



Improving operational efficiency in offshore wind

BUSINESS PROFILE

- ➔ CPS provides end-to-end port agency, logistics, freight forwarding, and vessel support for the shipping, energy, and offshore sectors.
- ➔ Headquartered in the UK with 22 offices across the UK and the Netherlands, delivering 24/7 services through over 140 trained professionals.
- ➔ Supporting multiple offshore sectors through a comprehensive range of services.

SUPPORT RECEIVED



Clarkson Port Services Ltd (CPS), a division of Clarksons, is a leading provider of integrated port and marine logistics solutions, supporting the shipping, energy, and offshore sectors.

Headquartered in Ipswich, UK, CPS employs over 140 trained staff delivering 24/7 services worldwide. The company offers Port Agency, Customs Clearance & Consultancy, Vessel Chartering, Crew Change Coordination, Helicopter Operations, Freight Forwarding, Project Logistics, Warehousing & Storage, Bunker Supply, Quayside Logistics Management and Supply Chain Management.

With a focus in operational excellence, innovation, safety, and sustainability, CPS simplifies complex supply chains and delivers exceptional value to clients across the shipping, energy, and offshore industries.

A closer look at expanding operations and improving internal processes

Clarkson Port Services sought to enhance internal processes, streamline operations and apply best-practice techniques across the business to improve company culture and support sustainable growth.

With hubs strategically positioned across the UK and the Netherlands, CPS plans to export its services internationally, responding to demand from emerging offshore wind markets, reinforcing its position as a market leader with global growth potential.

Solutions for the offshore wind industry



CPS manage offshore wind support bases, handling logistics, warehousing, and equipment provisioning efficient operations.

They offer offshore helicopter chartering for safe and timely crew changes and urgent logistics across offshore wind farm locations.

CPS specialises in supporting clients with the heavy lift transport and installation of turbines, foundations, and other largescale structures.

Impact of the support

After the first year of receiving support, CPS increased its workforce from 12 to 18 full-time employees, strengthening its capacity to support offshore wind operations.

Turnover in the offshore wind sector grew from £1.1m to over £20m, reflecting significant business expansion during the first year.

CPS' engagement in OWGP initiatives earned it the "2022 All STAR Winner Award", reflecting strong collaboration between CPS, its suppliers, and customers to elevate its service offerings within the offshore wind sector.



Before

Clarkson Port Services wanted to grow with the renewables sector, building on their strong experience in port services and logistics. The company aimed to expand operations, develop new services, acquire complementary businesses, and improve internal capabilities to offer a wider range of solutions to developers.

While strategy discussions were happening at CPS, they were mostly informal and not tested across the business. To support their growth, CPS applied to OWGP's Sharing in Growth Programme, which introduced a structured approach to strategic planning. The programme engaged different parts of the business to identify opportunities to improve customer management, develop new services, and strengthen company culture.

During

CPS were successful in their application to join the OWGP Sharing in Growth Programme, which introduced them to our delivery partners. Working with our partners at Sharing in Growth, CPS focused on several key areas to strengthen the business and prepare for expansion in the offshore wind sector.

The team developed clear frameworks for acquisitions and integration, helping CPS offer a broader range of services and improve profitability. They also looked at how they manage customers and projects, introducing a CRM system to make processes simpler and ensure everyone had a clear view of the pipeline. New service development focused on packaging services in a way that reduced risk for clients and improved efficiency, rather than offering standalone solutions, rather than offering standalone solutions.

Alongside these operational improvements, CPS worked on building leadership capability and aligning the wider team around the company vision. Regular feedback mechanisms and improved communication helped strengthen the culture and identify future leaders.

After

CPS' engagement with the OWGP Sharing in Growth programme continues to deliver strong results for the business. The team has fully embraced the programme, embedding new processes while maintaining their entrepreneurial, problem-solving culture.

Since November 2021, CPS has grown its headcount, expanded through acquisitions, and significantly increased turnover. The programme has helped the company improve business maturity, strengthen operational focus, and create a solid foundation for sustainable growth in the offshore wind sector.



Since November 2021 when we joined the OWGP Sharing in Growth Programme, we have seen significant growth in the business. We have increased headcount and turnover through acquisitions and also increased overall profitability of the business. We have been incredibly successful over the last four years and we can thank the OWGP programme for playing an important role in that growth.



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