



2019 Funding Calls Webinar Briefing

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Funded by
**Offshore Wind
Industry Council**

Delivered by
CATAPULT
Offshore Renewable Energy

Agenda

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2. What are the calls?
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 - Scope
3. How do I apply?
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 - Timescales
 - Delivery
5. Q&A

A long-term business transformation programme

Objectives

Increased competitiveness of UK supply chain leading to:

- Increased UK content in UK projects.
- Increased exports to global markets.

Funding

- OWIC is funding OWGP.

Delivery

Budget of £100m over ten years to provide:

- Analysis – strategic capability assessments
- Services – expert advisory services to supply chain
- Grants – for innovation and prototypes

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Offshore
Wind
Growth
Partnership

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Four core strands of activity

Enhanced engagement between developers and supply chain.

Developer-led activity

A

Collaborating for Growth

Business Competitiveness

An intensive structured business improvement programme.

B

Increasing the breadth of the UK supply chain by attracting cross-sector companies.

C

Building New Capacity

Supply Chain Futures

Developing growth based on new UK intellectual property.

D

What are the calls?



Strand B - Business Competitiveness

Competitiveness from advanced manufacturing/fabrication techniques

- To encourage and support UK companies to explore new manufacturing methods and techniques to improve productivity and facilitate cost reduction.
- This pilot call will enable companies to access specialist expertise to overcome a manufacturing challenge that cannot otherwise be solved by the company by itself.
- Total funding pot is £200k
- Eligible project costs are between £25K and £75K
- Projects of 3- and 9- months duration

Strand D - Supply Chain Futures

Advanced sensors, IoT and communication solutions for offshore wind

- To support companies developing innovations and Intellectual Property (IP) to expand their range of products and services for the future needs of the sector.
- This pilot call will support companies to develop innovative concepts in the area of advanced sensors, Internet of Things (IoT) and communications solutions.
- Total funding pot is £200k
- Projects of 3-and 9-months duration.

OWGP Eligibility

- UK-registered company
- Clear intent to develop business in offshore wind
- In-kind contribution of 30% of the total project costs.
- One submission per company per funding call.
- Show how this project would not take place without OWGP support.

See Scope and Guidance Documents for full details

Business Competitiveness

- Have a UK-based manufacturing facility
- Clear intent to improve the business e.g. improved facilities, enhanced processes
- Clear challenge that can be addressed by Advanced Manufacturing techniques.

Supply Chain Futures

- Be a small and medium-sized enterprise (SME).
- Plan to undertake the project activity in the UK.

Competitiveness from advanced manufacturing/fabrication techniques

- The project must investigate the use of advanced manufacturing techniques that lead to improved competitiveness.
- The project must work with external specialists (Delivery Partners) to bring new knowledge to the company.

The project should lead to at least one of the following:

- Enhanced output, improved quality, added value, increased responsiveness to market, reduced time to market, reduced material content

The project's total eligible costs must be between £25,000 and £75,000.

Projects should be between 3 and 9 months duration.

Companies are expected to contribute at least 30% to the total project budget.

Advanced sensors, IoT and communication solutions for offshore wind

- The project must explore the use of new technologies, products, and services to drive innovation in advanced sensors, IoT or communications
- The project must support the development of new UK IP in the following areas:
 - 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 project's total eligible costs must be between £25,000 and £75,000.

Projects should be between 3 and 9 months duration.

Companies are expected to contribute at least 30% to the total project budget.

How do I apply?



Application Questions

Question	Business Competitiveness	Supply Chain Futures
Background	Tell us about your company and your plans for growth in offshore wind	What is the background to your business and what product or service are you developing?
Challenge	What key challenge does your business face that led you to seek OWGP support?	What key challenge does your product or service aim to overcome?
Solution	How will this project overcome this challenge?	Describe the benefits of the product or service you will you develop in this project
Delivery	How are you going to effectively deliver this project and achieve the proposed outcomes?	How are you going to effectively deliver this project and achieve the proposed outcomes?
Additionality	Describe the wider benefits and added value that your project offers.	How does the project represent value for money for the team and the OWGP?

Application Form

Strand B - Business Competitiveness Pilot Funding Call Application Form



Author: OWGP
Date: 7th October 2019
Version: 1.0
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	

Contact
Details

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

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?

Sub-questions

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

Max 400 words

Financial Summary

Please complete the highlighted cells only

Funding Call:
 Company:
 Project Name:



Please ensure the summary totals match your Application Form

Minimum company contribution is 30%

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

Funding	£	-
Total costs	£	-
Company contribution	£	-
Funding requested	£	-
% contribution	Error	

Only add to green cells

Labour

Annual working days:

Role	Gross Employee Cost	Rate (£/day)	Days on project	Total Costs
e.g. Engineer	£	-	-	£
e.g. Project manager	£	-	-	£
	£	-	-	£
	£	-	-	£
	£	-	-	£
Total	£			£

Overheads

Overhead costs are based on 20% of labour

Total overheads	£	-
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Materials

Details of any consumables and small equipment that will be purchased

Item	Quantity	Cost Per Item	Total
e.g. test equipment	-	£	£
	-	£	£
	-	£	£
Total Materials Cost			£

Subcontracting

Details of any subcontracted costs such as support from delivery partners.

Subcontractor Name	Activity	Cost
		£
		£
Total Subcontracting Cost		£

Travel and Subsistence

Please estimate the travel and subsistence costs incurred during the project.

Reason for journey	Number of journeys	Cost each (£)	Total (£)
	-	£	£
	-	£	£
	-	£	£
Total Travel and Subsistence			£

Other

Any other costs not covered elsewhere

Description and justification of the cost	Estimated cost (£)
	£
	£
	£
Total Other Costs	£

Read notes on Guidance worksheet

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	£0
Overheads	£0
Materials	£0
Subcontracting	£0
Travel and Subsistence	£0
Other	£0
Total project costs	£0

Copy from Financial Summary to Application Form

Funding	£
Total costs	£0
Company contribution	£0
Funding requested	£0
% contribution	30%

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.

Optional Appendix (max 4 pages)

- Step (1) Ensure that you have registered on the website:
<https://owgp.org.uk/register-interest/>
- Step (2) Complete the following files with your company name at the start of the file name. e.g. *supply_chain_ltd_application_form.pdf*
- 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.

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 5:00pm
Applicants notified	29 th November 2019

What next?



- Applications will be reviewed by independent external assessors.
- Assessment will only be based on 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

Applicant Responsibilities

- Provide an internal champion to link 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.
- Provide feedback to OWGP staff on this OWGP call.
- Be open to publicity about participation in the OWGP.

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



Supporting high growth companies in the UK offshore wind supply chain

[Learn more >](#)

www.owgp.org.uk