



Strand C Call 2020

Cross-Sector Support

Enabling diversification of UK manufacturing capability and technology innovation

Scope & Guidance

22nd July 2020



owgp.org.uk

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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 Funding Call focuses on Strand C: Building New Capacity

2 Aim

In line with Strand C objectives, the purpose of the Cross-Sector Call is to encourage more UK businesses into the offshore wind supply chain by attracting cross-sector engagement and helping potential new market entrants to overcome barriers to diversification. The introduction of new approaches and technologies will support the growth of the sector, both in the UK and global export markets.

OWGP is seeking applications from UK companies with project proposals focused on one or both of the following areas:

2.1 Manufacturing Diversification

Building new manufacturing capacity in offshore wind by enabling UK businesses with existing capability in adjacent sectors to de-risk existing processes and diversify.

2.2 Technology Transfer

Supporting innovative companies to de-risk new technologies, products/services for offshore wind application through testing, validation and/or demonstration.

Through the provision of grant funding, successful applicants will be able to de-risk existing processes and/or technologies to meet the requirements of the offshore wind sector and support their transition into the market.

3 Target

This call is targeted towards UK manufacturers and innovative engineering firms seeking support to de-risk their processes and products for the offshore wind market. Applicants must be able to demonstrate traction of their existing manufacturing processes or engineering products/services in adjacent sectors such as:

- Aerospace
- Oil & Gas
- Nuclear
- Automotive
- Maritime

Companies working in other sectors are encouraged to apply providing they can demonstrate a clear market opportunity or applicability in offshore wind.

Projects must be delivered in the UK. To lead a project, organisations must be a UK registered business of any size. The size of the organisation will determine the level of intervention.

4 Call Summary

Funding Call	Enabling diversification of UK manufacturing capability and technology innovation
Objectives	<p>To encourage and support more UK manufacturing and innovative engineering companies into offshore wind from adjacent sectors.</p> <p>To introduce new processes, technologies, products, and/or services that will support the sector to grow.</p>
Eligibility	<ul style="list-style-type: none"> • Applicants must be a UK-registered company of any size. • Applicants to 2.1 must have a UK-based manufacturing facility. • Applicants must be able to provide evidence of existing capability in at least one other UK sector (not including offshore wind). <p>(More information in Section 6)</p>
Scope	<p>Projects must address identified barrier(s) to entering the offshore wind market by enabling the lead company to</p> <ol style="list-style-type: none"> a) Assess the feasibility of adapting existing manufacturing processes for offshore wind application. b) De-risk technologies, products and services for offshore wind application through testing and demonstrations.
Activity Type	<p>OWGP would like to see applications from companies seeking support for feasibility studies, technology de-risking and demonstration projects.</p>
Project Duration	<p>Projects can be of 6 months to 12 months duration.</p>
Eligible Costs	<p>Your project's total eligible costs must be between £25,000 and £100,000.</p> <p>Applicants may receive funding for eligible project costs of:</p> <ul style="list-style-type: none"> • up to 70% if applicant micro or small business • up to 60% if applicant is medium-sized business • up to 50% if applicant is large business <p>The EU definition of micro, small, medium and large businesses can be found here.</p>
Funding Type	<p>This competition will provide successful applicants with funding in the form of a grant.</p>
Call Opens	<p>Wednesday 22nd July 2020</p>
Call Closes	<p>Friday 18th September 2020</p>
Project Start	<p>All projects must be ready to start on or before 4th January 2021, with agreed match funding and a project plan.</p>

5 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 as outlined in the Programme of Activity and Project Management Plan. The OWGP will agree to make available the funds to the applicant to deliver the project in arrears upon evidence of deliverables and expenditure.
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.
Match Funding	Company contribution to the project that can be in-kind or financial.

6 Eligibility

6.1 Lead Organisation

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

- Be a UK-registered company of any size
- (**For 2.1 only:** have a UK-based manufacturing facility)
- Show a clear intent to diversify their business into offshore wind
- Demonstrate existing capability in at least one other sector
- Show a clear intent to grow the business in terms of turnover, jobs, exports and IP
- Can identified clear barriers to entering the offshore wind market that will be addressed in the project.
- Provide an in-kind contribution to the total project costs (See Eligible Costs in Section 4)
- Make only one submission per company.
- Demonstrate how this project would not take place without OWGP support.

6.2 Project Team

The project team must include the applicant and at least one delivery partner to provide strategic diversification support tailored to the needs of the applicant. A delivery partner must:

- Be a UK-based business, academic organisation, public sector organisation or Research and Technology Organisation (RTO)
- Deliver consultancy, market intelligence, bespoke diversification strategy support or technology transfer/de-risking support.
- Be invited to take part by the Applicant

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

7 Scope

The aim of this competition is to fund projects that will expand the UK offshore wind supply chain by building on existing UK manufacturing, and innovative engineering capability. Companies are invited to submit applications for projects that enable diversification of existing processes, technologies, products, and services to support their establishment in the offshore wind sector.

