



OWGP National F4OR Programme Briefing

Lynne McIntosh-Grieve

26th January 2022



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2. F4OR Programme Overview – Johnny Love, ORE Catapult
3. F4OR Programme Expression of Interest
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Introduction to OWGP

OWGP is a long-term business transformation programme for the UK offshore wind supply chain

Funding:

- OWIC (offshore wind developers) are funding OWGP.
- OWGP will leverage regional and national public funding

Delivery:

Budget of £100m over ten years to provide:

- **Business Transformation** – structured programmes to help companies grow.
- **Grant Funding** – for developing new products, services, capacity and capability

The aims of OWGP are:



Increase UK
content in UK
projects



Increase
exports to
global markets



Increase
economic value
(jobs and GVA)



Increase UK IP
embedded in
supply chain

Funded by

Offshore Wind
Industry Council

Delivered by

CATAPULT
Offshore Renewable Energy

Grant Funding

Grant Funding

- **Development Grants – £100k to £1m**
Large scale grants for transformative projects delivering a step-change in company growth.
- **Innovation Grants - £25K to £100K**
Smaller-scale grants for game-changing projects that deliver new innovative technologies, products and services to the sector.



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42 projects have been awarded OWGP funding so far, including...



Business Transformation

Business Transformation

- **Wind Expert Support Toolkit (WEST)**
Foundation-level support for companies seeking specialist advice, market intelligence and business planning.
- **Sharing in Growth (SiG) Offshore Wind**
Advanced-level support for ambitious supply chain companies focused on driving organisational improvements in leadership and operational efficiency.



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Matt Brown



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The WEST Programme has supported **74 companies** to date by enabling access to bespoke consultancy support.

Sharing in Growth now has **8 companies** working through the programme.



F4OR National Programme

Johnny Love – ORE Catapult



Programme Overview

- Developed from the established F4Nuclear Programme framework from the Nuclear Advanced Manufacturing Research Centre (NAMRC)
- ORE Catapult have adjusted the programme since its inception to be aligned to offshore renewables supply chain characteristics and business content – including **manufacturing, fabrication and assembly, service, O&M, engineering design** and **construction**
- ORE Catapult, NAMRC and Opergy have enhanced the sector specific modules, focusing on offshore wind
- Industrial insight and feedback provided by Industrial Advisory Group (IAG) to continuously improve and govern the standard of the programme

F4OR
**Fit For Offshore
Renewables**

Powered by

CATAPULT
Offshore Renewable Energy



NUCLEAR AMRC



Powered by
opergy

F4OR IAG:

