

WHAT DO WE OFFER THE UK OFFSHORE RENEWABLES SUPPLY CHAIN?



HOW DOES ORE CATAPULT SUPPORT THE OFFSHORE RENEWABLES SUPPLY CHAIN?

Behind every successful industry is a strong, competitive supply chain championing the innovation needed for global impact.

The Offshore Renewable Energy (ORE) Catapult is the UK's leading technology innovation and research centre for offshore renewable energy. Our unique facilities, research and engineering capabilities bring together industry and academia as we strive to maximise economic growth and energy security across the UK.

We are playing a crucial role in delivering our national net zero targets by accelerating the growth of UK companies in the offshore renewable energy sector.



WHAT IS THE UK CONTEXT?

The offshore renewable energy sector is undergoing a rapid expansion that will completely transform the UK's future energy mix. Remarkable cost reduction over the past 10 years has meant that offshore renewable energy is already supplying low cost and low carbon energy. But more is required, particularly with wave, tidal stream energy and the emergence of floating wind.

This success has been turbocharged by the UK Government targeting 50GW of offshore wind by 2030. Floating offshore wind presents further opportunity for the UK to establish itself as a world leader in the development of offshore renewables and offers increased deployment and new UK supply chain routes.

The marine energy sector also continues to build on its potential – accelerating its journey toward commercialisation and innovating to create further supply chain opportunities. We are at the start of the most important decade in the offshore renewable sector's history.



WHAT DOES ORE CATAPULT OFFER?

ORE Catapult supports companies that are developing the next generation of innovative technology in the offshore renewable energy sector.

ORE Catapult is working across the supply chain to reduce the technology risk of faster development and deployment cycles.

ORE Catapult is driving forward innovation and supply chain growth with the following programmes that support companies at every step of the supply chain journey.

Click on the programmes below to find out more:



LAUNCH ACADEMY



Launch Academy is a national technology accelerator programme for the offshore wind industry, focusing on near-to-market solutions. It is designed to enhance the UK's offshore wind supply chain, enable greater UK content and support cost reduction through innovation.

Launch Academy also runs targeted, regional programmes to support local companies in their development journeys and build upon geographical clusters of supply chain strength.

Each year, the flagship national programme chooses 10 high potential companies that are seeking to commercialise new products or services for offshore wind. The start-ups and early-stage companies are accelerated towards market entry by removing barriers to their commercialisation at every step of their journey.

As part of the programme, companies are actively responding to challenges or themes from industry sponsors, guaranteeing market-pull for the cohort, and helping the sponsors to engage with the best solutions. The cohort-based approach encourages each company to learn from the experience of the other participants.



A dedicated nine months of support is provided including:

- Industry-specific technology development and business case analysis from ORE Catapult
- Business growth expertise from leading delivery partners (sales, marketing, investor readiness, storytelling)
- Pro-bono support from professional services specialists (legal, accountancy, banking, IP)

At a regional level, the Launch Academy model is applied to geographical areas that feature a large amount of offshore wind activity. Regional Launch Academy programmes support offshore wind developers build local supply chains, by helping businesses accelerate their game-changing products and services to market.



LAUNCH ACADEMY 2020: COHORT 1 SUCCESS STORIES



“Winning a place in LA has validated our research and testing efforts and launched us into the UK market.”

- Drone Technologies and Blade Monitoring
- Secured new contracts with offshore wind drone inspections
- 16 new staff, 15 more planned in next year
- Opened first UK office in Scotland.



“Unique experience to work with industry tackling a pressing problem while getting a range of expert support.”

- Turbine Control Systems and Fatigue Assessment
- Won technical support contracts for ScotWind bids and 4 new industry collaborators
- Secured £250K grant to continue solution development.



“We’ve been able to develop our proposition with the support of a wind turbine OEM and Red Rock Power.”

- Safe Lifting enabled by Smart Cameras
- £560K collaborative R&D project with Red Rock and £259K investment
- 2 new staff with 4 more planned in year following graduation.

LAUNCH ACADEMY 2022: COHORT 2 SUCCESS STORIES



Steam-powered drivetrains, enabling net-zero maritime operations.

