

GROW: Offshore Wind :

TWI Coatings Event 13th May 2015

FUNDING

The UK offshore wind market, estimated to be worth more than £100bn over the next 20 years, offers manufacturers a significant, sustained growth opportunity.

+£100BN

FUND IT

GROW: OFFSHORE WIND

Opportunities for manufacturers
in the offshore wind market

mas
manufacturing advisory service

GROW Offshore - Programme Overview

- RGF- supported programme initially funded until **End of June 2015** to stimulate English offshore wind manufacturing supply chain. ***A short term programme extension will run until End of December 2015***
- Support by way of Business Development and Business Improvement – Consultancy Funding.
- Provide up to 50% funding support, up to a maximum of £5K matched to help SMEs engaged consultants & support organisations who can help them to progress or deliver their OSW growth plans.
- Can benefit existing or new entrants in the Offshore Wind sector
- Key programme KPI is **Job Creation / Safeguarding**

Programme Partners



Voice of the Industry – Unrivalled industry expertise, insights and contacts to inform comprehensive SME supply chain mapping exercise

Supply Chain Strategy Group & Offshore Wind Development Group **provides direct interface** with key developers, OEMs and Tier 1 suppliers

RenewableUK's sponsoring members:



- Up to date Project Build Information
- Dissection of supply chain into component requirements. Pinpointing opportunities
- Insightful, realistic information around market opportunities & qualifying criteria

Consultancy Funding – Support for SME's

- This is not exclusive to Manufacturers it also covers service providers supporting offshore wind i.e. condition monitoring, crew transfer vessels etc.
- The scope of what can be funded is very broad ***for example, Writing tender documents, help with PQQ's and Contract negotiation, Specialised Offshore Wind H&S training etc... are all within scope***
- Eligible Companies may choose the consultant / organisation which you prefer to work with.
- Growth by way of projected Jobs Created and Safeguarded must be apportioned to OFFSHORE WIND .
- Can be used to support the costs of using expertise within the offshore renewables sectors such as ORE Catapult & TWI to assist with a broad scope of projects such as Bid Writing, developing Technical specifications, Testing to market requirements, Product enhancement, identifying potential opportunities and size of market, etc....

Support for Companies with Coatings related projects

To Date there have been several funded projects related to companies which either manufacture or use coatings as part of their business operations, the scope of projects includes:

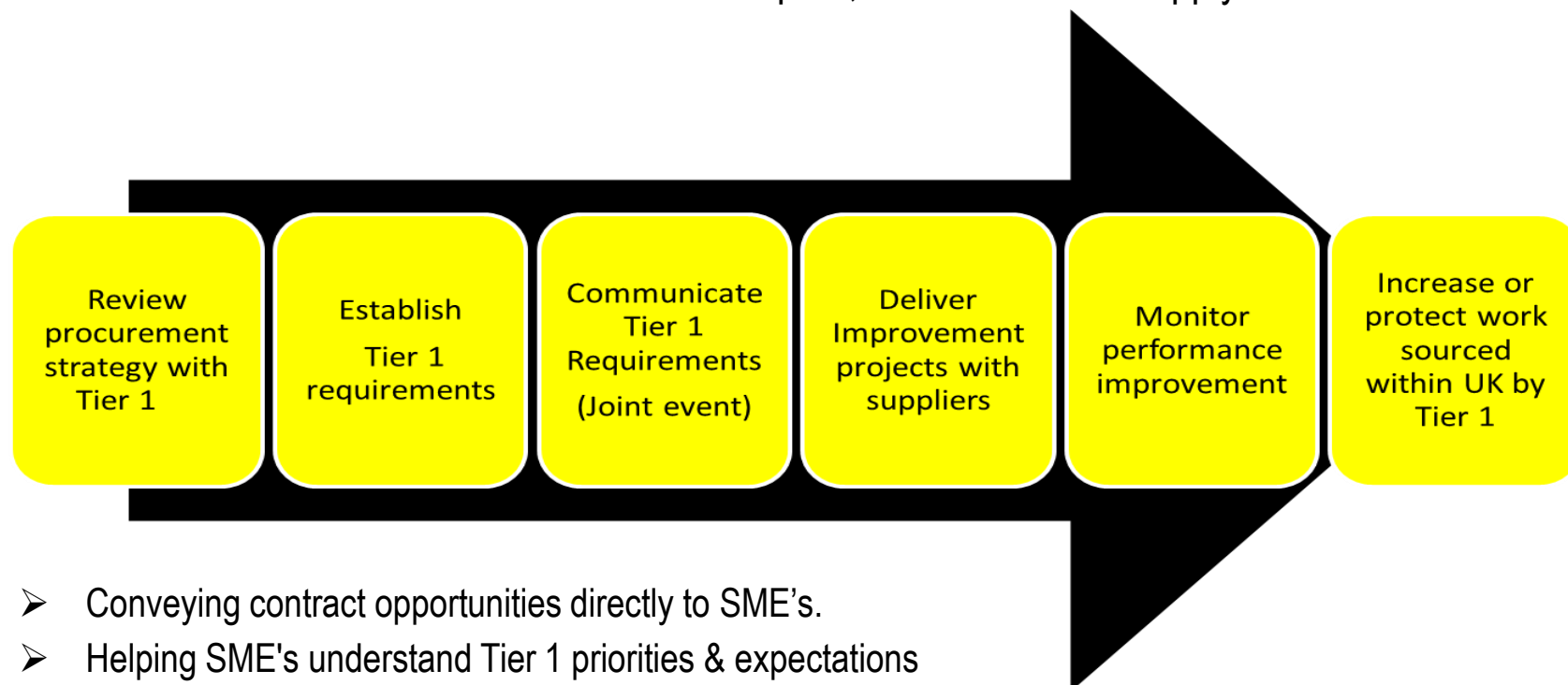
- Support with preparing for ISO accreditation which is a pre-requisite of some of their target customers.
- Training staff against Nace Standard in order to be able to both manufacture and inspect marine products.
- Cap ex for purchase of equipment for applying solvent free double skin on internal weld surfaces of monopiles – Note Cap ex funding ceased in March 2015.
- Strategy development and operational improvement in a compounds and coatings development company.