— **EnBW**



Ørsted



equinor

Vestas

VATTENFALL

RWE

RIDG

SSE

SIEMENS Gamesa
RENEWABLE ENERGY

SCOTTISHPOWER
RENEWABLES

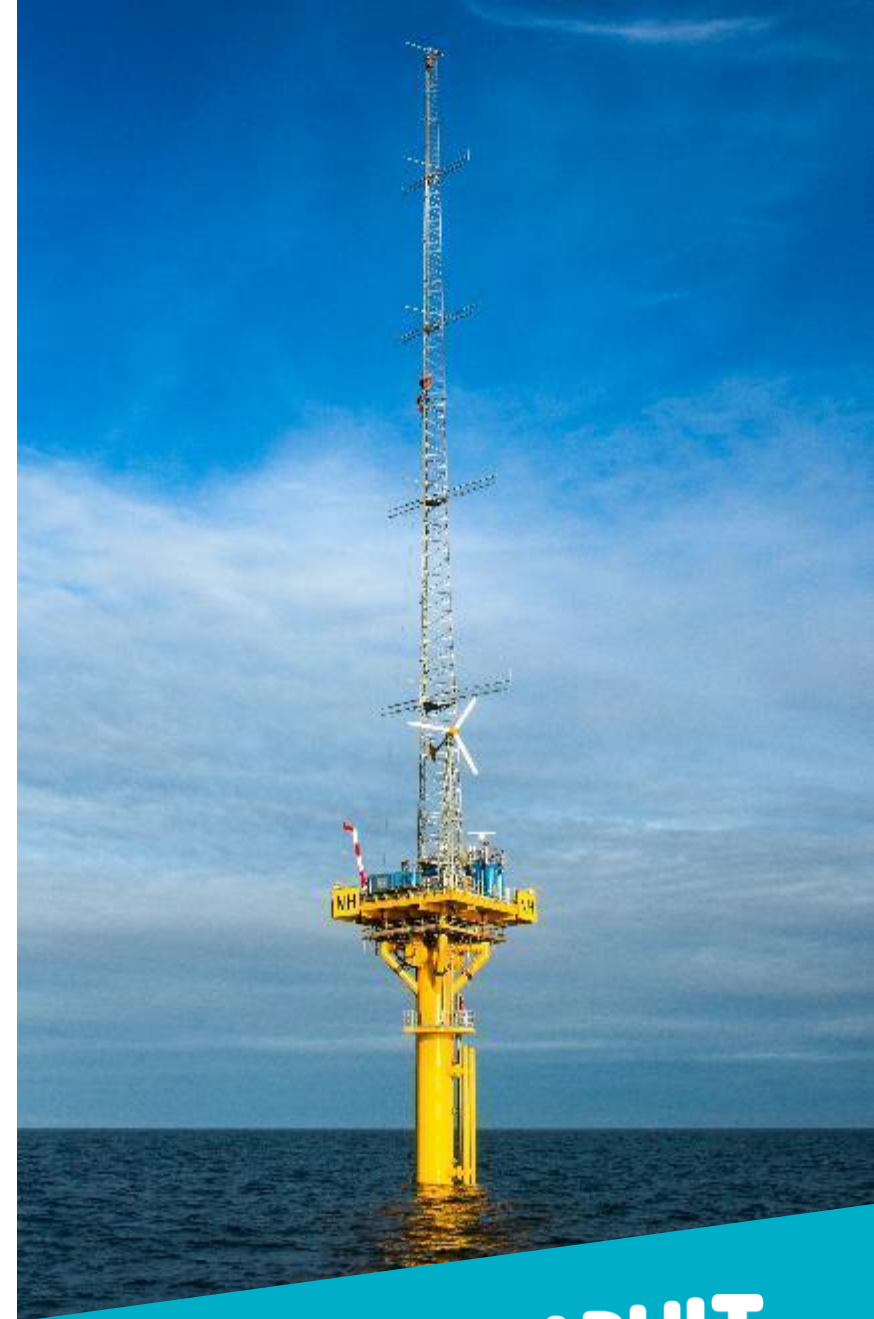
CATAPULT
Offshore Renewable Energy

Aim



*“To increase the **competence, capacity** and **competitiveness** of the UK offshore renewable energy supply chain, **maximising opportunity** for the UK supply chain, both domestically and globally.”*

- Identifies “high potential” supply chain organisations, with a strategic interest in the Offshore Wind industry
- Addresses barriers to entry for UK supply chain companies, and increasing UK content by providing **sector specific support, underpinned by business excellence**
- Help companies **build capability, know how to apply it to win business**, and support **sustained continuous improvement**



Programme Overview

- F4OR is 12-18 month journey (typically), of interactive **support and coaching** across two strands
- Strand 1: Initially assessing **business management systems and practices**
- Strand 2: Then, over laying **offshore wind knowledge and experience**
- Gaps are noted and **action & improvement plans** are put in place
- **1-2-1 advice** and opportunity to attend **sector specific surgeries** are supplied to support progress
- Evidence of progress is uploaded, and progress tracked
- Finally when enough progress has been made the companies are assessed for **F4OR Granted** status

Programme Overview – Scope

Key **Driver of Strategic Success** in Sector – has a direct impact on organisational knowledge and its ability to use this as a strategic advantage over time;

Key **Driver of Competitiveness** – has a direct impact on the efficiency of a business operations and hence cost of product / service;

Key **Sector Competence** – required competence to work effectively in the offshore renewable energy industry;