- Secured over £650K in public funding since joining Launch Academy
- Successfully developed several proposals in collaboration with ORE Catapult and various partners to enable field trials of their groundbreaking technology solution.



Maritime Connectivity: Powered by 5G. Allowing safe, secure, sustainable and smart operations.

- 10 new FTE staff since joining Launch Academy and plans to double in size over next year
- Successfully launched a floating 5G base station in June 2022.
- Secured over £2.5m through investment and R&D grant funding throughout the duration of Launch Academy.



Non-contact Inspection Technology combining AI and fracture mechanics.

- Currently utilising ORE Catapult's LDT data to validate their technological solution
- 5 new FTE staff hired since joining Launch Academy
- Successfully secured SE Smart Grant funding.

TESTIMONIALS FROM LAUNCH ACADEMY

“Being part of the Launch Academy provides us with a level of credibility that I think is going to be incredibly helpful to us as a small company. It’s been a real godsend.”

Paul Clark, CEO of MasterFilter

“All the companies that are part of the (Launch Academy) cohort are very close to you and there are lots of collaborations going on between the companies as well. You’re just focusing on your end user; you’re focusing on your specific market and you are seeking to understand how you can bring it to the market.”

Saber Khayatzaheh, CEO of Ilosta (Crack Map)

“The support ORE Catapult has provided through the Launch Academy has been key to our business strategy development through workshops, mentoring, and building relationships within the offshore wind industry. We have just announced our first major offshore wind contract with ScottishPower Renewables and are so grateful to ORE Catapult for being one of the organisations to help us get to this major milestone in our journey.”

James Thomas, CEO of Jet Connectivity

“It is great to have the credibility of being associated with ORE Catapult and the Launch Academy. This is one way we are able to demonstrate IONATE's versatile, yet universal, technology offering.”

Matthew Williams, CEO of IONATE



FIT 4 OFFSHORE RENEWABLES (F4OR)



ORE Catapult's Fit 4 Offshore Renewables (F4OR) programme has been designed to support the development of an increasingly competent, capable and competitive UK supply chain – maximising opportunities, both domestically and globally.

It works with UK supply chain companies to support their entry and growth in the industry by assisting them on a journey that builds the tools and knowledge to succeed. The programme has been developed with input from the offshore renewable energy industry, to ensure it is aligned to the needs of potential future customers.

The 12-18 month proven programme is designed for established businesses with 10 or more employees or with a turnover of at least £1 million. The programme doesn't require participants to have experience in the offshore renewable energy sector but does require participating organisations to have identified offshore renewable energy as a strategic opportunity for growth.

Support includes:

- Bespoke guidance to build capability in core business management systems
- Increased knowledge of unique risks and opportunities of the offshore renewables sector
- Tailored advice to understand your value proposition and target market
- Growth of your supply chain business network

To ensure the programme provides a supply chain equipped to win work in the offshore renewables sector, it has been shaped by senior representatives of the industry, ensuring that when a company completes the programme and is awarded 'granted status', they are operating at a level that meets the needs of their

potential customers.

When a company achieves 'granted' status, they have proven that they have the relevant knowledge, capability and competence to meet the required standard to do business in the sector. They will have shown that the systems, processes and knowledge needed are deeply embedded within the organisation and that they have plans to ensure their standards will endure long into the future.

Five successful regional schemes have been launched to date and their impact has been recognised by the industry. A national programme with candidates welcomed from across the UK has also launched with support from Offshore Wind Growth Partnership.

TESTIMONIALS FROM F4OR

"As a result of internal and external reviews [undertaken] for the F4OR programme, [we] now have a more defined strategic approach to the sector. We have more documented plans and strategies and we have developed a more proactive approach, working with clients and potential customers to identify future potential hazards and cost savings."

Intermoor

"The F4OR programme is at the forefront of enabling the energy transition, helping to establish a truly world-class domestic supply chain. Accordingly, EnerMech are very proud of our involvement. What we learnt through achieving granted status has been profoundly important in shaping our approach to the opportunity the burgeoning renewable energy market represents; it has provided us with a key platform on which to build our future renewable energy business success."

EnerMech

"The F4OR process has highlighted the opportunity to work with other cohort companies in future. For example, Proeon, a company we have worked with successfully in the oil and gas sector now become a potentially valuable partner for future renewables projects."

