



Open Call 2020

Improving competitiveness and driving innovation across UK supply chain

Scope & Guidance

22nd July 2020

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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 is “Open” to applications for projects that align with Strand B and/or Strand D. Projects that align with Strand C should be submitted to the targeted Cross-Sector Support Call.

2 Aim

The purpose of the Open Call is to encourage a wide range of proposals across the breadth of the supply chain to fund projects that will ultimately lead to an increase in UK content and/or UK exports of offshore wind capability.

In line with Strands B and D, OWGP is seeking applications from UK companies with project proposals focused on one or both of the following areas:

- Exploring and implementing new processes or ways of working that will demonstrate improved competitiveness within the supply chain.
- Disruptive technologies, products and/or services that present game-changing solutions to real industry challenges.

This competition will support companies to develop new innovative solutions and intellectual property (IP) to meet the needs of the offshore wind sector and enable access to structured support programmes to improve business competitiveness within the supply chain. Successful applicants will be high growth companies that can make a marked contribution to new UK offshore wind projects and maximize their export potential following completion of their projects.

3 Target

This competition is open to UK companies working in the following supply chain areas:

- Turbine Supply (Nacelle/Rotor/Tower)
- Foundations Supply
- Inter-array/export cable supply
- Installation & logistics
- Substations
- O&M
- Decommissioning

Companies working in other supply chain areas are encouraged to apply providing the proposal demonstrates a clear Business Case and there is evidence of support/sponsorship from an end-user.

Projects must be delivered in the UK, although the OWGP will consider proposals targeted towards export opportunities. 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.

It is strongly recommended that proposals include evidence of support from an end-user or an industrial sponsor.

4 Call Summary

| Funding Call | Improving competitiveness and driving innovation across UK supply chain |
|---------------------|--|
| Objectives | <p>To enable companies to develop and deliver game-changing solutions that meet real industry challenges</p> <p>To support business improvement activities that will increase competitiveness within the supply chain</p> |
| Eligibility | <ul style="list-style-type: none"> • Applicants must be a UK-registered company of any size. • Applicants must demonstrate existing capability in the offshore wind supply chain. (New entrants should refer to the Cross-Sector Call) • Applicants must be able to demonstrate a clear business need or market opportunity for their chosen project. • Applicants are advised to provide evidence of support or sponsorship from an end-user in the offshore wind sector. |
| Scope | <p>Projects must focus on one or both of the following areas:</p> <ol style="list-style-type: none"> a) Disruptive technologies, products and/or services the present game-changing solutions to real industry challenges. b) Exploring and implementing new processes or ways of working that will demonstrate improved competitiveness within the supply chain. |
| Activity Type | <p>Projects can be either one or a mix of the following:</p> <ul style="list-style-type: none"> • Feasibility studies e.g. improved processes/procedures • Experimental Development e.g. Prototype development • Industrial Research e.g. Technology testing and/or demonstration |
| Project Duration | Projects can be of 6 months to 12 months duration. |
| 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 is a micro or small business • up to 60% if applicant is a medium-sized business • up to 50% if applicant is a large business <p>The EU definition of micro, small, medium and large businesses can be found here</p> |
| Funding Type | Funding will be provided in the form of a grant. |
| Call Opens | Wednesday 22 nd July 2020 |
| Stage 1 Closes | Friday 21 st August 2020 at 5pm |
| Applicants Notified | Friday 4 th September 2020 |
| Stage 2 Closes | Friday 2 nd October 2020 at 5pm |
| Project Start | All projects must be ready to start on or before 4th January 2021, with agreed match funding and a project plan. |

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
- Show a clear intent to develop their business further in offshore wind
- Show a clear intent to improve competitiveness (if applicable) e.g. through improved facilities, enhanced processes, increased productivity etc.
- Show a clear intent to develop and exploit new IP around offshore wind
- Demonstrate existing capability in offshore wind
- Show a clear intent to grow the business in terms of turnover, jobs, exports and IP
- 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

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)

For innovation-led projects, we strongly recommend that you seek support or sponsorship from an offshore wind end-user to ensure your project meets industry requirements and/or solves a real industry challenge. Evidence of such support should be included in your application.

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 support existing UK supply chain companies to grow their market share through increased competitiveness and the development of new technologies, products, and services. Companies are invited to submit applications for projects that are highly innovative and deliver new solutions to the sector or focus on implementing new processes to improve business competitiveness.

Grants will be awarded to companies for projects that focus on:

- Disruptive technologies, products and/or services that present game-changing solutions to real industry challenges.
- Exploring and implementing new processes or ways of working that will demonstrate improved competitiveness within the supply chain.

The scope for the Open Call is intentionally broad to encourage applications across the breadth of the supply chain. As such, the OWGP welcomes applicants from the following supply chain areas:

- Turbine Supply
- Foundations Supply
- Inter-array/export cable supply
- Installation & logistics
- Substations
- O&M
- Decommissioning

If your project does not fit within criteria above, please contact the team prior to submitting a Stage 1 Application to ensure it is within scope.