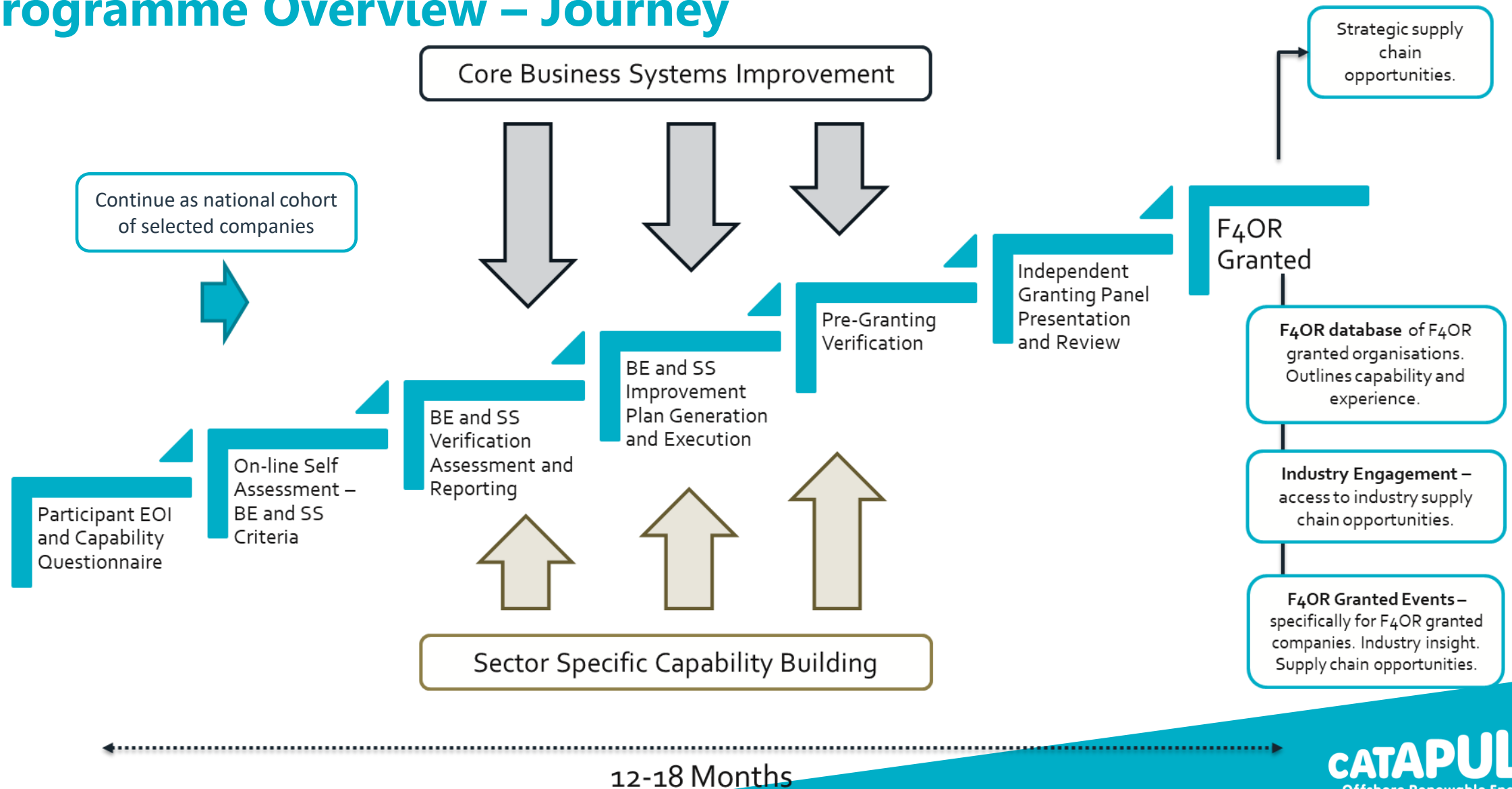
Basic Competence, Effective Risk Management – basic requirements to operate in the offshore renewable energy sector;

Phase 1 – Business Excellence

Phase 2 – Sector Specific

Key Driver of Success in Sector	People – employee culture, development and accountability, communication, change management;	Sector Knowledge – growth, projects, technology, supply chain;	Key Driver of Success in Sector
Key Driver of Competitiveness	Strategy and Leadership – strategic awareness, planning, and deployment, management leadership; Process and Operations – continuous improvement culture, KPI setting, measurement and benchmarking, supply chain management; Design and Project Delivery – design systems and control, project planning, management and delivery performance;	Cost Reduction and Competitiveness – value proposition (costed), benchmarking; Capacity and Capability – capacity and capability planning; Sector Specific HSE – offshore specific competence and planning; Technical Risk Management – technology development planning and validation, operational technical support / management; Commercial Risk Management – commercial planning and risk allocation in contracts, warranties, service level agreements, guarantees and bonds;	Key Driver of Competitiveness
Tender Qualification, Effective Risk Management	Health, Safety and Environment – HSE management, responsibility and accountability, competence, planning and audit; Quality – management systems, responsibility and accountability, continuous improvement;		Key Sector Competence

Programme Overview – Journey



Programme Overview – Outputs

- F4OR Granted companies are:
 - Part of **cohort of 75** companies, granted or on the programme
 - Typically improving their **Business Excellence scores by 14%**
 - Typically improving their **Sector Specific scores by 24%**
 - **Tendering and wining work** in offshore renewables
 - **Creating jobs** and recruiting



Balmoral:

*"...Balmoral's move towards the energy transition **was enhanced when we joined the Fit 4 Offshore Renewables programme**. Over the past 20 months we have achieved granted status for F4OR and **secured several contracts** for offshore wind, both fixed and floating, while also seeing success in the wave & tidal arena.*

*...the programme was refreshingly challenging in that it **cemented our existing efforts**, however, with its audited nature, **forced exploration for opportunities of improvement** and to fully understand the risks associated with this emerging market..."*



2H Offshore:

