

FIT 4 OFFSHORE RENEWABLES: OUR IMPACT IN 2022



In partnership with:



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1. WHAT'S IT ALL ABOUT?

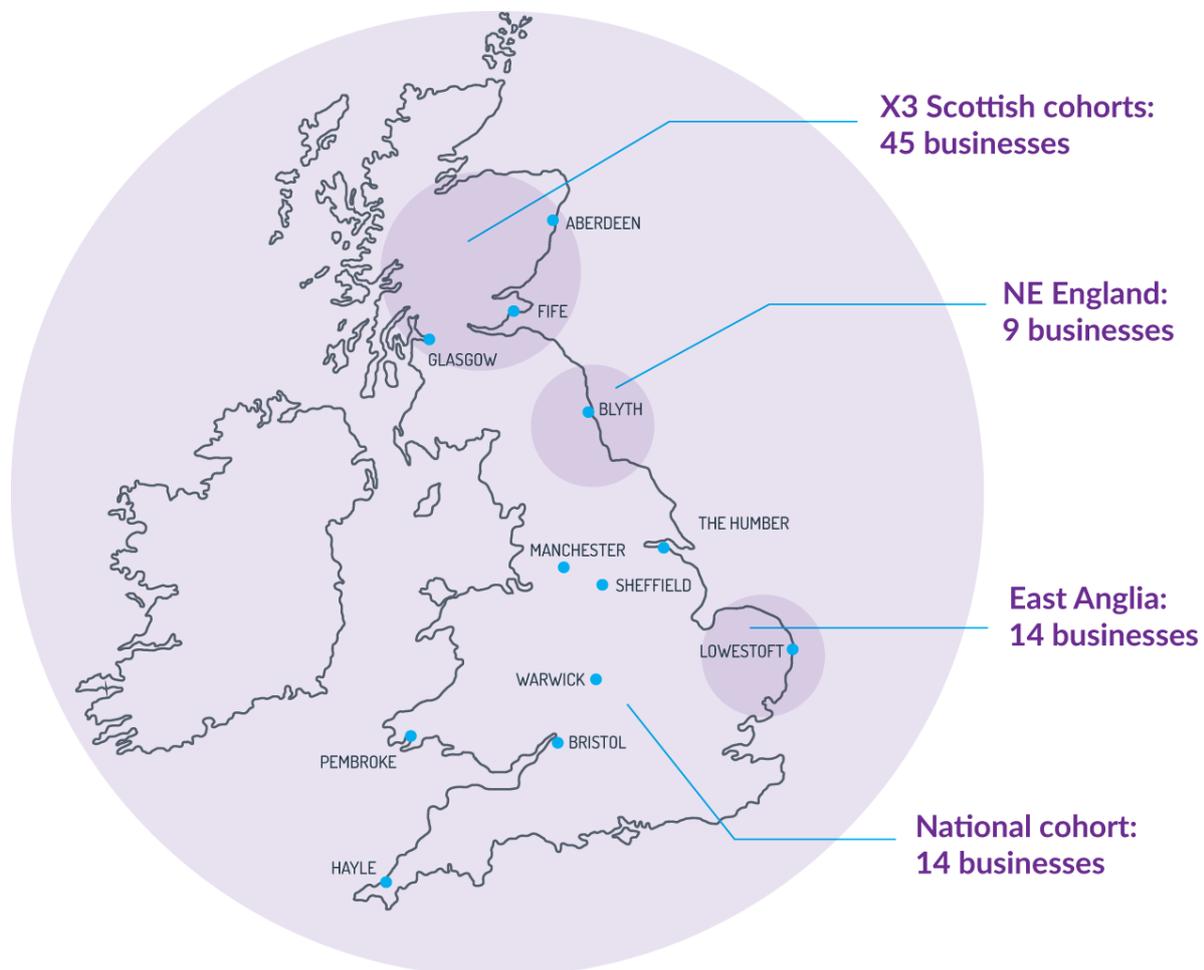
The Offshore Renewable Energy (ORE) Catapult's Fit 4 Offshore Renewables (F4OR) programme is a unique service to help the UK supply chain get ready to bid for work in the ever-growing offshore renewable energy sector.