Aquaterra Energy

"[There is a] changed perception within the company of the high-quality services that we can offer to the Offshore Wind Industry. [We are] developing new areas aligned to the sector, for our skilled and competent workforce which draw upon their hydraulic, mechanical and electrical knowledge and experience to help us grow and sustain a business fit for the future. Importantly this is now core to our forward strategy."

Prior Power Solutions

"The programme has already had a marked impact on our operational effectiveness. We see the benefits of the industry cohort model as not only raising the standards of our individual companies, but also raising the standards of the local supply chain as a whole."

Fern Communications

"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 £1 million of orders in Offshore Renewables since starting the programme."

2H Offshore

THE OFFSHORE WIND GROWTH PARTNERSHIP (OWGP)



The Offshore Wind Growth Partnership (OWGP) is a £100 million long-term business transformation programme, established as part of the UK Offshore Wind Sector Deal and funded by the Offshore Wind Industry Council (OWIC), to accelerate growth in the UK's offshore wind supply chain.

The OWGP aims to maximise the economic benefits of the UK's world-leading position in offshore wind by delivering increased productivity and competitiveness that will drive increased UK content into offshore windfarms in the rapidly growing global market, as well as in the UK.

Over the next decade, delivery is focused on direct support to supply chain companies through a combination of expert business support services and grant funding. ORE Catapult manages the delivery of OWGP with support from specialist delivery partners.

The aims of OWGP are:

- Increase UK content in UK offshore windfarms
- Increase UK exports
- Increase economic value (jobs and GVA)
- Increase UK IP embedded in the supply chain



The aerospace and automotive sectors have demonstrated the value that can be created from growth partnerships and the offshore wind sector is building on lessons learned from these sectors. OWGP is promoting greater collaboration, increasing business competitiveness, supporting greater innovation, attracting new entrants, and growing existing companies.

Support is provided through two major initiatives:

GRANT FUNDING COMPETITIONS

Grants up to £1 million are awarded to UK companies to develop new products and services, build new capacity and increase capability in the Offshore Wind sector.

BUSINESS TRANSFORMATION PROGRAMMES

A suite of business support programmes assisting companies at all stages of their journey within the Offshore Wind sector to realise increased understanding, impact, productivity, efficiency and growth.

OWGP's Business Transformation programmes include:

WIND EXPERT SUPPORT TOOLKIT (WEST)

This is the foundation level programme, low intensity, short, and designed to give strategic clarity through the provision of specialist advice, market intelligence and insight into the Offshore Wind sector. This programme is suitable for companies at all stages of maturity in the offshore wind sector as it is bespoke and tailored to each company on a one-to-one basis.

FIT 4 OFFSHORE RENEWABLES (F4OR)

F4OR is an intermediate intensity programme which aims to support the UK supply chain get ready to bid for work in the offshore renewable energy sector. The F4OR programme supports 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.

SHARING IN GROWTH OFFSHORE WIND PROGRAMME

This is the most intense programme suited to ambitious UK companies seeking to accelerate growth, improve efficiency and productivity in the Offshore Wind sector. The programme targets companies who have an existing foothold in the Offshore Wind supply chain, a turnover of over £5m and more than 40 people operating in manufacturing, fabrication, assembly or service provision.





THOUGHTS FROM BENEFICIARY COMPANIES IN THE WEST 21-22 PROGRAMME

“THE INFORMATION PROVIDED HAS HELPED SHAPE OUR THINKING FOR THE SECTOR BUT MORE IMPORTANTLY THE GUIDANCE PROVIDED WILL BE HUGE BENEFICIAL TO OUR STRATEGIC PLAN.”

“IT GAVE US A REALLY GOOD INSIGHT INTO THE SECTOR AND HOW BEST TO PLACE OURSELVES – ESPECIALLY WITH OUR UXO CAPABILITIES. IT ALSO HIGHLIGHTED WHERE WE SHOULD FOCUS OUR MARKING AT VARIOUS POINTS IN TIME AT THE CONSENT STAGE, CONSTRUCTION AND O&M PHASE.”

“FROM START TO FINISH THE PEOPLE AND CONTENT WERE FIRST CLASS AND DELIVERED WHAT IT SAID IT WOULD.”