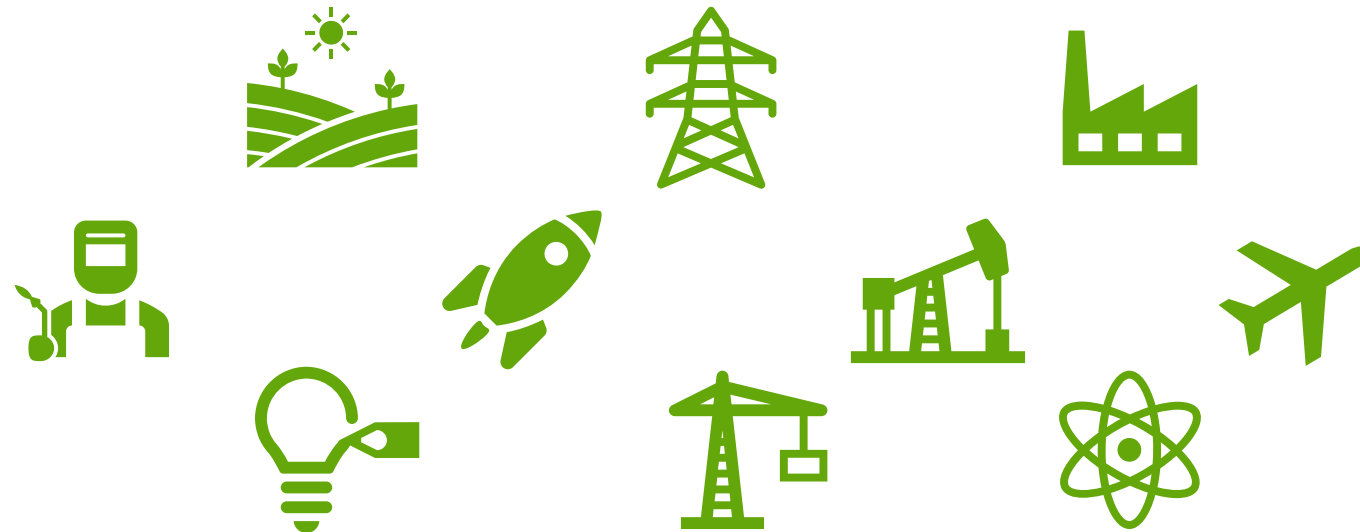
*"The guidance received via the Fit 4 Offshore Renewables programme has helped us focus on the key areas where we have expertise and given us insight into the companies we should be engaging with. This has **undoubtedly helped achieve** our impressive year-on-year growth and the **securing of over £1million of orders** in Offshore Renewables since starting the programme"*

F4OR National Programme

Application Process



To help UK companies measure their current operations against the standards required to supply the offshore wind industry; and take the necessary steps to enter and / or grow in the market.

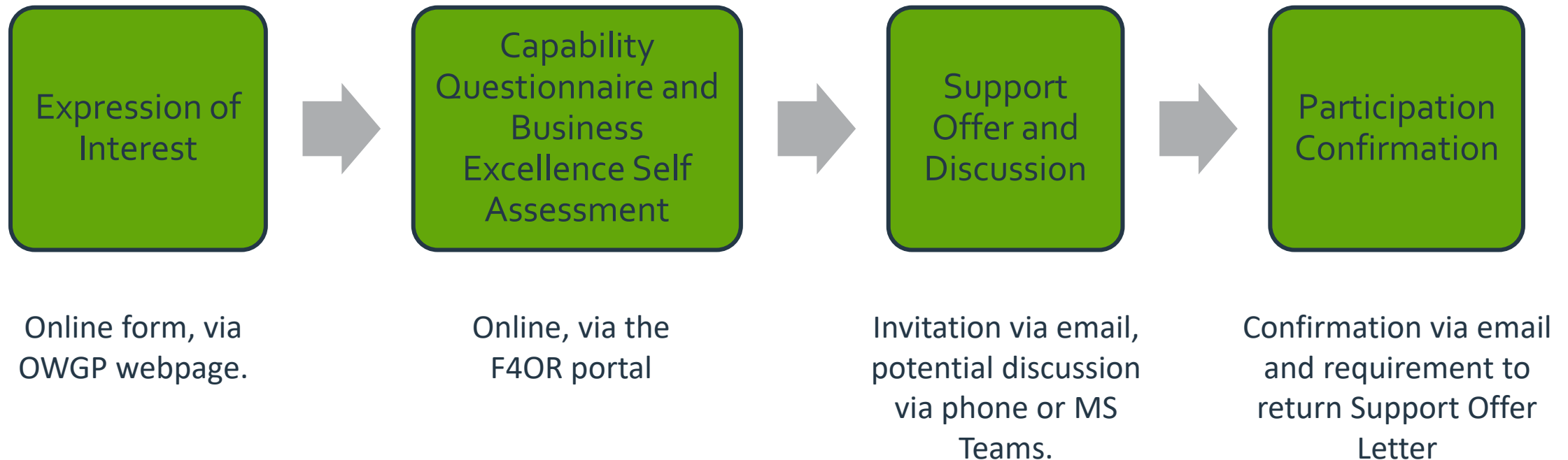


The national F4OR programme will support the development of an increasingly competent, capable and competitive UK offshore renewable energy supply chain – maximising opportunity for the UK supply chain, both domestically and globally

Applicants must meet the following criteria:

- Applicant companies must be UK-registered with a turnover of >£1m and headcount of >10 employees.
- Applicant companies should have competence / expertise in one or more of the following areas: Manufacturing, Assembly, Fabrication, Service or Engineering.
- Applicants must provide evidence as part of their application of a desire to work within or have an existing foothold in the offshore wind supply chain and have senior management commitment to provide the necessary resources to implement recommended improvements.
- Applicants must have ISO:9001 accreditation or be actively working towards securing it.
- Show a clear intent to develop their business further in offshore wind.
- Be open minded to identified needs and deficiencies as a business and have a proactive attitude to business improvement and constructive feedback.