It is a journey of business improvement and sector specific capability building, using a proven process that usually takes companies 12 to 18 months to complete. Companies are guided and supported through each step by expert advisors, but to ensure

that recommendations are acted upon and firmly embedded, each company must also dedicate significant resource and ensure senior management commitment.

The programme is based on the long-standing Fit 4 Nuclear programme, developed by the Nuclear Advanced Manufacturing Research Centre (Nuclear AMRC), and further developed by ORE Catapult with input from Opergy Ltd.

F4OR businesses across the UK



Key stats to date



30%

of companies have no previous significant business in offshore renewables



275%

Demand for every place on the programme



27%

Average growth in company turnover

To ensure we help create a supply chain that is well equipped to win work in the offshore renewables sector, the programme 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 those who will be placing the contracts.



F4OR industry advisory group

For companies to succeed on the programme, they must demonstrate that they can articulate their value proposition, understand their role in the supply chain and recognise their potential customer base. This must be built on a well-evidenced set of core business management practices, displaying a high standard across the board.

Five successful regional schemes have taken place to date, and in 2022 our first national cohort launched, allowing us to tap into the very best talent across the UK. This year has seen the programme further mature, adapting and enhancing the contents of our syllabus, and supported companies have secured impressive contract wins.

2. SELECTING THE MOST PROMISING UK BUSINESSES

Choosing applicants for the F4OR programme is a highly competitive process. On average we see a 275% demand for each place on the programme.

We strive to identify companies that have products or services which are highly sought after, and who have room to improve in either Business Excellence or Sector Specific competence.

Successful applicants must be companies with typically more than 10 FTE employees and £1million turnover. They must also achieve a

minimum business excellence self-assessed score and must be strategically focused on expanding their presence in the offshore renewables sector. What is critical to successful selection is also a company's clear articulation of their commitment to putting in place the people and the time to enact the recommendations of the F4OR advisors. All this ensures we can maximise the programme's impact on our cohort.

In 2022 we launched 2 new cohorts, setting 34 new businesses off on their F4OR journey.

Key stats to date



80+

Businesses supported



30+

Contract wins supported



45

Achieved 'granted' status

3. ALIGNMENT TO KEY GOVERNMENTAL AMBITIONS

We are incredibly proud of what the programme is doing to help promising businesses make their first leap into the offshore renewables sector. We have been successful in attracting applicants from across UK business sectors, including nuclear, shipping, and automotive but the majority have transitioned from oil and gas.

This aligns with a core ambition of UK and devolved governments to ensure that as we transition our energy sources from fossil-based to those that are sustainable, we protect and create jobs rather than lose them.

In 2022 we began to see this theme develop, with the applications into our Northeast Scotland 2

cohort painting a picture of significant cross-sector transition among new starters.

The data makes this clear: for 92% of participants, the offshore renewables sector is not their existing primary market and we have been successful in pulling in businesses from outside the sector for the first time, accounting for 30% of our participating businesses.

Our regional F4OR programmes are also supporting the UK Government's 'levelling up' agenda, with almost all companies headquartered outside London and the South-East.

4. BUILDING A COMMUNITY

At the time of writing, our F4OR community, either those already 'granted' or currently 'on the journey', now comprises 77 businesses and is growing all the time.

One of the most important features of the programme is the way in which it stimulates inter-company learning and relationship-building. This is what we call our 'cohort model'.

By hosting regular workshops and educational sessions, we encourage a dialogue and awareness building between cohort members. Not only does this help raise their profile but they also have the opportunity to gain valuable insight from their peers.

Through this process we have seen numerous examples of businesses forming stronger connections and exploring opportunities for collaborative initiatives.