Consultancy Support to Date



GROW Offshore Wind Supply Chain Development

GROW OSW can be the conduit between Developers, Tier 1's and the supply chain:



- Conveying contract opportunities directly to SME's.
- Helping SME's understand Tier 1 priorities & expectations
- Proven ability in transforming SME performance
- Intimate knowledge of SME marketplace (making potential suppliers visible to Tier 1's).
- Access to industrial experts.
- Funding to address performance gaps
- Progress innovation projects and support Investments.

Customer & Supplier needs database – “Coatings”



Blade Rack

Blades (Surface materials)

Bolted Joints

Cabinets (Electrical Panels)

Corrosion Protection Systems (Active)

Corrosion Protection Systems (Passive)

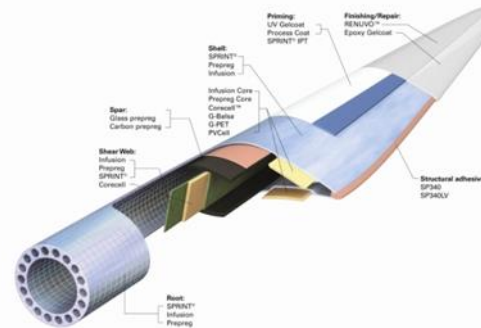
Pitch System & Drive(s)

Primary Steelwork (Foundations)

