aim

To ensure the long-term sustainability of UK supply chain companies, companies must develop next generation technologies, designed for both the UK and global markets.

This Supply Chain Futures strand will support companies to develop new innovations and Intellectual Property (IP) in growth areas such as robotics, advanced manufacturing, new materials, automation, sensors, data analytics and communications. This call focusses on supporting supply chain companies to expand their range of products and services to meet the future needs of the offshore wind sector.

This pilot call is seeking companies with innovative concepts in the area of advanced sensors, Internet of Things (IoT) and communications solutions.

2.1 Call Summary – Pilot Call – Supply Chain Futures

Funding Call	Advanced sensors, IoT and communication solutions for offshore wind
Objectives	<p>To enable UK companies to investigate the potential for new products and services for effective communications offshore.</p> <p>To encourage engagement with offshore wind operators and other end-users seeking innovative solutions for offshore communications challenges.</p>
Eligibility	<p>Projects must be led by a UK-based SME. We encourage applications involving end-users (offshore wind operators, control centres, data analysts) and research organisations to identify and assess the market requirements.</p>
Scope	<p>Projects must be able to demonstrate the applicability of advanced sensors, digital technologies and IoT in offshore wind communications that consider:</p> <ul style="list-style-type: none"> • Health and safety of offshore personnel • High availability, reliability and security • Far from shore/remote locations • Reducing communication blackspots • Costs Vs. Efficiency • Wireless networks
Activity Type	<p>We would like to see applications from companies seeking funding for feasibility studies, industrial research or demonstration activities.</p>
Project Duration	<p>Projects can be of 3 months to 9 months duration.</p>
Eligible Costs	<p>Your project's total eligible costs must be between £25,000 and £75,000.</p>
Funding Type	<p>This competition will provide successful applicants with funding in the form of an innovation grant.</p>
Call Opens	<p>7th October 2019</p>
Call Closes	<p>7th November 2019 at 5:00pm</p>
Project Start	<p>All projects must be ready to start on or before 1st February 2020, with agreed match funding and project plan.</p>

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.
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 OWGP Applicant should demonstrate the following criteria:

- Be a small and medium-sized enterprise (SME). The European Commission definition of an SME can be found [here](#).
- Be a UK-registered company.
- Plan to undertake the project activity in the UK.
- Show a clear intent to develop and exploit new IP around offshore wind.
- Show how this project would not take place without OWGP support.
- Make only one submission per company.
- Provide an in-kind contribution of 30% of the total project costs.

4.2 Project Team

In addition to the Lead Organisation, we encourage the inclusion of other organisations as part of the wider Project Team. These could be:

- Other UK-based business, academic institution, public sector organisation, charity or Research and Technology Organisation (RTO)

If an applicant does not make a substantial effort to exploit the award, the OWGP reserves the right to award no more funding in this or any other competition.

5 Scope

The aim of this competition is to fund projects exploring the use of new technologies, products, and services to drive innovation in offshore wind sensors and communications, and enhance and support the development of new UK IP.

In the context of offshore wind, the scope covers all novel concepts relating to any of the following:

- Sensors for data collection
- Local communications
- IoT
- Long-range communications (satellite, RF, mobile, fibre)
- Data logging and pre-processing e.g. cloud/web-based service platforms
- Immersive content e.g. Virtual Reality (VR), Augmented Reality (AR)

The scope of this competition is intentionally broad to ensure industry-wide interest and encourage applications from potential new market-entrants.

We would encourage applications for projects that demonstrate applicability in other sectors, however this is not a requirement. Projects must be able to demonstrate short-term impact.

Applicable sectors include but are not limited to:

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

You should clearly demonstrate:

- How the project will improve upon the existing data collection and communication solutions in the market.
- Your 30% in-kind contribution to the project budget.
- The potential cost-savings attributed to exploitation of your project outcomes.
- The reasons for any organisations that you are working with or sub-contracting to.

5.1 Project categories

We will fund feasibility studies, industrial research or demonstration activities.

5.2 Projects we will not fund

We are not funding projects:

- That do not include innovation
- From 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 lead Applicant's business and how it would utilise OWGP funding to deliver the project and benefit from the funding. Each question

has a series of sub questions that will help an Applicant to complete its application. All of these sub questions can be found in the Application Form and the five main questions are as follows:

- What is the background to your business and what product or service are you developing?
- What key challenge does your product or service aim to overcome?
- Describe the benefits of the product or service you will you develop in this project
- How are you going to effectively deliver this project and achieve the proposed outcomes?
- How does the project represent value for money for the team and the OWGP?

7 Evaluation

Applications will be reviewed by external assessors to provide an independent view 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 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 from 2:00pm – 3:00pm
Call closes	7 th November 2019 at 5:00pm
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 the innovation challenge or the market need that the Applicant is attempting to address in the project.
- Information about the proposed innovation and how it helps overcome an offshore wind sector 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.

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 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.

9.3 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.

10 Delivery

10.1 Applicant Responsibilities

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.
- Commit internal resource to deliver the agreed business improvement programme, as agreed by the Applicant 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. 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.).