CASE STUDY: BUILDING A COMMUNITY – THREE60 ENERGY AND DRON & DICKSON

THREE60 found the programme to be of huge value as they learned about the wind sector about the wind sector and enhanced specific understanding of the lifecycle and challenges of an offshore wind farm development. The process also qualified their understanding of the involvement the sector offers the supply chain. As part of the F4OR cohort, the programme also introduced the business and our personnel to a broader network of likeminded businesses, while their sector specific advisor

underlined and demonstrated the importance placed on effective collaboration within offshore wind.

The EPCC business has since developed a strong and compelling collaborative offering with fellow cohort members Dron & Dickson, which has generated exciting and promising conversations and opportunities.



5. MEASURING SUCCESS

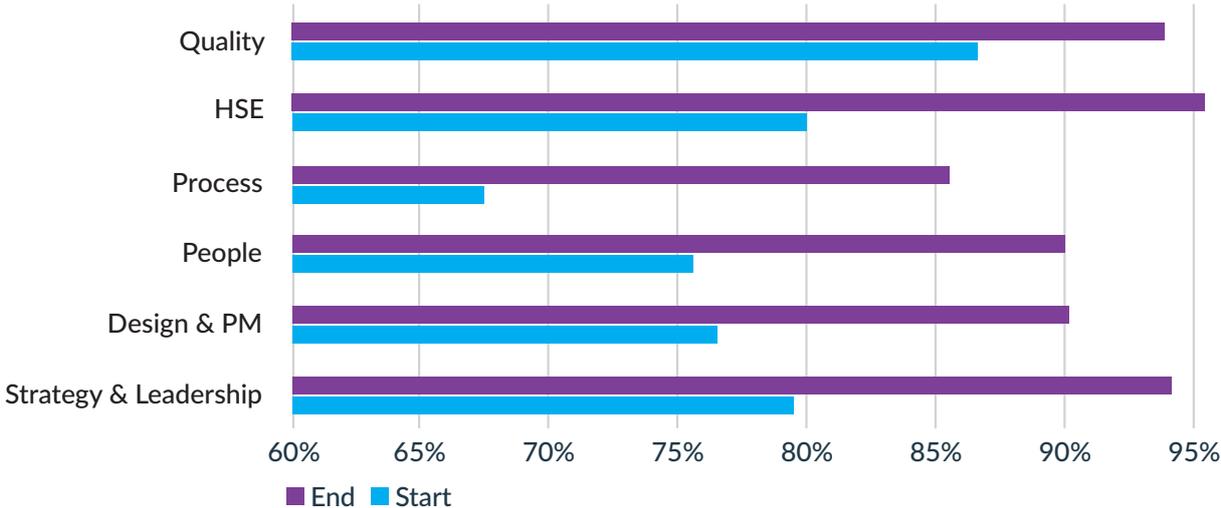
As companies move through the programme and achieve 'granted' status, a measurable impact on their businesses, their capabilities, and their success in securing contracts.

5.1 Building competence

A company's acumen in both business practices and sector knowledge is evaluated at the start of their journey, and continually measured throughout the programme until completion. An increase in these scores reflects growing competence.

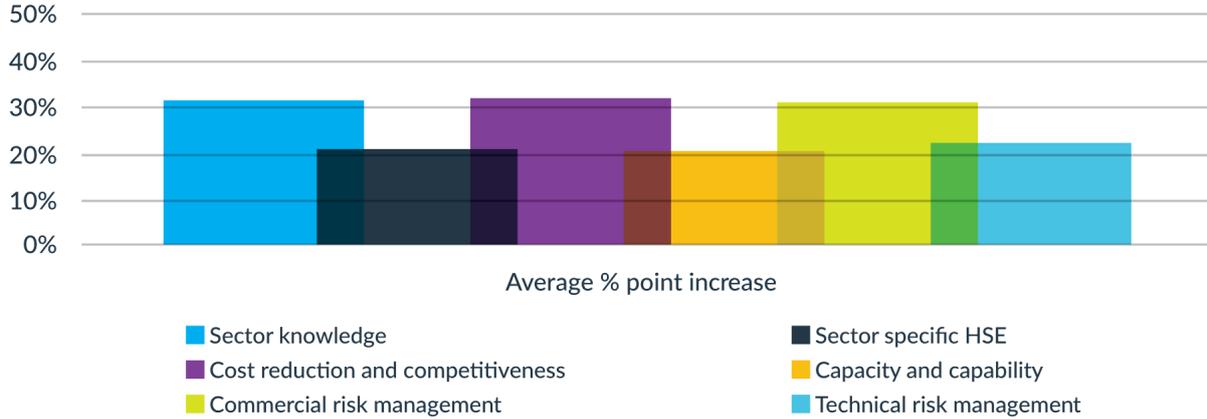
On average, business excellence scores have increased by 14 percentage points, with sub-category scores increasing as per the chart below.

