

Case Study: W3G Marine



Installation products for the Offshore Wind sector.

Business profile

- 10+ years of experience in the Offshore Wind sector.
- Annual turnover of £2M.
- 10+ employees.

Support received



GRANT FUNDING



W3G Marine received an innovation grant to trial an automated, scalable production process to improve the commercial competitiveness of a key product within its portfolio of Offshore Wind installation tools.

Impact of the support

- CAPEX assistance to undertake a production process trial.
- Trial is currently underway.
- Potential for 10-fold growth.

A closer look at W3G Marine

W3G Marine is well established in the Offshore Wind sector with 10 years of experience providing engineering services and installation tools to the industry.

The company's inflatable packer is an innovative foundation stabilisation tool that has successfully been trialled at East Anglia 1 Offshore Wind Farm with a follow on contract successfully secured. W3G Marine needed to invest significant CAPEX to develop a manufacturing process if it was to sell this solution at scale and lead the market.



Trialling use of robotic welding machines.



Funding is developing a manufacturing process to increase product quality and help the company to scale.



Opportunity for 10-fold growth.

How did OWGP's support propel W3G Marine's business into the Offshore Wind sector?

Before

W3G Marine saw huge potential in a product within its range of Offshore Wind installation tools but were confronted with a large CAPEX investment to develop an automated manufacturing process.

As it stood, its foundation stabilisation tool was proving popular with customers in the Offshore Wind sector, but the highly manual nature of the production process was stifling the company's ability to produce the product at scale.

W3G Marine needed to find investment if it was going to unlock huge growth for the company's future.

During

After coming across OWGP at an event at Strathclyde University in 2019, W3G Marine applied for an innovation grant and was awarded £54,000 in early 2020.

The funding is enabling W3G Marine to undertake a manufacturing trial to explore the use of robotic welding machines to drive down manufacturing costs, increase product quality and enable production at a significantly faster rate, all key improvements the organisation requires to scale.

After

The trial is well underway, and W3G Marine is seeing encouraging results so far.



“ We couldn't have jumped on this opportunity to grow the business without the grant funding from OWGP. This cash injection has allowed us to innovate and explore the use of robotic welding to reduce our cost base, improve our quality and take on board more of the scope directly. ”

JOHN GILES
Technical Director, W3G Marine



www.w3gmarine.com