



# Strand C Call 2020

## Cross-Sector Support

Enabling diversification of UK manufacturing capability and technology innovation

### Application Form

### 22<sup>nd</sup> July 2020



[owgp.org.uk](http://owgp.org.uk)

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# 1 Contact Details

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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 before you submit this application at:

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

## 2 Introduction

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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 the Cross-Sector Support Funding Call which relates to Strand C – Building New Capacity.

Full guidance on this application form is provided in the **Strand C Call 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](mailto:info@owgp.org.uk)

## 3 Application Form

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A Stage 1 Application Form consists of:

- Application Form – Five questions about the company and the project
- Financial Summary – Breakdown of project costs and funding requested
- Appendix – Supporting materials (optional)

This call is designed to:

- a) Build new manufacturing capacity in offshore wind by enabling UK businesses with existing capability in adjacent sectors to de-risk existing processes and diversify.
- b) Support innovative companies to de-risk new technologies, products/services for offshore wind application through testing, validation and/or demonstration.

This application should be completed by the lead organisation, but content and costs should be developed along with project partners and delivery partners who will be providing specialist expertise (if applicable).

Use this application form to answer the six questions about your business and how you would utilise OWGP funding to achieve a) and/or b). Note that each question has a series of sub questions that will help you to complete your application. Please refer to the call guidance.

### 3.1 Instructions

**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**.

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

**Step (3)** Send an email with the files as attachments to [info@owgp.org.uk](mailto:info@owgp.org.uk).

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

Please complete all sections of this form electronically, altering the size of the boxes and the position of the page breaks as necessary. Please ensure you include the Finance Sheet and appendices as appropriate to support your application.

## 4 Application Questions

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### Q1 Tell us about your company and your plans to diversify into offshore wind

Note: We are looking for an applicant to show relevant experience in one or more industrial sectors that would be well suited to delivery in the offshore wind sector. Applicants must demonstrate their plans for future growth and how OWGP funding will accelerate this growth.

- What does your company offer? What are your core capabilities?
- In what other markets do you currently operate and who are your key customers?
- Describe the product/process you are developing and are applying to this call
- Describe the business need, challenge or opportunity within the offshore wind sector you are focusing on?
- How big do you consider your market opportunity in offshore wind?
- What is your understanding of your competition and what best-in-class currently looks like?
- What investments have you made to diversify and/or gain traction in offshore wind?
- How do you envisage support from OWGP for this project will lead to economic growth for your company? Please refer to turnover, jobs, export opportunities and new IP (if applicable)

**Q1 Tell us about your company and your plans to diversify into offshore wind (Maximum 500 words)**

**Q2 What barriers to entry 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 overcome 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. Applicants should clearly state whether their project is focused on manufacturing diversification or technology transfer (or both).

- What are your key barriers to growth in the offshore wind market?

- What challenge do you face around diversification that you have chosen to focus on?
- Quantify or describe the impact this challenge is having on your business.
- Any work you have already done to respond to this challenge, for example if the project focuses on developing an existing capability or building a new one
- 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 barriers to entry does your business face that led you to seek OWGP support?  
(Maximum 500 words)**

**Q3 How will this project overcome the barrier(s) and what are the associated benefits?**

Note: We are looking for applicants to demonstrate how the proposed solution is well-suited to solving the identified barriers to entry and the benefits this project will bring to both the applicant and the sector. The applicant should describe and justify their approach with sound reasoning. In this section please provide details on project delivery partners if applicable.

- How does your project respond to the barriers you identified in Q1?
- What are the expected outcomes of this project and what benefits will they deliver?
- Describe the value that your product offers to offshore wind customers, for example why they would use or buy your product, quantifying where possible.
- What is your planned route to market for your product?
- How will developing this product make you more competitive, increase productivity or how will it fit with your current product, service lines or offerings?
- How will you profit from your product?
- Which Delivery Partner(s) have you selected as part of this OWGP project?
- How can this Delivery Partner help with your transition into the offshore wind sector?
- Why is this Delivery Partner well-suited to the role? What skills or services do they have that will help you solve your challenge?

**Q3 How will this project overcome the barrier(s) and what are the associated benefit? (Maximum 500 words)**

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

Note: An Applicant must demonstrate a sound project plan with an indication of the key work packages and risks around delivery of the project. The applicants must also outline how the deliverables will be utilised and exploited by the Applicant's business.

- What are the key work packages, milestones and deliverables e.g. report, demonstrator, know-how, new process, product or service design.
- How are you going to manage the project? e.g. use of project management systems
- Describe the human and physical resources you will need for the project and how you will access them. Include details of any external parties.
- How are you going to ensure the results are utilised by your business?
- Explain how project partners will collaborate through the project. e.g. Managing work packages.
- What will be used as a measure of success for delivery of the project?
- Outline the main risks of the project, including the technical, commercial, managerial and environmental risks, providing a risk register if appropriate with mitigation
- How will you mitigate these risks?

**Q4 How are you going to effectively deliver this project and achieve the proposed outcomes (Maximum 500 words)**

**Q5 Describe the wider benefits and the 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.

- What are the total project costs and how much money are you seeking from the OWGP?
- How will each project partner finance its contribution to the project?
- How you will you protect and exploit the outputs of the project, for example through know-how, patenting, designs or changes to your business model?
- If you have research organisation partners, explain how you expect to use the results generated from the project in further research activities.
- Describe, and where possible measure: the economic benefits from the project to the UK
- Any expected environmental impacts, either positive or negative
- Any expected regional impacts of the project
- Any expected impact to workforce diversity and equality
- Explain what would happen if this project went unfunded. How is the OWGP funding additional to the existing efforts of your business?

**Q5 Describe the wider benefits and added value that your project offers (Maximum 500 words)**

## 5 Financial Summary

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Use the Financial Sheet spreadsheet to calculate costs. The summary from this spreadsheet should be entered below. Please note that level of funding eligibility is dependent on the size of the lead organisation e.g. up to 70% of eligible project costs can be funded for SMEs. Details on eligible costs can be found in Section 4 of the Cross-Sector Call Scope and Guidance document.

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

Funding	£
Total costs	
Company contribution	
Funding requested	
% contribution	



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