



# Development Grants

Improving competitiveness and increasing capability in the UK supply chain

## Scope & Guidance

### 29<sup>th</sup> October 2020



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

## Contents

---

1	Offshore Wind Growth Partnership .....	3
2	Aim .....	4
3	Target.....	4
4	Call Summary .....	5
5	Definitions .....	6
6	Eligibility.....	6
7	Scope .....	7
8	Application Process.....	9
9	Evaluation.....	10
10	Dates.....	10
11	Submission Guidance.....	11
12	Delivery .....	11
13	Confidential Information and Intellectual Property.....	12

# 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 Development Grants Call is “Open” to applications for projects that align with Strand B, Strand C or Strand D.

## 2 Aim

---

The purpose of the Development Grants is to help UK companies to improve their competitiveness or increase capability to enable a step-change in their growth. The call is open to a wide range of proposals across the existing supply chain and beyond, to fund projects that will lead to an increase in UK content, jobs, turnover and/or exports in the offshore wind sector. This covers investment in new equipment and facilities as well as the development and implementation of new processes or disruptive innovation.

See Section 7 for the Scope.

## 3 Target

---

This competition is open to UK companies that are currently working in offshore wind but also from adjacent sectors such as:

- Onshore Wind
- Renewables (other)
- Aerospace
- Oil & Gas
- Nuclear
- Automotive

Companies working in other sectors are encouraged to apply providing the proposal demonstrates a clear business case and ambition to grow market share in offshore wind.

Projects must be delivered in the UK, although the OWGP will consider proposals targeted towards export opportunities. To be eligible to apply, organisations must be a UK registered business of any size but must be able to contribute at least 50% of the total project budget.

## 4 Call Summary

Funding Call	Development Grants
Objectives	To help companies improve competitiveness and/or increase capability to accelerate their growth in the sector
Eligibility	<ul style="list-style-type: none"> <li>• Applicants must be a UK-registered company of any size.</li> <li>• Applicants must demonstrate existing capability that is or can be applied to offshore wind.</li> <li>• Applicants must be able to demonstrate a clear business need or market opportunity for their development activity.</li> <li>• Applicants must demonstrate ability to contribute cash or in-kind investment of at least 50% of the total project budget. (For example: a £1m project could be made up of £500k OWGP grant, £250k investment from company and £250k in-kind from the company)</li> </ul>
Scope	<p>Projects can focus on one or more of the following areas:</p> <ul style="list-style-type: none"> <li>• Investing in new equipment or facilities to increase manufacturing or service delivery capacity or capability.</li> <li>• Developing and implementing new operational processes that will increase competitiveness in the UK and global markets</li> <li>• Investing in disruptive technologies, products and/or services to improve operational performance, reliability and/or efficiency.</li> <li>• Other activity that will grow the company and lead to increased jobs, turnover and/or exports.</li> </ul>
Activity Type	<p>Projects should enable a step-change in growth and can include capital and operational expenditure.</p> <p>Projects will be based on a long-term business plan that covers operational costs, forecast market share, revenue, employment and exports.</p>
Project Duration	Projects can between 6 months and 24 months duration.
Eligible Costs	<p>Your project's total eligible grant funded costs must be between £75,000 and £500,000. This is range of grant that can be awarded.</p> <p>Applicants may receive funding for eligible project costs of up to 50% of the total project budget.</p>
Funding Type	Funding will be provided in the form of a grant.
Call Opens	Thursday 29 <sup>th</sup> October 2020
Stage 1 Closes	Friday 4 <sup>th</sup> December 2020 at 5pm
Applicants Notified	Friday 18 <sup>th</sup> December 2020
Stage 2 Closes	Friday 22 <sup>nd</sup> January 2021 at 5pm
Project Start	All projects must be ready to start on or before 1 <sup>st</sup> April 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 assessor that reviews the Development Grant applications to determine eligibility and alignment with OWGP KPIs.
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 project described in the application. 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 provides 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 and/or financial.

## 6 Eligibility

---

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 and/or increase capability in offshore wind
- Demonstrate existing capability in offshore wind or have a firm plan for working 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
- Make only one submission to this funding call per company
- Explain how this project would not take place without OWGP support

In addition to the Applicant, 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)

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 UK supply chain companies to grow through increased competitiveness, increased capability and/or development of new technologies, products, and services. Companies are invited to submit applications for projects that demonstrate high growth potential and will enable increases in UK content, jobs and exports.

In line with the strands, OWGP is seeking applications from UK companies with proposals focused on one of the following areas:

- Investing in new equipment or facilities to increase manufacturing or service delivery capacity or capability.
- Developing and implementing new operational processes that will increase competitiveness in the UK and global markets
- Investing in disruptive technologies, products and/or services to improve operational performance, reliability and/or efficiency.
- Other activity that will grow the company and lead to increased jobs, turnover and/or exports.

