



# Innovation Grants

Accelerating offshore wind consenting and ongoing site development

## Scope & Guidance

Sept 2021



[owgp.org.uk](https://www.owgp.org.uk)

## Contents

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1	Offshore Wind Growth Partnership .....	3
2	Aim.....	3
3	Target.....	3
4	Call Summary .....	4
5	Definitions.....	5
6	Eligibility .....	5
7	Scope .....	6
8	Application Process .....	8
9	Evaluation.....	14
10	Dates .....	14
11	Submission Guidance.....	15
12	Delivery .....	15
13	Confidential Information and Intellectual Property .....	16

# 1 Offshore Wind Growth Partnership

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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. 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.

## 2 Aim

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The purpose of the Innovation Grants is to fund projects that will result in market-ready technologies, products, and services to accelerate offshore wind site development during the consenting phase. This includes post-consenting activities like ongoing survey work, monitoring and mitigation activities. The call is open to a wide range of proposals across the existing supply chain and beyond, to fund projects that will overcome challenges associated with offshore wind site development and support the growth of UK businesses in terms of an increase in UK content, jobs, turnover and/or exports in the offshore wind sector.

See Section 6 for the Scope.

## 3 Target

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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 aligned with the scope, and ambition to grow a 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 fund projects that will lead to the commercialisation of products, services, and technologies that will accelerate offshore wind consenting and ongoing site development.
Eligibility	<ul style="list-style-type: none"> <li>• Applicants must be a UK-registered company of any size.</li> <li>• Applicants must NOT be in receipt of current OWGP grant funding through a funding competition launched within the last 12 months. This includes the October 2020 Development Grants Competition.</li> <li>• Applicants that are resubmitting a proposal from a previous OWGP funding competition may only resubmit ONCE.</li> <li>• Applicants must demonstrate existing capability or that this can be applied to offshore wind.</li> <li>• Any new technologies/products must be near-to-market – early stage concepts and/or prototypes are not eligible.</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 £200k project could be made up of £100k OWGP grant, £50k investment from company and £50k in-kind from the company)</li> </ul>
Scope	<p>The scope of this competition is targeted towards offshore wind consenting and site development (including ongoing site surveys, monitoring and mitigation). Project focus areas can include (but are not limited to):</p> <ul style="list-style-type: none"> <li>• New survey technologies</li> <li>• Seabed survey techniques, products, and/or services (Geotechnical/Geophysical/hydrographical)</li> <li>• Environmental surveys/impact assessments               <ul style="list-style-type: none"> <li>• Ornithological</li> <li>• Marine Mammal</li> <li>• Benthic/Fish/Shellfish</li> </ul> </li> <li>• Ongoing monitoring, mitigation and compensation</li> <li>• Data analysis techniques</li> <li>• Data sharing platforms</li> <li>• Technologies to optimize scoping/site selection</li> <li>• Nature inclusive/environmentally friendly designs.</li> </ul>
Activity Type	<p>Projects should deliver market-ready solutions to optimise and accelerate offshore wind site development during the consenting phase.</p> <p>Projects should also unlock growth potential for innovative UK offshore wind supply chain companies by enabling an increase in jobs, turnover, export opportunities and IP.</p>

Project Duration	Projects can be between 6 months and 18 months duration.
Eligible Costs	Your project's total eligible grant funded costs must be between £25,000 and £100,000. This is range of grant that can be awarded.  Applicants may receive funding for eligible project costs of up to 50% of the total project budget.
Funding Type	Funding will be provided in the form of a grant.
Call Opens	Monday 6 <sup>th</sup> September 2021
Call Closes	Friday 29 <sup>th</sup> October 2021 at 5pm
Applicants Notified	Friday 17 <sup>th</sup> December 2021
Project Start	All projects must be ready to start on or before 1 <sup>st</sup> April 2022, 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 Innovation Grant applications to determine eligibility and alignment with competition scope and 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

- Have not received OWGP grant funding (as lead organisation) through a funding competition launched in the last 12 months, i.e. the October 2020 Development Grants competition
- If resubmitting a proposal from a previous OWGP funding competition that was unsuccessful, this is the first and only resubmission.
- 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
- Any new technologies/products must be near-to-market, early-stage concepts and/or prototypes are not eligible.
- 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

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The aim of this competition is to optimize and accelerate offshore wind site development throughout the consenting phase. OWGP is looking to fund projects that will bring innovative technologies, products and services to the market quickly to support offshore wind developers with site development activities. Project focus areas within scope include (but are not limited) to:

- New survey technologies
- Seabed survey techniques, products, and/or services (Geotechnical/Geophysical/hydrographical)
- Environmental surveys/impact assessments
  - Ornithological
  - Marine Mammal
  - Benthic/Fish/Shellfish
- Ongoing monitoring, mitigation and compensation
- Data analysis techniques
- Data sharing platforms
- Technologies to optimize scoping/site selection

- Nature inclusive/environmentally friendly designs.