“THOROUGHLY ENJOYED AND LEARNED A LOT. WE ALSO FEEL OUR SPONSOR IS THERE FOR US SHOULD WE NEED ANY ADVICE IN THE FUTURE.”

“THE WEST PROGRAMME HAS PROVIDED US WITH MUCH OF THE INSIGHT THAT WE NEEDED TO BID FOR ADDITIONAL FUNDING TO TAKE OUR SERVICE DEVELOPMENT TO THE NEXT STAGE.”

“FOR A SMALL BUSINESS IT PROVIDED INFORMATION THAT WE SIMPLY WOULD NOT BE ABLE TO OBTAIN OR ANALYSE TO THE SAME STANDARD.”

“WE NOW HAVE A FAR GREATER UNDERSTANDING OF THE END-TO-END SUPPLY CHAIN AND WHERE WE SHOULD FOCUS OUR EFFORTS.”

“THE PROGRAMME WAS BRILLIANT. VERY STRUCTURED AND CLEAR AND IT DELIVERED EXACTLY WHAT WE WERE HOPING, WITH MANY VALUABLE INSIGHTS THAT WE WILL USE TO BETTER UNDERSTAND AND ADJUST OUR PRODUCT AND ARTICULATION TO THE OFFSHORE INDUSTRY.”

“VERY WELL ORGANISED – MATCHED WITH AN EXCELLENT DELIVERY PARTNER WHICH YIELDED VERY USEFUL MATERIAL FOR OUR MARKETING STRATEGY.”

TESTIMONIALS FROM OWGP SUPPORTED COMPANIES

GRANT FUNDING

“Working with OWGP has been a great experience both logistically, and from an industry engagement perspective. We have had access to industry support throughout the duration of our project, helping to make sure that we develop products that are fit for the market.”

Sam Mayall, CEO of Zelim

“It’s hugely helpful to have a dedicated source of funding to bring innovative ideas to life for the Offshore Wind industry. Without OWGP’s support, it would have taken much longer to develop our product..”

Ty Burrige-Oakland, Managing Director of Cognitive

BUSINESS TRANSFORMATION

“The WEST programme allowed us to optimise and refine our technical offering and understand our true position as developer engineers for the floating Offshore Wind market. During the business support programme we confirmed the market need for our product, devised a funding strategy for the necessary development stages and created a market entry plan. Since completing the programme, we have been successful in a bid application for funding as both a lead applicant and collaborator, which has helped us to establish our technology and reputation in the industry”

Nick Palmer, Director LMC



TECHNOLOGY, INNOVATION AND GREEN GROWTH FOR OFFSHORE RENEWABLES (TIGGOR)

TIGGOR

The TIGGOR programme was set up to support the acceleration of businesses in the North of Tyne and wider North East England region. The programme is designed to boost supply chain growth and productivity in the region's offshore wind industry and is funded primarily by the North of Tyne Combined Authority (NTCA).

There are various ways to get involved with TIGGOR including:

TIGGOR TECH DEMO PROJECT (TDP)

The TIGGOR technology demonstration project (TDP) is a £3m project in which companies who have the potential to operate, or who are operating in the offshore renewable energy supply chain and market, can apply for grant funding from £100,000 to £500,000 to assist in the development of their technologies.

ELIGIBLE COSTS

- For industrial research projects (TRL 4-6) applicants may receive up to 60% of eligible project costs for a small to medium sized business, and up to 50% of eligible project costs if the applicant is a large business.
- For experimental development projects (TRL 7-9) applicants may receive the following eligible project costs:
 - Up to 45% for a micro or small organisation
 - Up to 35% for a medium-sized organisation
 - Up to 25% for a large organisation

To be eligible, companies must:

- Operate or intend to operate from the NCTA area
- Demonstrate existing or potential capacity in the offshore wind supply chain
- Demonstrate clear market opportunity

TDP projects should sit within the following categories:

- Industrial research (TRL 4-6) e.g., technology testing and/or demonstration
- Experimental development (TRL 7-9) e.g., prototype development

Technology areas covered by the TDP include:

- O & M reliability optimisation and artificial intelligence
- Smart O & M robotics
- Digitisation and Digital Twins
- Cables and hybrid systems

TIGGOR 2 is in development to launch mid-2023, offering grant funding for projects within the NTCA area.