Grants will be awarded to companies for:

1. Strategic diversification projects that utilise a specialist delivery partner to assess the feasibility of adapting existing manufacturing processes, products, and services for offshore wind application.
2. Technology de-risking projects such as testing & demonstrations for near-to-market solutions that demonstrate commercial viability in offshore wind application.

In the context of offshore wind manufacturing and/or technology transfer, the scope covers the following supply chains areas:

- Turbine componentry (Nacelle, Rotor, Tower)
- Array Cables (manufacturing and installation)
- Offshore Substation
- Foundations (Fixed or Floating)
- Secondary Steelwork
- Installation (Equipment & Support)
- Maintenance and Inspection
- Decommissioning

The scope is intentionally broad to encourage a wide range of applications from potential new market-entrants. However, if your project does not fit within the supply chain areas mentioned above, please contact the team prior to submitting an application to ensure it is within scope.

The applicant will be expected to demonstrate traction in at least one other industry sector (see Section 4).

OWGP will monitor successful projects and track progress in line with forecast outputs and key performance indicators for the programme. Projects must be able to deliver short-term impact.

Within your application you should also outline:

- The motivation for the project and potential benefits for your business.
- The reasons for selecting your chosen Delivery Partner(s).
- How the project fits with your current product or service offerings
- The nature of the outputs you expect from the project and how these will help you address the barrier(s) or challenge(s) identified.
- The expertise of the project team in relation to your approach to the project, highlighting any gaps.
- The resources, equipment and facilities needed for the project and how you will access them
- Your understanding of the offshore wind market(s) you will be targeting and predicted growth rates.
- The main work packages of the project, milestones and deliverables as part of a project plan.
- Your approach to project management, identifying any major tools and mechanisms you will use to get a successful and innovative project outcome
- The main risks and uncertainties of the project and how you will mitigate these.
- If your project could go ahead in any form without OWGP funding and if so, the difference that OWGP funding would make, such as a faster route to market, target customers or reduced risk.

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.

7.1 Project categories

We will fund feasibility studies, specialist manufacturing diversification programmes and technology de-risking projects.

7.2 Projects we will not fund

We are not funding projects:

- Without a Delivery Partner
- That do not consider the cross-sector transfer of manufacturing processes and/or technological solutions into the offshore wind market

- From companies with existing traction in the UK offshore wind market
- From companies that cannot demonstrate their technology/capability in another industrial sector
- From companies that cannot demonstrate an in-kind contribution
- That will not be ready to start by 4th January 2020

8 Applications

The Application form contains six 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 six main questions are as follows:

- Tell us about your company and your plans to diversify into offshore wind?
- What barriers to entry 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?
- How will this project enable your business to grow?
- Describe the wider benefits and added value that your project offers.

9 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 in another industrial sector with clear intent and suitability to deliver in the offshore wind sector
Understanding of the barriers	10%	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

Alignment with KPIs	20%	An applicant must demonstrate how the project outputs align with the overall programme KPIs in supporting company growth e.g. forecast increases in turnover, jobs and export opportunities.
Additionality and value for money	10%	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

10 Dates

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

Event	Date
Call Announced GOW V-Fest	22 nd July 2020
Call Opens	22 nd July 2020
Online Briefing Event	4 th August 2020 from 2:00pm – 3:00pm
Call closes	18 th September 2020 at 5:00pm
Applicants notified	30 th October 2020
Assessor Feedback	Issued by 13 th November 2020

11 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.

11.1 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.

Please refer to the bullet points in Section 7 for additional content we would expect to be outlined within your application. Where applicable, numerical or quantitative answers will be looked on favourably.

11.2 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 providing the necessary contribution to project costs. The level of contribution depends on the size of the organisation (see Eligible Costs in Section 4)

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.**

11.3 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 five pages long. The font must be legible when printed on A4-sized paper.

12 Delivery

12.1 Applicant Responsibilities

Successful applicants will be required to:

- Provide an internal champion or Project Manager to own the relationship with the OWGP and manage the agreed Programme of Activity devised by the Applicant.
- Commit internal resource to deliver the project, as agreed by the Applicant and the OWGP
- Take responsibility for the management and delivery of their project, ensuring that evidence of deliverables is provided to the OWGP in advance of grant payments.
- Manage the sub-contracting agreement with the delivery partner(s). The OWGP will contract directly with the lead applicant.
- Report to the OWGP on successful results and major business milestones following engagement with the OWGP

- Provide feedback to the OWGP Programme Team on this funding call.
- Be open to publicity about participation in the OWGP.

12.2 Funding

Funding will be allocated to successful applicants in the form of a grant. Grant payments will be made to the lead organisation based on the completion of deliverables and evidence of expenditure at agreed milestone dates. Requests for upfront payments will be considered by OWGP.

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

13 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 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.).



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