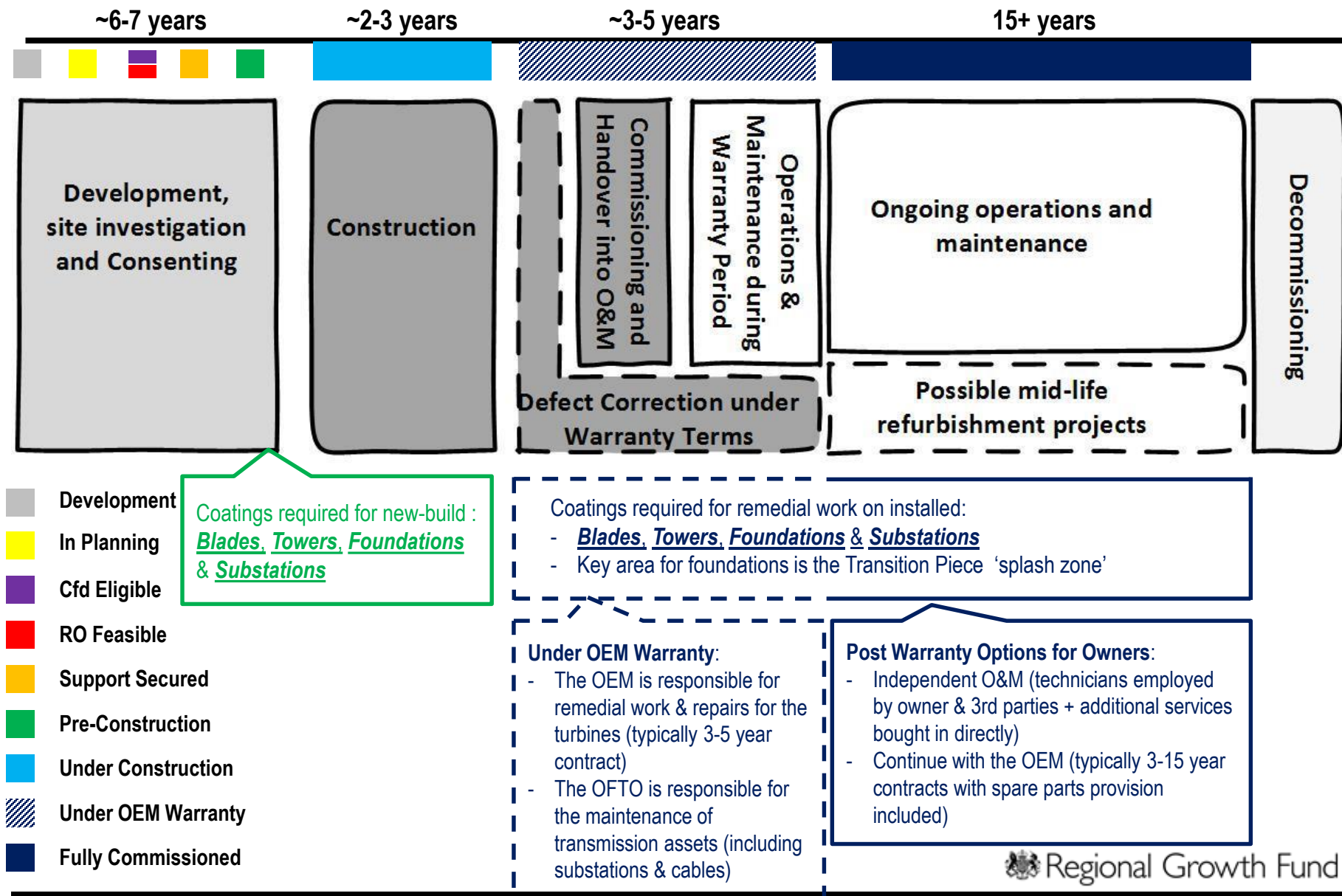
Secondary Steelwork (Transition Piece)

Tower

Yaw Drive(s)



Project Lifecycle



Technical Description

Any method used to provide an in-built defence (e.g. coatings) against the corrosive nature of the natural elements. Note: the following info only covers the provision of coating materials themselves, and not the preparation and application which is usually carried out under subcontract at fabricators' yards

Materials

Oxides, phosphates, electrolytic coatings, epoxy resin, polyurethane, ethyl silicate, silicones, zinc, cement, rubber, plastics, paints and lacquers

Etc...

Standards

DIN EN ISO 804
DIN EN ISO 150 12944
EN ISO 1471

Etc...

Dimensions

Greatest volume market for coating systems will be for the **Towers & Transition Pieces**

- A 3.6MW tower has total area 3,000 – 4,000m²

Etc...

Potential Customers & Suppliers

OSB Ltd, Sif & Smulders
MHI Vestas, Siemens
MTL Group, Barrier Group
Mabey Bridge & Wind Towers Scot.

Etc...

Barrier to Entry

Fabricators and WTG OEM's usually have preferred suppliers for coatings, and a level of industry conservatism exists against new products

Etc...

Approval Lead-time

1-2yrs if existing supplier of field proven coatings to offshore industry

Etc...

[Recent Tender Opportunity:](#)

Siemens T&D & Sembmarine SLP

 Regional Growth Fund

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Are you fit for nuclear?

Opportunities for SMEs in the nuclear sector





WHAT CAN F4N PROVIDE?

- **Clear understanding** of supplier expectations in the Nuclear industry
- **Benchmark** (Gap analysis) your capability and readiness
- **Insight** into supply chain opportunities and routes to market
- **Clarity** to focus efforts to drive improvements and staff engagement
- **Access to wider resources** and capabilities of the Nuclear AMRC and its network of industry partners
- **Substantial funding** for companies committing to making necessary improvements
- **Recognised as being “Fit for Nuclear”** (Not a formal qualification)



IS MY COMPANY ELIGIBLE?