% point change Business Excellence score - By category



Under the Sector Specific strand, average scores have increased by 26 percentage points, with sub-category scores increasing as per the below chart.

% point change Sector Specific score - By category



5.2 Company growth

During the programme, companies typically see substantial growth in the scale of their business, with, for example, reported turnover increasing by 27% on average.

5.3 Contract wins

Contractual success in the sector is a clear measure of the programme's impact. Although this is more likely to be secured subsequent to achieving 'granted' status, we have already seen several businesses win significant contracts after joining the programme. These include:

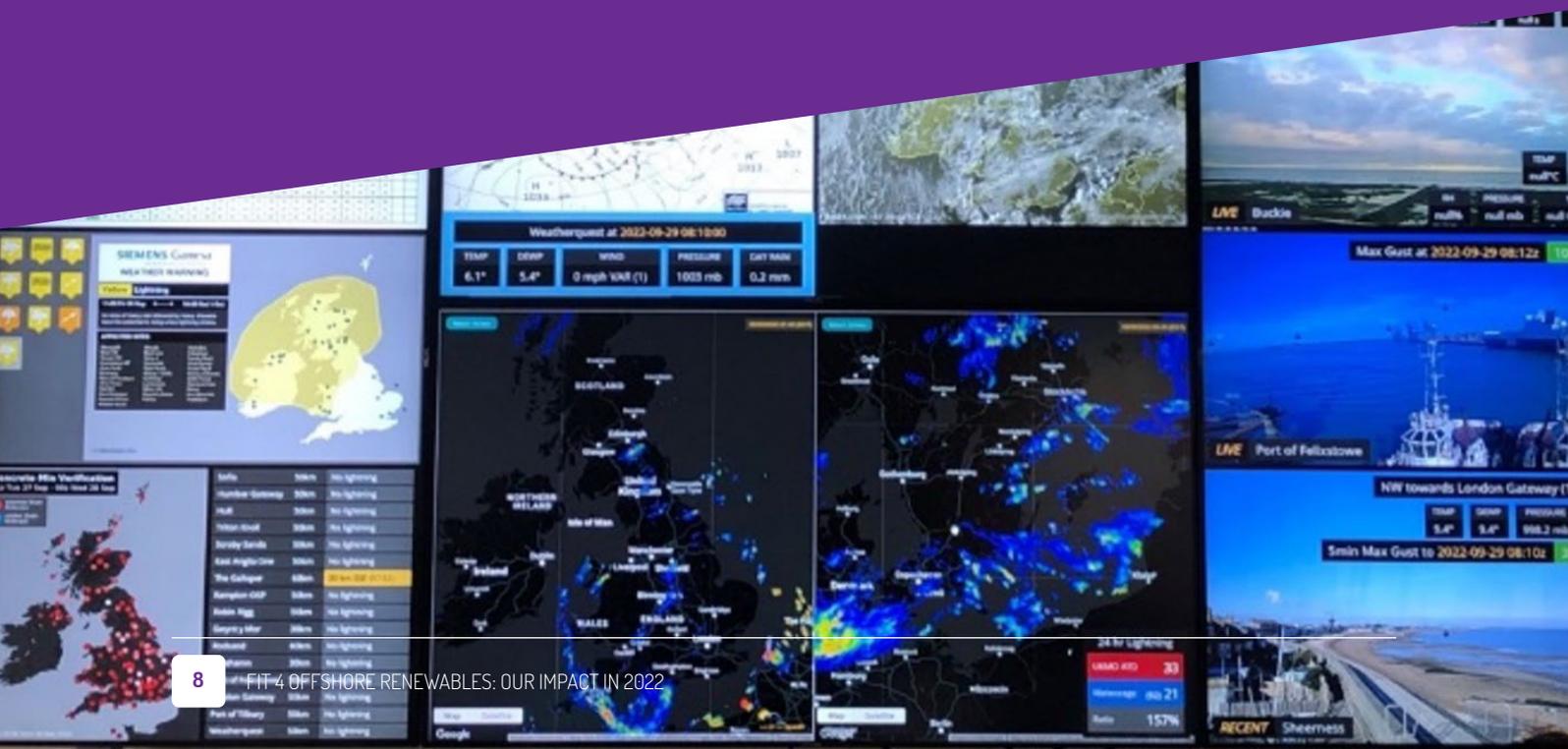
CASE STUDY: WEATHERQUEST

With the help of the refinements to their value proposition and the creation of an Executive Summary to accompany their tender documentation, Weatherquest Ltd was the sole weather service provider selected by RWE, leading to the signing of a Framework Agreement in September 2021. Based on this, Operations and Maintenance (O&M) weather services launched in 2022, in support of nine RWE northern European offshore windfarms, in addition to existing support to the pre-construction phase of RWE's Sofia windfarm.

With the benefit of this growing reputation, Weatherquest's weather service was sought as a key sub-contracted component of 4 of the 5 bids

submitted in summer 2022 in response to the procurement of an integrated Marine Management & Communications system for a major North Sea Wind Farm construction project – significantly increasing chances of success. "With the help of the F4OR programme we are now in a much stronger position to compete and to partner with a wide range of collaborators to provide integrated services offering added value."

In August 2022, Weatherquest were chosen by Oceanwinds to provide weather support during the construction phase of the Moray West windfarm.



CASE STUDY: PD&MS

After achieving granted status in May, PD&MS had a range of fantastic contract wins. In November 2022 they secured a three-year framework agreement to support SSE Renewables on the 1,075MW Seagreen Offshore Wind Farm located off the coast of Angus in the North Sea firth. Once completed, it will become Scotland's largest – and the world's deepest – fixed bottom development.