Application Process



Expression of Interest



F4OR Programme

<https://owgp.org.uk/about/business-transformation-programmes/>

We recommend you download our [Scope & Guidance document](#) before starting the form

- We are using an online form for the expression of interest applications
- Questions are a blend of text box responses, and numerical responses, guidance provided in the form

Please note - you will **NOT** be able to save and return to your application within the form. We therefore strongly recommend that you draft responses to the questions which are found in the **F4OR Programme – Scope & Guidance** before copying these into the form for submission.

Company Name *	
<hr/>	
Companies House Number *	
<small>For the legal entity which you would like to join the F4OR programme.</small>	
<hr/>	
Contact Person *	
<hr/>	
Email *	
<hr/>	
Street Address	
<hr/>	
City	
<hr/>	
Mobile Phone Number	
<hr/>	
Landline Number	
<hr/>	
Website URL	
<hr/>	
Number of Direct, Full-Time Employees *	Number of Indirect Employees *
<hr/>	<small>(e.g. contractors)</small>

Key Dates

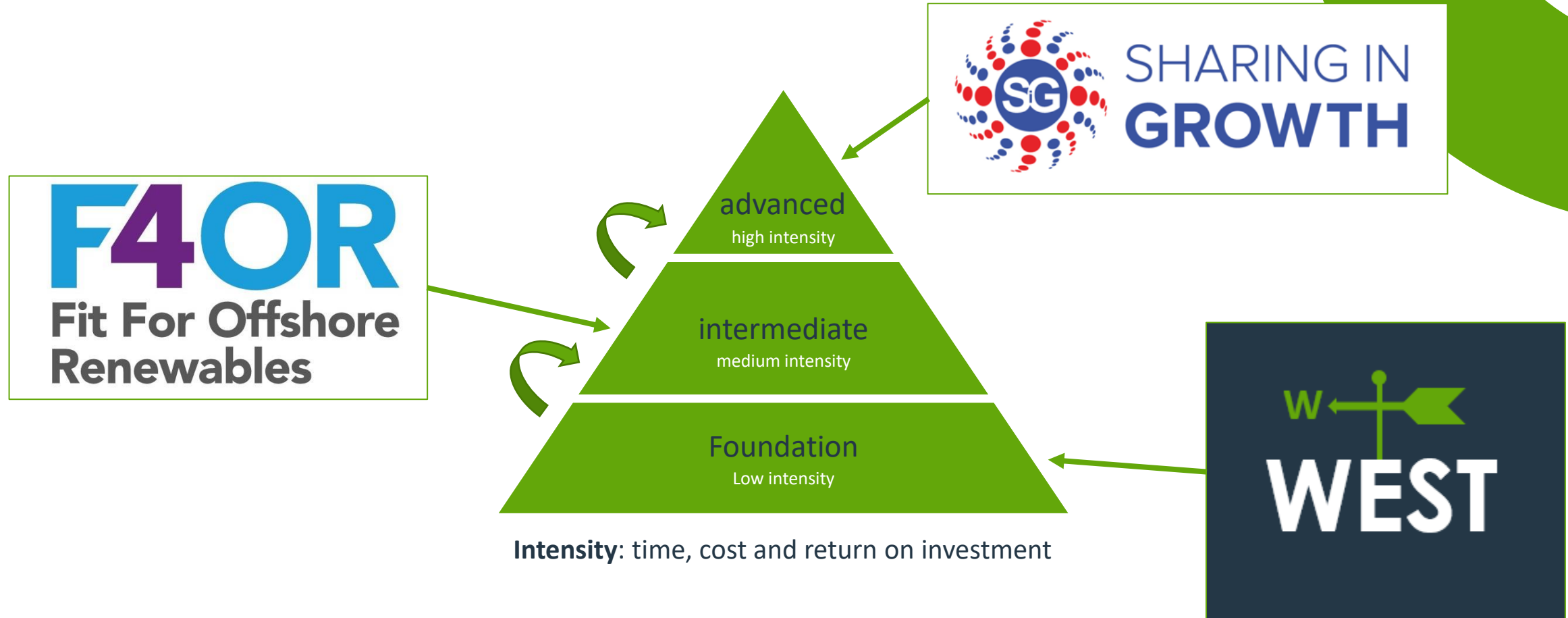


Event	Date
Eol Applications Open	19 th January 2022
Online Briefing Event	26 th January 2022 from 2:00pm – 3:00pm
Eol Application Closure	11 th February 2022 at 17:00
Long-list applicants notified	18 th February 2022 (17:00)
Competence Questionnaire and Business Excellence Self-Assessment for long-list applicants (closure)	4 th March 2022
Final Feedback to companies and selection of participants (decision confirmed by)	11 th March 2022 (17:00)

- Step (1) Ensure that you have registered on the website:
<https://owgp.org.uk/register-interest/>
- Step (2) Draft responses to the application questions found in the
[F4OR Scope & Guidance Document](#)
- Step (3) Paste your responses into the [Online Application Form](#) and **submit**
- Step (4) You will receive an email acknowledgement to confirm that your
application has been received.