This competition will support companies with transformative plans for growth in offshore wind. Successful applicants will be high growth companies that can make a marked contribution to UK offshore wind projects and maximize their export potential following completion of their projects.

If you are not sure whether a project fits within criteria above, please contact the OWGP 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 transformative, additional to business as usual activity and be able to deliver long-term impact.

Due to the wide scope, the Development Grant funding call is anticipated to be extremely competitive. Therefore, within your application you should clearly demonstrate:

- The main motivation for the project, detailing the challenges the business faces.
- What improvements the project will deliver to the business.
- How the project fits with your current business plan, product range or service offerings
- How it will make you more competitive
- 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 succeed
- 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 partners that could help deliver your project, please get in touch with the OWGP Programme Team at [info@owgp.org.uk](mailto: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 Type**

We will fund projects that align with the scope areas and will enable a step-change in growth for the business. This can be a combination of capital and operational expenditure.

### **7.2 Projects we will not fund**

We are not funding projects:

- That do not focus on company growth in offshore wind specifically.
- That are not led by a UK company
- That do not align with the scope
- 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 1<sup>st</sup> April 2021

## 8 Application Process

---

The Development Grant funding call has a two-stage application process to enable the OWGP to manage the volume of applications and allow a simple first stage application.

### 8.1 Stage 1 Application

Applicants will have until **4<sup>th</sup> December 2020** to submit the Stage 1 Application Form to [info@owgp.org.uk](mailto:info@owgp.org.uk). The Stage 1 Application consists of 5 questions that will enable the OWGP to determine the project's eligibility:

- What is the background to your business and what is your track record and ambition for growth in offshore wind?
- What challenges are you facing and what is the barrier to growth that this project addresses?
- What will the project do and how does this help overcome the barrier to growth?
- How are you going to manage and deliver this project effectively?
- What are the expected outputs in terms of business growth, turnover, jobs, IP and exports?

The OWGP will review all 1<sup>st</sup> Stage Applications and notify all applicants by **18<sup>th</sup> December 2020** of the decision and if they have been invited to submit a full business plan. At this time, successful Stage 1 Applicants will receive a Stage 2 Application form to complete and submit by the call deadline **22<sup>nd</sup> January 2021**. Please note only successful Stage 1 Applicants can continue with the funding application process.

### 8.2 Stage 2 Application

The Stage 2 Application will ask selected companies to develop and submit a project plan (work packages, deliverables and milestones) along with a business plan showing the forecast growth of the project. This will cover forecast market share, revenues, employment and exports. The project plan and business plan plus any supporting material must be submitted to [info@owgp.org.uk](mailto:info@owgp.org.uk) no later than 5pm on **22<sup>nd</sup> January 2021**.

## 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 2 Business Plans will be reviewed by the OWGP Programme Team and Board of Directors (depending on project size).

Stage 1 Applications will be scored against the following criteria:

Criteria	Weighting	Guidance
Company background and relevance to this call	10%	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 barriers it is aiming to overcome with use of the OWGP funding
Clear project proposal	30%	The proposed project must be clearly defined and address the barriers identified.
Quality of project delivery	20%	An Applicant must indicate how the project will be managed to ensure effective delivery of outputs.
Impact and Additionality	20%	An Applicant must indicate what the impact will be and why the project would not go ahead or would be less effective without OWGP funding.

## 10 Dates

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

Event	Date
Call Announced GOW 2020	29 <sup>th</sup> October 2020
Call Opens	29 <sup>th</sup> October 2020
Online Briefing Event	4 <sup>th</sup> November 2020 from 2:00pm – 3:00pm
Stage 1 Application deadline	4 <sup>th</sup> December 2020 at 5pm
Successful Stage 1 Applicants notified	18 <sup>th</sup> December 2020
Stage 2 Application deadline	22 <sup>nd</sup> January 2021 at 5pm
Applicants notified	12 <sup>th</sup> February 2021

## 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](mailto: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 material will be emailed to all applicants that are successful in the Stage 1 Application. Applicants will be able to submit their project plan and business plan, along with any attachments until the stated Competition closing date and time. The submission documents should be sent to [info@owgp.org.uk](mailto: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. Where applicable, numerical or quantitative answers will be looked on favourably. Templates for the Stage 2 Project Plan and Business Plans will be provided to applicants that are successful in Stage 1.

## 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
- Use the OWGP Project Management Plan template provided to manage and report on their project progress.
- 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 Applicant
- Report to the OWGP for a minimum of five years on all outputs and specifically on increases in turnover, jobs, exports and IP. This includes 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. 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.).



---

ORE Catapult | Inovo 4<sup>th</sup> Floor | 121 George Street | Glasgow G1 1RD