The award, which also has options to extend for a further two years, will see PD&MS carrying out best-in-class inspections on the development's infrastructure which connects its power generating equipment to the grid to ensure it remains safe and operational. This includes providing embedded support and inspection technicians to work across the wind turbine generator jacket foundation, transition piece, offshore substation platform, onshore substation and the onshore operations and maintenance (O&M) base.

In August 2022, PD&MS also secured a three-year operations and maintenance (O&M) contract with Vattenfall, supporting the developer's offshore wind portfolio across the UK and Europe. The contract will see the company work across Vattenfall windfarms in the UK, Netherlands, Sweden and Denmark. The award also includes options to extend the contract for a further two-year period.



6. TESTIMONIALS



"We are now tendering for two offshore wind packages [where] the F4OR [programme] has given us a better understanding how the system works. We have filled in gaps in our procedures and processes that were brought up during the process [which] will help the company moving forward in all areas not just wind."



"The programme has given us greater sector knowledge and understanding of what it takes to work within the offshore wind industry. The F4OR programme has enabled us to define our working processes, procedures, and communication throughout the business and we continue to do so."



"A major blocker to companies, particularly SMEs diversifying their businesses, is access to experts with a deep understanding of those who can understand technical and commercial enablers. F4OR offers a rich learning experience, a robust test of a business's existing processes, procedures and practices and support to improve them in a targeted way that facilitates entry and establishment within the offshore renewables industry. Optimus are simply better for the experience and already building on our existing experiences in offshore wind and wave power to better serve the offshore renewables industry moving forward."