Companies are invited to submit applications for projects that demonstrate high growth potential and will enable increases in UK content, jobs and exports.

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 an 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 nature of the scope, the Innovation Grant funding call is anticipated to be very competitive. Therefore, within your application you should clearly demonstrate:

- The main motivation for the project and how it addresses a challenge(s) with offshore wind consenting.
- What outputs the project will deliver to accelerate offshore wind site development/consenting process.
- How the project fits with your current business plan, product range or service offerings
- How it will unlock growth for your business within the sector.
- The impact of the project on jobs, turnover, exports and IP
- The expertise of the project team in relation to your approach to the project, highlighting any gaps.
- The structure and features of your target market(s)
- 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 identified and will bring new technologies/products and/or services to the market to support offshore wind site development throughout consenting. 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 offshore wind site development, consenting, and/or ongoing site survey, monitoring and mitigation.
- That are not led by a UK company
- That do not align with the scope areas
- That are focused on early-stage technologies/concepts that are not near-to-market
- From companies that cannot clearly demonstrate a business case or market opportunity
- From companies that cannot demonstrate an in-kind contribution
- From companies that have received an OWGP grant from a funding competition dated within the last 12 months.
- That have already been resubmitted to OWGP following an initial unsuccessful application
- That are early-stage research and unable to demonstrate short-term impact on company growth
- That will not be ready to start by 1<sup>st</sup> April 2022

## 8 Application Process

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Applicants will have until **Friday 29<sup>th</sup> October 2021 at 5:00pm** to submit the Application Form via **Microsoft Forms**. You can access the Application Form [here](#).

**PLEASE NOTE:** You will **NOT** be able to save and return to your application within the form. We strongly recommend that you draft responses to the questions below before copying into the form for submission.

The Innovation Grant Application consists of 8 Sections with a total of 47 questions. Section 9 refers to the inclusion of an appendix to support your application. Please indicate “yes” or “no” in response to Question 48 to notify the assessment panel whether or not you will be submitting an appendix. Please note the appendix can be up to 5 pages long and be in PDF format.

### Section 1: Contact Details & Company Information

1. Applicant Name
2. Applicant Position



3. Applicant Email Address
4. Applicant Contact Telephone Number
5. Company Name
6. UK Company Registration Number
7. Number of Employees

8. What size is your company? *We will base this definition on Full Time Equivalent (FTE) staff headcount*

- Micro (<10 FTE)
- Small (<50 FTE)
- Medium (<250 FTE)
- Large (>=250 FTE)

9. What is the ownership structure of the company?

10. Company Turnover

11. Company Postcode

12. Company Website

13. Which market sector / industry would you describe as your primary sector / industry? *Please select one option or provide a text response*

- Aerospace
- Agriculture
- Automotive
- Chemical Industries
- Construction
- Defence
- Education
- Financial / Professional Services
- Offshore Wind
- Oil & Gas
- Onshore Wind
- Other Renewables
- Nuclear
- Rail
- Shipping, Port
- Other

14. Which offshore wind sub-sector is your primary focus? *Please select one option or provide a text response*

- Development (e.g. engineering and environmental surveys)
- Engineering Services
- Manufacture/Fabrication (turbines and balance of plant)
- Installation and Commissioning
- Operations and Maintenance (including inspection)
- Decommissioning
- Other

15. Have you or other(s) in your organisation applied to OWGP programmes in the past?

- Yes - we made an application and we received support from OWGP
- Yes - we made an application and we were unsuccessful
- No - we have never made an application to OWGP for support

16. To which programmes have you previously applied? *Please list all applications made, even if these were unsuccessful*

17. Is this application a resubmission from a previous OWGP Funding Competition \*

- Yes - we made an OWGP funding application for this project previously and it was unsuccessful
- No - we have never made a funding application to OWGP for this project

## **Section 2: Background to your business and relevance to this call**

Note: We are looking for applicants to demonstrate relevant experience or be well-suited to delivery in the offshore wind consenting phase (including post-consent surveys, monitoring and mitigation). The applicant should articulate their ambition for growth in offshore wind and the strengths they have that will enable them to be successful. The applicant should also display a strong knowledge of the market.