Other OWGP Opportunities

Business Transformation Programmes





WEST Programme

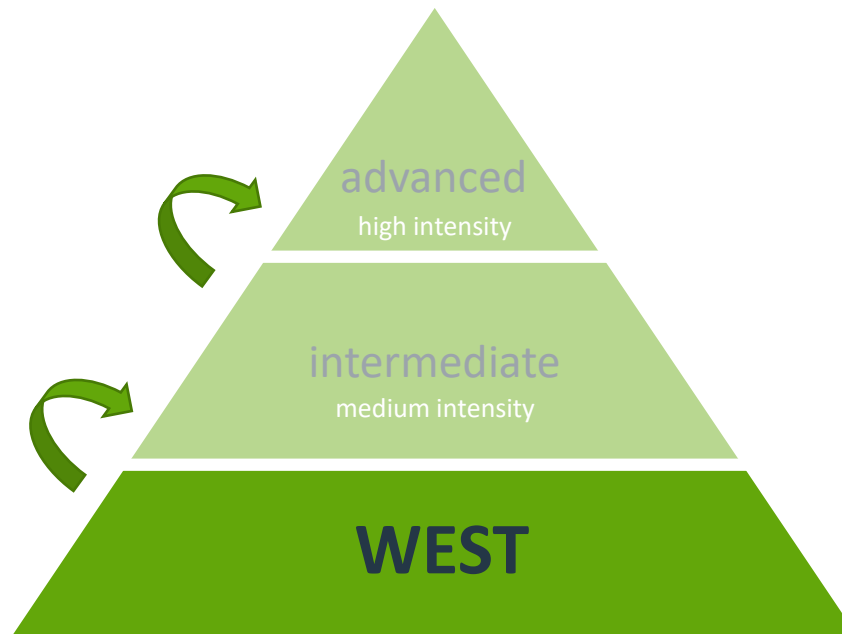
Wind Expert Support Toolkit (WEST)



WEST is a low intensity intervention within the OWGP's business transformation programme and aims to support growth of supply chain companies entering or already embedded in the offshore wind sector.

WEST is a short-term foundation entry point support activity that will include:

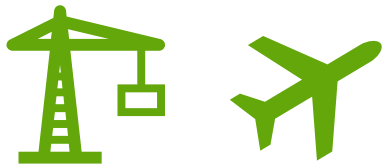
- an assessment of a company's needs
- bespoke and targeted market intelligence, insight, specialist advice and support
- recommendations for next steps



Intensity: time, cost and return on investment

WEST is open to companies and organisations with the following characteristics:

Start-up companies and organisations based in the UK who wish to work in the offshore wind sector



Established UK companies or organisations who work in other sectors who wish to transition into the offshore wind sector

UK companies or organisations already working in the offshore wind sector requiring more focused support or strategic input to enhance their future direction and growth opportunities



How to Apply




<https://www.owgp.org.uk/business-transformation-programmes/>

The WEST Programme 2021-22

- We recommend you download our Scope & Guidance document before starting the form
- We are now using Microsoft Forms for our applications
- Questions are a blend of text box responses, numerical and drop-down responses

Please note - you will **NOT** be able to save and return to your application within the form. We therefore strongly recommend that you draft responses to the questions which are found in the WEST Programme Scope and Guidance Document before copying these into the form for submission. You will be able to save a PDF copy of your responses after submission.



OWGP WEST Programme Application - 2021-22

Prior to entering your responses on this form, please ensure you have fully reviewed our WEST Programme Scope and Guidance Document which can be found on the OWGP Website: <https://owgp.org.uk/about/business-transformation-programmes/>

The WEST Programme Scope and Guidance Document contains important information relating to the scope and aims of the programme, applicant eligibility and also explains the assessment and delivery process.

Please note - you will NOT be able to save and return to your application within this form. We therefore strongly recommend that you draft responses to the questions which are found in the WEST Programme Scope and Guidance Document before copying these into the form for submission. You will be able to save a PDF copy of your responses after submission.

Please note - This application should be completed by the lead organisation wishing to receive support and should not be filled-out by a third party or on behalf of another organisation.

Please note - If your organisation has been awarded support from an OWGP business transformation programme launched in the last 12 months you are not eligible to submit into this support round.

