



Sharing in Growth Offshore Wind Pilot Programme 2020

Supporting ambitious companies to become more competitive within the Offshore Wind Supply Chain

Scope & Guidance

4th September 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.

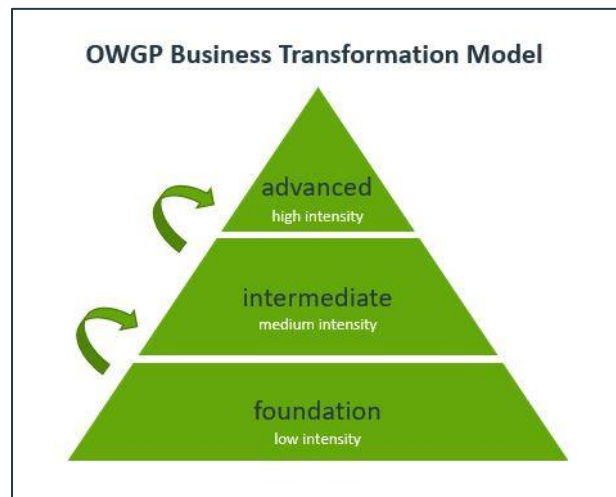
Strand D - Future supply chain development based on next generation technology to ensure the UK remains at the forefront of offshore wind technology. This leads to new UK products and services entering the UK and global markets.

This Business Transformation opportunity focuses on Strand B: Business Competitiveness.

2 Aim

In line with Strand B, the purpose of this business transformation opportunity is to help companies become more competitive by providing structured business improvement.

Sharing in Growth Offshore Wind (SiG OW) Programme is a high intensity intervention activity which aims to support increased productivity and growth of supply chain companies in the UK offshore wind sector.



SiG OW is aimed at ambitious companies looking to compete nationally and internationally and who are willing to commit to a bespoke, integrated programme that can develop leadership, culture and/or competitive operational capability to grow profitably. The programme will provide a long-term intervention to supply chain companies delivered by Sharing in Growth and their strategic training partners to business support and improvement.

3 Target

This business transformation opportunity is targeted towards companies with the following characteristics:

- Ambitious UK companies with senior management commitment to accelerating productivity and growth
- UK companies already active in the offshore wind sector, requiring focused support or strategic input to enhance their future direction and growth opportunities
- Have a site turnover of between £5m - £100m per annum

4 Opportunity Summary

	Supporting companies to become more competitive within the Offshore Wind Supply Chain
Objectives	<ul style="list-style-type: none"> To support growth of offshore wind supply chain companies through specialist training, embedding proven business improvement approaches and driving overall organisational improvement. Support growth of the UK offshore wind sector by increasing turnover, jobs and exports of UK supply chain companies.
Eligibility	<ul style="list-style-type: none"> Ambitious UK companies with senior management commitment to accelerating productivity and growth UK companies already active in the offshore wind sector requiring focused support or strategic input to enhance their future direction and growth opportunities Have a site turnover of between £5m - £100m per annum
Scope	SiG OW is a high-intensity programme, aimed at ambitious companies looking to compete nationally and internationally and who are willing to commit to a bespoke, integrated programme that can develop leadership, culture and/or competitive operational capability to grow profitably.
Activity Duration and Expectations	<p>Onboarding activities with selected companies will be delivered at a company's site after successful completion of required due diligence by Sharing in Growth.</p> <p>Support is expected to be delivered over a 6 to 9-month period from the project kick-off, with focused support provided by Sharing in Growth and selected training providers.</p> <p>Participating companies will be required to facilitate member(s) of staff from Sharing in Growth at their facility during the delivery of the programme. OWGP will be party to review meetings and engagements on progress against planned activities.</p> <p>Building of a positive trusting relationship between selected companies and Sharing in Growth is an essential ingredient for the successful delivery of the programme. Senior leadership commitment and involvement from the selected company is essential.</p>
Applications Open	Friday 4 th September 2020
Applications Close	Friday 9 th October 2020 at 17:00
Applicants notified	Friday 13 th November 2020

5 Definitions

The following terms shall have the meanings as described in the Definitions shown below:

Term	Definition
Applicant	A UK-based company that makes an application to the OWGP for support.
Assessor	An OWGP / Sharing in Growth appointed assessor that reviews the EOI applications.
Sharing in Growth	Delivery partner for the programme (SiG)
Sharing in Growth Offshore Wind Programme	The Programme (SiG OW) – Delivery of the prescribed programme of work with a Supply Chain Company.
Support Agreement(s)	Agreement(s) which will be signed between the successful Applicant and the OWGP, and the successful Applicant and Sharing in Growth. Under these agreements, the Applicant will agree to support monitoring of activity by OWGP in addition to allowing Sharing in Growth to work with them to address identified improvement activities. The OWGP will agree to make a grant available to successful Applicants for the sole purpose of payment to Sharing in Growth for the delivery of the services.