To find out more, register your interest at tiggor@ore.catapult.org.uk

TIGGOR (BSP) BUSINESS SUPPORT PROGRAMMES

The business support programmes provide specialist innovation advice, market intelligence and business planning for organisations operating in the offshore energy sectors and those looking to enter the market.

WIND EXPERT SUPPORT TOOLKIT (WEST) (6-8 WEEKS)

A foundation level, low intensity short programme designed to give strategic clarity through the provision of specialist advice, market intelligence and insight into the Offshore Wind sector. It is available to all companies operating in the North East Local Enterprise Partnership (NELEP) regions.

LAUNCH ACADEMY NORTH EAST (9 MONTHS)

A technology accelerator programme providing technology development and business support. It is available to companies operating in the North of Tyne Combined Authority regions of Northumberland, North Tyneside and Newcastle upon Tyne.

FIT FOR OFFSHORE RENEWABLES (F4OR) (12-18 MONTHS)

A medium intensity support programme designed to help the UK supply chain prepare to bid for work in the offshore renewables sector. It is available to all companies operating in the North East Local Enterprise Partnership (NELEP) regions.

TESTIMONIALS FOR TIGGOR

"The TIGGOR Technology Development Programme is the ideal platform through which SMEs can drive industry research projects for the offshore renewable sector. Our project enables us to engage several key end-user stakeholders to inform and benefit from the solutions developed."

excellent facilities and resources that provide us with theoretical and practical capabilities we simple could not hope to gain access to without their assistance."

Max Dubois,
Trident Dynamics

"We would not have been able to commit to [our] ambitious industrial research project without the TIGGOR funding. It will support us to develop innovative, low-cost sensors to deploy ultrasonic guided waves across wind turbine towers and foundations identifying cracks, corrosion and loss of bolt tension for wind turbine structural integrity testing."

"The TIGGOR programme is already driving forward innovation, research and development here in the North of Tyne. With the Offshore Renewable Energy (ORE) Catapult in Blyth we're leading the way in support both for our local businesses and in terms of attracting more companies here to the North of Tyne."

Jenny Hudson,
Transmission Dynamics

"This investment is a further opportunity to take advantage of a multi-billion pound industry emerging in the UK, placing ourselves right at the centre of the green energy revolution."

"Access to ORE Catapult staff has been extremely beneficial as they bring a wealth of knowledge and expertise which is complimentary to ours. Also, the ORE Catapult has a wide array of

Councillor Richard Wearmouth,
Deputy Leader of Northumberland County Council

THE MARINE ENERGY ENGINEERING CENTRE OF EXCELLENCE (MEECE)



ORE Catapult's Marine Energy Engineering Centre of Excellence (MEECE) delivers research, development and demonstration activities to support innovation in the Welsh supply chain, accelerating the commercialisation of the marine and offshore wind sectors through cost reduction and improving efficiency.

MEECE is based at Pembroke Dock and is part-funded by the European Regional Development Fund (ERDF) and the Swansea Bay City Deal. It is also part of the £60m Pembroke Dock Marine Project.

MEECE offers unique facilities and capabilities for the Welsh offshore energy sector, working alongside the Marine Energy Test Area (META), the Port of Milford Haven, Pembrokeshire Demonstration Zone and four Welsh universities - Swansea University, Cardiff University, Cardiff Metropolitan University and Bangor University.

MEECE can work across all Technology Readiness Levels (TRL) from basic concept to pre-production prototypes.



Support is provided in three main ways:

RESEARCH, DEVELOPMENT AND INNOVATION

- Desk-based research projects to establish feasibility and impact, including:
 - Numerical modelling of engineering problems to appraise technical feasibility
 - Economic modelling to quantify the impact that innovations have on reducing the cost of offshore renewable energy
 - Free technology assessment audits through our TAP system
- Access to world-leading research expertise within ORE Catapult, the wider Catapult network, and our University partners
- Collaborative innovation projects to support technology development at minimal cost to the company, including building prototypes and coordinating test campaigns to provide data on performance and reliability
- Launching innovation challenges to industry, seeking cross-sector solutions
- Access to a range of unique testing facilities and offshore sites to demonstrate innovation including:
 - The Marine Energy Test Area (META)
 - Facilities at our partner Universities, including flume tanks and wind tunnels.
 - ORE Catapult's world leading National Renewable Energy Centre in Blyth and the Levenmouth Demonstration Turbine.