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.

Due to the wide scope, the Open Call is anticipated to be extremely competitive. Therefore, within your application you should clearly demonstrate:

- The main motivation for the project, detailing the technological challenge and/or market opportunity
- How you intend to respond to the challenge and where the focus of the innovation will be
- How the project fits with your current product or service offerings
- How it will make you more competitive
- The nature of the outputs you expect from the project and how these will help you address the 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 target market(s), the structure and features of the market(s) 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 need support finding a partner, please get in touch with the OWGP Programme Team at info@owgp.org.uk who can help you find suitable companies and also direct you to the appropriate representative within your regional [Cluster](#).

7.1 Project Categories

We will fund feasibility studies, experimental development and industrial research (see Activity Type in Section 4)

7.2 Projects we will not fund

We are not funding projects:

- That do not focus on improving competitiveness and/or developing game-changing solutions
- That are not led by a UK supply chain company

- That focus on Strand C activities (Please refer to the Cross-Sector Support Call)
- From companies that cannot clearly demonstrate a business case or market opportunity
- From companies that cannot demonstrate an in-kind contribution
- That will not be ready to start by 4th January 2021

8 Application Process

The Open Call has a two-stage application process to enable the OWGP to manage the volume of applications.

8.1 Stage 1 Application

Applicants will have until **21st August 2020** to submit the Stage 1 Application Form to info@owgp.org.uk . The Stage 1 Application consists of 6 main questions that will enable the OWGP to determine the project's eligibility:

- What is the background to your business and what product or service are you developing in the offshore wind market?
- What is the business opportunity or challenge that your project addresses and what is the size of the potential market?
- If your project is innovation led, what approach will you take and where will the focus of the innovation be? OR If your project is competitiveness-led, what area(s) of the business are you looking to improve and what approach will you take?
- How are you going to effectively manage and deliver this project?
- How will this project support the growth of your business following Covid-19 in terms of turnover, jobs, and exports?
- Have you identified an offshore wind end-user to support/sponsor your project? If yes, please tell us about this company and the value to them. For example, why would they use or buy your product?

The OWGP will review all 1st Stage Applications and notify all applicants by **4th September 2020** of the decision and if they have been invited to submit a full application. At this time, successful Stage 1 Applicants will receive a Stage 2 Application form to complete and submit by the call deadline **2nd October 2020**. Please note only successful Stage 1 Applicants can continue with the funding application process.

8.2 Stage 2 Application

The Stage 2 Application questions will be based on similar criteria to those in the Stage 1 Application but will require responses with a greater level of detail and supporting material. Each question will have sub

questions to help the applicant formulate their response. Stage 2 Applicants will also be required to complete a Finance Form and submit along with their application. Applicants will receive different Stage 2 Application forms depending on whether their projects are focused on technology innovation or business improvement. The forms plus any supporting material must be submitted to info@owgp.org.uk no later than 5pm on **2nd October 2020**.

9 Evaluation

Stage 1 Applications will be reviewed by the OWGP Programme Team to ensure the project is within scope and meets eligibility criteria. Stage 1 Applications will be scored 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 |
| Clear challenge/market opportunity | 20% | An applicant must show a clear understanding of the challenges it is trying to solve with use of the OWGP funding |
| Appropriate approach and focus | 20% | The proposed solution must be well-suited to the challenge with a well-defined approach. |
| Quality of project delivery | 20% | An Applicant must indicate how the project will be managed to ensure effective delivery of outputs. |
| Plans for growth | 10% | An Applicant must indicate how OWGP funding will support the company's ambition for growth. |
| Meets industry requirements | 10% | An Applicant must demonstrate clear industry need and support for the project to occur by including reference to an end-user. |

Stage 2 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 evaluation criteria that will be provided in the Stage 2 Application Form.

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 | 24 th July 2020 |
| Online Briefing Event | 4 th August 2020 from 2:00pm – 3:00pm |
| Stage 1 Application deadline | 21 st August 2020 at 5pm |
| Successful Stage 1 Applicants notified | 4 th September 2020 |
| Stage 2 Deadline/Call Closes | 2 nd October 2020 at 5pm |
| Applicants notified | 13 th November 2020 |
| Assessor Feedback | Issued by 27 th November 2020 |

11 Submission Guidance

The Stage 1 Application Form (pdf) is available from the OWGP website. Applicants will be able to submit this form to info@owgp.org.uk until the stated Stage 1 Application deadline. A confirmation email will inform the sender that the submission has been received.

The Stage 2 Application Form (pdf) and Finance Form (xls.) will be emailed to all applicants that are successful in the Stage 1 Application. Applicants will be able to submit the PDF Application Form and Finance Form spreadsheet, 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 forms

The Application Forms are PDF Forms. It is recommended that Application Forms are 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 (Stage 2 Only)

The Finance Form is an Excel spreadsheet that can be edited with Microsoft Excel or Google Sheets and is required as part of the Stage 2 Application. 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 (Stage 2 Only)

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 any sub-contracting agreement with project partners (if applicable). 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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