18. What is the background to your business and what product/service are you developing that will support offshore wind consenting (this can include on-going site development work). \* (Max 600 words)

## **Section 3: Understanding of the challenge/market opportunity**

Note: An applicant must show a clear understanding of the challenges they are trying to solve with use of the OWGP funding. The challenges/opportunities must be related to offshore wind consenting and ongoing site development but additional offshore wind use cases can be included.

19. What is the business opportunity/challenge associated with offshore wind consenting that your project addresses? \*(Max 600 words)

## **Section 4: Appropriateness of the solution in addressing the challenge**

Note: We are looking for the applicant to justify with sound reasoning how the proposed solution is well-suited to the challenge/opportunity identified. The applicant should clearly detail the benefits to the customer, the route to market and how it will unlock business growth within the offshore wind sector

20. Describe the benefits of the product or service you plan to commercialise through this project  
\* (Max 600 words)

## **Section 5: Quality of project delivery and exploitation of results**

Note: This is an opportunity to describe what the project will do. The 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.

21. What will the project do and how will you manage it effectively to achieve the outcomes?  
\*(Max 600 words)

## **Section 6: Additionality and value for money**

Note: 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.

22. How does the project represent value for money for the team and the OWGP? \*(Max 600 words)

## **Section 7: Financial Summary**

Please provide a high-level breakdown of your anticipated project costs, amount of funding requested and company contribution. Please see the Scope & Guidance document for a description of eligible project costs.

Please note OWGP will provide up to 50% of the eligible project costs (up to £100,000)

23. Total Project Costs (£)  
24. Company Contribution (at least 50%) (£)  
25. Total Funding Requested (£)  
26. Project Cost Breakdown: Labour Costs (£)  
27. Project Cost Breakdown: Overheads (should not exceed 20% of Labour costs) (£)  
28. Project Cost Breakdown: Materials (£)  
29. Project Cost Breakdown: Subcontracting (£)  
30. Project Cost Breakdown: Travel & Subsistence (£)  
31. Project Cost Breakdown: Other (£)

## **Section 8: What are the expected outputs in terms of business growth?**

OWGP's activities are measured against impact made to UK companies in terms of Jobs, Turnover, Exports and IP in the Offshore Wind Sector.

Please provide a baseline figure against each measurable area in relation to your activities today in the Offshore Wind Sector.

Then provide forecasts for each measurable area at:

- 1 year after support
- 3 years after support
- 2030

If you are new to the offshore wind sector and do not have current baseline figures for jobs, turnover, exports or IP, zero values can be accepted.

### **Jobs**

32. Baseline – Jobs in the Offshore Wind Sector *Please provide a numerical value as a Full Time Equivalent (FTE)*
33. Forecast - 1 year after support - Jobs in the Offshore Wind Sector *Please provide a numerical value as a Full Time Equivalent (FTE)*
34. Forecast - 3 years after support - Jobs in the Offshore Wind Sector *Please provide a numerical value as a Full Time Equivalent (FTE)*
35. Forecast - at 2030 - Jobs in the Offshore Wind Sector *Please provide a numerical value as a Full Time Equivalent (FTE)*

### **Company Turnover**

36. Baseline - Turnover attributable to the Offshore Wind Sector  
*Please provide a numerical value in £*
37. Forecast - 1 year after support - Turnover attributable to the Offshore Wind Sector \*  
*Please provide a numerical value in £*
38. Forecast - 3 years after support - Turnover attributable to the Offshore Wind Sector \*  
*Please provide a numerical value in £*
39. Forecast - at 2030 - Turnover attributable to the Offshore Wind Sector \*  
*Please provide a numerical value in £*