Please note - Applications will be assessed on company growth potential regardless of experience in Offshore Wind.

...

* Required

Contact Details & Company Information

If you have not already registered, please register your interest in the OWGP Programme before you submit this application at: <https://owgp.org.uk/register-interest/>

1. Applicant Name *

OWGP accelerating growth in the UK's offshore wind supply chain



PARTICIPANT IN WEST PROGRAMME

Marex: Risk management for offshore operations



“ Within 6 months of OWGP's support we were winning contracts in the offshore wind sector, this wouldn't have happened so quickly without the WEST Programme. It's been a massive success for us. ”

Wayne Henderson, Managing Director

Undertook business transformation programme, WEST and realigned the business's services for the offshore wind market.

- **Developed a clear position in the offshore wind sector**
- **Built confidence and capabilities in offshore wind**
- **Won new contracts within 6 months**

Sharing in Growth Offshore Wind



Sharing in Growth Offshore Wind Programme is:

a high-intensity support programme, aimed at ambitious offshore wind supply chain 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.

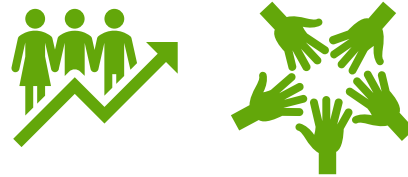


SiG OW is open to companies and organisations with the following characteristics:

Ambitious companies looking to commit themselves to accelerate growth



UK companies already working in the offshore wind sector requiring focused support or strategic input to enhance their future direction and growth opportunities



Site turnover of between £5m – 100m per annum



Sharing in Growth Offshore Wind

Offshore Wind capacity in the UK will grow from 10GW in 2020 to over 40GW by 2030 and will result in over £40bn of supply chain contracts. OWGP has a budget of £100m to support supply chain growth through:

- Grant awards
- Business transformation support

Within Business Transformation OWGP will provide *insight* into growth opportunities through the Wind Expert Support Toolkit (WEST) and *onsite* intervention from Sharing in Growth (SiG) to help companies to win contracts in the UK and increase exports.

Apply Today!

Who is Sharing in Growth?

Established in 2012, Sharing in Growth is an award winning organisation that has secured over £5bn of contracts to companies in Aerospace, Civil Nuclear and associated sectors, accelerating the companies' growth beyond their peers.

The approach is to work closely with the leadership team, combining Sharing in Growth's benchmark analysis with the companies' strategy to define key business challenges. This results in a wholly bespoke set of intervention 'blocks' with their specific targets.

Typical areas of focus

- A Accelerating profitable growth by focussing on customer need, commercial and sales
- B Galvanising a leadership team, clear deployment of goals, with the management and culture to deliver a strategic aim
- C Reducing the cost of a key product or service
- D Reducing cost of procurement
- E Optimising operations to release working capital
- F Operationalising a new product or service

Steve Kirk
Managing Director, CW Fletcher

SHARING IN GROWTH

Offshore Wind Growth

How to Apply



<https://www.owgp.org.uk/business-transformation-programmes/>

The Sharing in Growth Offshore Wind Programme

- We recommend you download our Scope & Guidance document before starting the form
- The application is a downloadable PDF which should be returned to info@owgp.org.uk
- Applications are open on an ongoing rolling basis

The form is titled 'EXPRESSION OF INTEREST FORM' and is divided into two main sections. The top section, 'Introduction', provides background information about the Sharing in Growth (SiG) programme and its partnership with the Offshore Wind Growth Partnership (OWGP). The bottom section, 'section A – Applicant Information', contains a list of eight questions with corresponding text input fields for the applicant to complete.

SHARING IN GROWTH UK Ltd **Offshore Wind Growth Partnership**

EXPRESSION OF INTEREST FORM

Introduction

Sharing in Growth (SiG) was created as an ambitious approach to raising the competitiveness of the UK aerospace supply chain, to win a larger share of the global market. The programme operates across the UK and has succeeded in attracting over £5 billion in new business for the 65 companies that have taken part and there is a clear pattern that business growth, capital investment and net worth have increased beyond their peers in the wider supply chain.

Sharing in Growth (SiG) is pleased to be working with the Offshore Wind Growth Partnership (OWGP) to develop a multi-year programme to improve the competitiveness of the UK offshore wind industry supply chain. This form is to express interest to join a £1.5m pilot which will deliver the first phase of intervention of c. 9 months each to circa 8 UK offshore wind supply chain companies.