6 Eligibility

To be supported through the Sharing in Growth Offshore Wind Pilot Programme, the Applicant must meet the following criteria:

- Have senior leadership commitment and buy-in to participation on the programme.
- Be a UK-registered company of any size. (Please note, academic institutions and RTO's are not eligible for this opportunity)
- Demonstrate existing capability in the offshore wind sector.
- Can clearly articulate their desire to grow their presence in the offshore wind market.
- Understand their own needs and deficiencies as a business and have a proactive attitude to business improvement and constructive feedback.
- Provide detailed information to SiG and OWGP to allow support delivery.
- Make only one submission per company to this opportunity wave.
- Demonstrate how the intervention would impact their business and the additionality it would provide by being included for participation.

Applicants who receive support in this opportunity wave are expected to develop their company in the offshore wind sector based on the support received prior to receiving further support from OWGP.

7 Scope

The aim of the SiG OW Programme is to support the growth of offshore wind supply chain companies through specialist training, embedding proven business improvement approaches and driving overall organisational improvement. In addition, the programme is expected to support growth of the UK offshore wind sector by increasing turnover, jobs and exports of UK supply chain companies.

Existing offshore wind supply chain companies are invited to submit an expression of interest (Eoi) application to participate in the programme.

Applicants will complete the application form, providing further information about their company, products / services and ambition to grow within the offshore wind sector. Applicants can access 1-2-1 sessions with Sharing in Growth to gain support with the completion of their application. Support sessions will be provided from the 21st September to the 7th October 2020 and all requests for sessions must be made through OWGP by contacting info@owgp.org.uk

During the delivery phase, Sharing in Growth will work with successful applicants to complete a diagnostic assessment to establish the key focus areas for the initial intervention activities. Thereafter and requiring full engagement with the successful Applicant, Sharing in Growth will work with the company at all levels to implement the intervention activities.

OWGP will monitor successful Applicants and track progress in line with key performance indicators for the programme. Intervention activities led by Sharing in Growth will be delivered over a 6 – 9 month period from kick-off and Applicant companies should ensure they have suitable bandwidth, capability and senior management buy-in and support to support activities as a condition of application.

8 Applications

The EOI application form contains four sections about the Applicant's business and how it would benefit from inclusion in the programme. Each section has a series of sub questions with prompts which will help an Applicant to complete its application. The four main sections are as follows:

- Section A – Applicant Information
- Section B – Project Overview
- Section C – Eligibility
- Section D – Financial Health

Applicants can access 1-2-1 sessions with Sharing in Growth to gain support with their application.

This support will be provided from the **21st September** to the **7th October 2020** and all requests for sessions must be made through OWGP by contacting info@owgp.org.uk

9 Evaluation

Applications will be reviewed by Assessors based on the information provided by Applicants.

After the applications have been received, Sharing in Growth will generate a shortlist of applicants by reviewing eligibility, financial health and suitability for the programme. Where companies meet the shortlist criteria, they will be subject to a due diligence process which will include:

- A site visit by the SiG to meet the senior management team of the company to discuss in more depth their application, assess initial leadership capability and collate required information to complete due diligence through discussion
- Through discussion SiG will look to confirm financial health, business growth ambition and business challenges inhibiting growth potential in order to support the completion of a 1-page due diligence summary and recommendations
- Shopfloor / site tour to confirm initial level of business maturity and validate business challenges
- Assess company bandwidth to absorb intensive transformation programme

When all Due Diligence activities and Summaries have been completed a pack of information for each Applicant (EOI, Financial Health Assessment, Eligibility Criteria, Due Diligence Summary and Recommendation) will be reviewed by a SiG Executive before being submitted to the SiG Investment Board for scrutiny and recommendation to OWGP for approval or rejection.

Each SiG Investment Board recommendation will be passed to OWGP together with the supporting pack of information, described above, for final consideration prior to grant award if successful.

Decisions from OWGP and Sharing in Growth will be final upon delivery of notification.

10 Dates

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

Event	Date
Eol Applications Open	4 th September 2020
Online Briefing Event	18 th September 2020 from 14:00 – 15:30 Register Here
1-2-1 Meetings with Sharing in Growth Available	21 st September to 7 th October 2020 (must be scheduled through OWGP)
Eol Applications Close	9 th October 2020 at 17:00 GMT
Applicants notified	13 th November 2020

11 Submission Guidance

The Application Form (pdf) for this opportunity are available from the OWGP website.

Applicants will be able to submit the PDF Application Form until the stated Eol Application closing date and time. The submission documents should be sent to info@owgp.org.uk in-line with the instructions within the application form. 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.

Where applicable, numerical or quantitative answers will be looked on favourably.

12 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 Sharing in Growth for the purpose of this call.

It is the intention of the OWGP that a confidential and intellectually safe environment be created by the SiG OW Programme, where Applicants will feel free to share their ideas without fear of plagiarism or impact on their secrecy. As a result, the OWGP and Sharing in Growth will ensure that any Intellectual Property (IP) included in submissions to this opportunity will remain property of the provider, will be treated in confidence and exclusively for the purpose of assessing and evaluating the Eol Application.

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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