### **Exports**

40. Baseline - Exports attributable to the Offshore Wind Sector  
*Please provide a numerical value in £*
41. Forecast - 1 year after support - Exports attributable to the Offshore Wind Sector  
*Please provide a numerical value in £*
42. Forecast - 3 years after support - Exports attributable to the Offshore Wind Sector  
*Please provide a numerical value in £*

43. Forecast - at 2030 - Exports attributable to the Offshore Wind Sector  
*Please provide a numerical value in £*

## **IP**

44. Baseline - IP attributable to the Offshore Wind Sector  
*IP refers to the creation of a new marketable product or service to the Offshore Wind Sector. Your response should be in relation to the number of new products of services you bring to the sector.*
45. Forecast - 1 year after support - IP attributable to the Offshore Wind Sector  
*IP refers to the creation of a new marketable product or service to the Offshore Wind Sector. Your response should be in relation to the number of new products of services you bring to the sector.*
46. Forecast - 3 years after support - IP attributable to the Offshore Wind Sector  
*IP refers to the creation of a new marketable product or service to the Offshore Wind Sector. Your response should be in relation to the number of new products of services you bring to the sector.*
47. Forecast - at 2030 - IP attributable to the Offshore Wind Sector  
*IP refers to the creation of a new marketable product or service to the Offshore Wind Sector. Your response should be in relation to the number of new products of services you bring to the sector.*

## **Section 9: Appendices**

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.

If you intend to submit an appendix, please select "yes" in response to the question below so we can make sure to include in the assessment pack.

Please save the appendix in the following format: **COMPANY\_NAME\_Appendix\_2021.pdf**

Please send this by email to **info@owgp.org.uk** using the subject line "**COMPANY\_NAME Innovation Grant Appendix**" no later than 5pm on Friday 29th October 2021.

48. Will you be submitting an appendix to support this application? \*

**Yes**

**No**

**- End of Application Form -**

The OWGP and external assessors will review all applications and notify all applicants by **17<sup>th</sup> December 2021** of the award decision.

## 9 Evaluation

Applications will be reviewed by the OWGP Programme Team to ensure the project is within scope and meets eligibility criteria. They will then be assessed externally by a pool of 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	10%	Applicants should demonstrate relevant experience or be well-suited to delivery in the offshore wind. The applicant should also display a strong knowledge of the market.
Understanding of the challenge/market opportunity	10%	An applicant must show a clear understanding of the challenges they are trying to solve with use of the OWGP funding.
Appropriateness of the solution in addressing the challenge	20%	The applicant must justify with sound reasoning how the proposed solution is well-suited to the challenge or opportunity identified. The applicant should clearly detail the benefits to the customer, the route to market and how it will unlock business growth within the offshore wind sector.
Quality of project delivery and exploitation of results	20%	This is an opportunity to describe what the project will do. The 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.
Additionality and value for money	20%	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.
Alignment with OWGP KPIs	20%	An Applicant must indicate what the impact will be on company growth KPIs: Jobs, turnover, IP, exports, and identify additional benefits/impacts.

## 10 Dates

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

Event	Date
Call Opens	6 <sup>th</sup> September 2021
Online Briefing Event	16 <sup>th</sup> September from 2:00pm – 3:00pm
Application deadline	29 <sup>th</sup> October 2021 at 5pm

Applicants notified	On or before 17 <sup>th</sup> December 2021
Project Start Date	On or before 1 <sup>st</sup> April 2022

## 11 Submission Guidance

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The Innovation Grant Application Form [can be accessed by clicking this link](#) or from the OWGP website. Applicants will be able to complete and submit this form until the stated Application deadline. A confirmation email will inform the sender that the submission has been received and you will receive a copy of your submission.

**PLEASE NOTE:** You will **NOT** be able to save and return to your application responses within the form. We strongly recommend that you draft responses to the questions outlined in Section 8 before copying into the form for submission.

Applicants will be able to submit an appendix up to 5 pages long by email to support their application. This must be in PDF format and emailed to [info@owgp.org.uk](mailto:info@owgp.org.uk) by 5pm on the stated closing date. Please follow instructions in Section 9 of the Application Form to submit an appendix. A confirmation email will inform the sender that the appendix has been received.

### 11.1 Application forms

The Innovation Grant Application is a Microsoft Form. It is recommended that draft responses are prepared prior to entering into the Microsoft Form since responses cannot be saved and returned to. 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.

[Click Here](#) to access the Application Form.

## 12 Delivery

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### 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

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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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