The programme is aimed at UK facilities that manufacture, service or support the Offshore Wind Sector, with ambition to grow and compete as mid cap companies.

section A – Applicant Information

1. Name of Primary Contact	<input type="text"/>
2. Company/Organisation	<input type="text"/>
3. UK Company Registration Number	<input type="text"/>
4. Address	<input type="text"/>
5. E-mail	<input type="text"/>
6. Please provide a brief explanation of your company ownership structure and % share and your Board structure – NED's etc	<input type="text"/>
7. Number of employees – total and direct / indirect split	<input type="text"/>
8. Your principal customers and their share of your sales and number of years as a customer. How many years have you been supplying the offshore market?	<input type="text"/>

OWGP accelerating growth in the UK's offshore wind supply chain



PARTICIPANT IN SIG OFFSHORE WIND PROGRAMME

PanGeo Subsea: Providing 3D imaging technology to reduce risk in offshore wind installations



“ The programme has been an extremely valuable experience which has made a tangible difference to support PanGeo for growth. The process has challenged our thinking and driven us to change our business model for the ultimate benefit of our clients. ”

Lynne Adu, Vice President Commercial

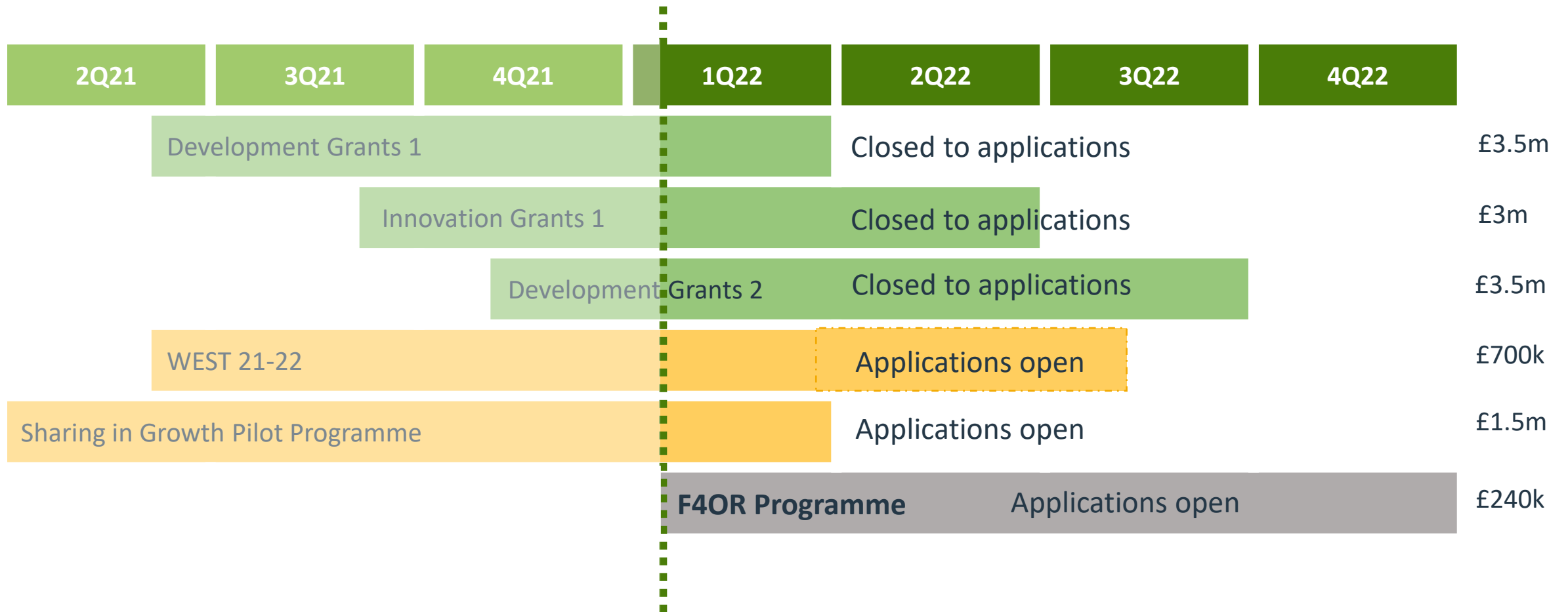
Intensive 6 month Business Transformation programme with OWGP partner, SiG to transform PanGeo's sales strategy and set the business up to operate at scale.

- **Improved customer satisfaction**
- **Improved business performance**
- **Created clarity around load and capacity**

Future Opportunities with OWGP



Progress - 2021/22 Delivery Plan



Stay tuned for...

Development Grants

- Grants of £100K to £1M
- Open scope but projects must deliver a step-change in company growth.
- Programme application opportunities in 2022-2023 (Indicatively May 2022).
- Stage 1 application will be “EoI” style.
- Stage 2 application will be a full business plan.

Innovation Grants

- Grants of £25K to £100K
- Targeted scope to align with industry priorities and UK opportunities.
- Regular programme application opportunities in 2022-2023 (Indicatively Nov 2022).
- Application format will mirror previous calls with an initial eligibility check and shortlist generated by the Delivery Team, followed by independent external assessment.

2022-23 Delivery Plan is under review by the OWGP Board

Register with OWGP to find out as soon as a new funding opportunity is released!



Supporting high growth companies in the UK offshore wind supply chain

[Learn more >](#)

www.owgp.org.uk

Q&A