- **Advanced Manufacturers** with a desire to grow
- Ability to work to stringent **Quality and Safety standards**
- Companies with something **Innovative or Unique** to offer?

Manufacturers with experience in the following sectors are in an advantageous position: **aerospace, construction, oil & gas, electronics and defence & rail.**

Prior experience in the sector is not required



MATCH FUNDED IMPROVEMENT PROJECTS

- Consultancy costs for compliance ISO:18001, ISO:14001,ISO:9001
- Intellectual Property
- Developing Strategy and Marketing engagement plans
- Bespoke in house training
- Operational Improvement, Lean, Six Sigma.
- Product Development - external design costs
- Prototype development
- New Product Development Tooling, jigs or fixtures
- Product Testing etc.



Contact Information NE Advisor

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BUSINESS GROWTH SERVICE

mas
manufacturing advisory service


 **BUSINESS
IS
GREAT**
BRITAIN

What is the Business Growth Service?

The Business Growth Service brings together Manufacturing Advisory Service, GrowthAccelerator, Intellectual Property Audits and Design Mentoring with export support being provided by UKTI and UKEF. The service is closely linked to InnovateUK and the British Business Bank.

Throughout their journey, participants will have a single point of contact with the Business Growth Service.

The service helps those businesses who have the right level of ambition, capability and capacity to improve and grow. It brings together a broad range of expertise, so that you can get the right advice and support to fulfil your growth potential.

Business Growth Service



How does it work?

- The Business Growth Service is designed to help English SME businesses with the potential to grow to achieve their potential and create jobs and value in England.
- We can help you to achieve your potential by working with you to develop a growth action plan and providing tailored support that fits your needs.
- Manufacturing businesses will work with a dedicated MAS Business Growth Manager who really understands manufacturing and business challenges.

How does it work?

- Through our network of Business Growth Managers we can work with your business free of charge to review your business and develop your growth action plan.
- You will have access to business development coaches and consultants with grants available to reduce the cost of this work. The maximum subsidy is 50% of the total cost and grant values will be influenced by the jobs and value likely to be created.
- We will help you scope out the specification of support that you need and can help with finding the most suitable experts to provide the services that will benefit your business.

Business Growth Service support includes help with:

- Growth Accelerator (business coaching)
 - Business development
 - Growth through Innovation
 - Accessing finance
 - Building leadership and management skills (“L&M” up to £2k subsidy per senior manager)
- Accessing and building supply chains (MAS)
- Exporting for the first time or breaking into new markets (UKTI)
- Planning manufacturing strategy (MAS)
- Design mentoring (Design Council)
- Improving manufacturing processes (MAS)
- Protecting intellectual property (Intellectual Property Office)

The Service

Manufacturing Review and Growth Action Plan

- On-site assessment by an experienced Business Growth Manager who will be a manufacturing expert, to discuss your manufacturing issues and ideas for solving and improving these.
- Develop a detailed business diagnostic and growth action plan that highlights areas of opportunity or action to improve operational performance.

Workshops and Events

- Training and networking events to help improve awareness and skills related to manufacturing issues and best practice.

The Service

Grants towards business improvement project support for Small and Medium businesses

- Up to 50% of the cost of an expert to help you improve your business (subject to eligibility criteria being met).
- Business Growth Service can fund projects that look at virtually any aspect of your business (not capital projects though), e.g. products, processes, people, supply chain & markets.
- Client are free to chose their own consultants.

Signposting and Referral

- Business Growth Service works closely with a range of organisations to provide access to a full range of business support services and help find the expertise you need.

Eligible consultancy projects for funding

- Innovation and new designs
- In company training of managers and staff
- Developing quality and standards
- Improving financial systems / controls / procurement management
- IT systems strategy development
- Sales and Marketing strategy (new products, new markets etc)
- Improving business and manufacturing efficiency
- Improving Supply Chains
- Bespoke prototype tooling costs

Non-Eligible projects

- Sales lead generation, identifying selling agents (UK and overseas)
- Generation of marketing and selling materials
- Advertising, PR, Marketing Materials, Logos & Branding, Brand Management
- Intellectual property fees (IPO costs)
- Anything directly related to website development or social media
- Open training courses, NVQ courses
- Anything that is a statutory requirement
- Preparing annual accounts, Tax and VAT consultancy

BUSINESS GROWTH SERVICE

Thank You