COMMERCIALISATION SUPPORT

- Provision of market entry information on market size, opportunity, key players and competitors
- Development of detailed business cases specific to your technology, including possible exploitation strategies, financial modelling and analysis of new technology adoption
- Support in advancing technology through to commercialisation via access to industry-leading programmes such as ORE Catapult's Launch Academy.

COMPANY GROWTH SUPPORT

- Access to private investment through sector-specific investor introductions and executive summary preparation support
- Supporting Welsh companies to seize supply chain opportunities through accessing industry and ORE Catapult support programmes, including the Offshore Wind Growth Partnership and Fit 4 Offshore Renewables
- Advice and guidance in seeking export opportunities in emerging markets
- Building a relationship with the company, including support to access future funding opportunities.

TESTIMONIALS FOR MEECE

"All the Grafmarine team would like to thank everyone at MEECE for their excellent technical support, understanding and service. The opportunity to collaborate on the ORE Catapult test buoy has greatly helped us to complete our first-stage sea trials of our NanoDeck clean energy integrated power management, generation, and storage solution. Allowing us to fast track our commercialisation process."

Nigel Marc Roberts, Chief Commercial Officer at Grafmarine

"Collaborating with a world-class research and test institution such as ORE Catapult's MEECE places Bombora at a big advantage to capitalise on the floating offshore market opportunity. We are committed to driving innovation in the renewable energy sector and to making the advancements needed to benefit the environment and consumers."

Chris Williams, Commercial Manager at Bombora

THE COLLABORATIVE OFFSHORE RENEWABLE ENERGY SUBSEA SYSTEMS (COSS) RESEARCH ACCELERATOR

ORE Catapult and the University of Plymouth have established the COSS research accelerator to increase access to facilities and expertise that will speed up development and deployment of new offshore renewable products and services.

COSS is hosted in the University's Marine building and hopes to enhance the UK's position as a global leader in offshore renewables by tackling some of the key engineering challenges in the roll-out of new technologies.

The facility will focus on the hydrodynamics of floating offshore structures, offshore engineering and control systems. It will comprise a suite of advanced engineering facilities for use by academic researchers, industry and businesses working in collaboration with University and ORE Catapult staff.

This will include a technology development laboratory, test equipment and a virtual reality suite to study the hydrodynamic and environmental effects across anchors, foundations, moorings and platforms, to optimise design and reduce future project risk and costs.

The laboratory facilities will be augmented by access to test rigs located across the South West, the real seas trials site Smart Sound Plymouth, and include access to national test facilities operated by ORE Catapult across the UK.

A complimentary COSS PhD sponsorship scheme will offer industry the opportunity to develop a deep technical understanding of offshore engineering challenges and resolve these through collaborative research.

TESTIMONIALS

"Through recent announcements, the Government has made it clear that offshore renewables should be one of the main providers of UK energy in the coming decades. For that to become a reality, there are a number of engineering challenges that need to be overcome to make the technology fully effective in terms of performance and cost. This collaboration will build on the common research and innovation interests that exist between the University and the ORE Catapult to help meet those challenges."

Professor Judith Petts CBE,
Vice Chancellor of the University of Plymouth

"Offshore renewable energy will be the backbone of the UK's future energy supply as evidenced by the new deployment targets set by the UK Government. Whilst there are undoubtedly challenges to accelerating deployment, there are also huge opportunities for UK innovation to come to the fore and drive the development of a strong, robust UK supply chain. COSS enables ORE Catapult to further strengthen its collaborative partnership with the University of Plymouth and, working together with industry, we'll be able to accelerate technology research and innovation. Ultimately, this will create UK economic benefit, high-value, sustainable jobs and greater energy security from a stronger and more sustainable domestic energy supply, whilst also helping to achieve Net Zero."

Andrew Jamieson,
CEO of ORE Catapult

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