"Support from the F4OR programme places TECOSIM on a strong competitive footing to win more work in the offshore renewable energy, gain further exposure and experience in the energy sector, and further develop their skills. We have built up good relationships with other companies on the cohort and we now understand the language of the industry and importantly which areas would benefit from our technologies."

7. GRANTED BUSINESSES

Our 'granted community' consists of promising businesses that we firmly believe are ready to win work in the sector. At the time of publication the community included 45 companies, with that number set to grow significantly throughout 2023.

Each of the businesses below has proven that they operate at a high standard, have a commitment to sustaining business excellence long-term, and are strategically focused on the offshore renewables market.

Find out more about each business via our F4OR website page.

Granted businesses			
2H Offshore Engineering Ltd	Fern Communications (OEG Group)	Optimus Aberdeen Ltd	Smulders UK
Apollo Engineering Consultants Limited	First Marine Solutions Ltd	OSBIT Ltd	Southampton Marine Services Ltd
Aquaterra Energy Ltd	Houlder Ltd	Osprey Shipping Ltd	Stowen Clean Energy Ltd
Armultra Ltd	Intermoor Ltd	Kraken Robotics Services	TECOSIM Technical Simulation Ltd.
Aubin	ITC Hydraulic Services Ltd	PD&MS Energy Ltd	THREE60 Energy
Balmoral Comtec Ltd	JBA consulting	Peritus International	Tyne Gangway (Structures) Ltd
Birlinn Offshore Ltd	JGC Engineering & Technical Services Ltd	PPI Engineering Ltd	Warren Services Ltd
CarnaudMetalbox Engineering Ltd	KRG Specialist Engineering Services Ltd	Prior Power Solutions Limited	Weatherquest Ltd
CMP Products Ltd	Leask Marine Ltd	Proeon Systems Ltd	Whittaker Engineering (Stonehaven) Ltd
Dron & Dickson Ltd	Lintott Control Systems	Rix Renewables Ltd	
eBlast & eTest (eGroup)	McLean International	Safinah Ltd.	
EnerMech	North Star Renewables Ltd	Sealand Projects Ltd	

8. CONTINUING THE JOURNEY

Support for F4OR alumni doesn't end with achieving 'granted' status. Our model of support means that the improvements companies make along the way are firmly embedded into each business, ensuring that the wider workforce can take on board the principles of continuous improvement.

This gives these companies the best possible chance to continue to grow and become more competitive, providing them with a platform to move forward and win new contracts in the offshore renewables sector.

On top of this, the F4OR team takes opportunities to promote our alumni both via networking events and match making with others in the industry. One example of this was the inaugural Supply Chain Spotlight event co-hosted by ORE Catapult and the Offshore Wind Growth Partnership (OWGP) held in London in December 2022. This event offered F4OR alumni an exclusive chance to exhibit and pitch to industry players, via both a procurement session and an investor session. The event welcomed hundreds of businesses and gave F4OR companies a unique chance to meet future partners, suppliers and customers.



F4OR companies meeting Graham Stuart MP, Minister of State for Energy Security.



GLASGOW

ORE Catapult
Inovo
121 George Street
Glasgow
G1 1RD

+44 (0)333 004 1400

BLYTH

National Renewable
Energy Centre
Offshore House
Albert Street
Blyth, Northumberland
NE24 1LZ

+44 (0)1670 359 555

LEVENMOUTH

Levenmouth Development Turbine
Energy Park Fife
Links Drive
Leven
Methil, Fife
KY8 3RA

+44 (0)1670 357 649

GRIMSBY

O&M Centre of Excellence
ORE Catapult, Port Office
Cleethorpe Road
Grimsby
DN31 3LL

+44 (0)333 004 1400

ABERDEEN

Subsea UK
30 Abercrombie Court
Prospect Road, Westhill
Aberdeenshire
AB32 6FE

07436 389 067

CORNWALL

Hayle Marine Renewables
Business Park
North Quay
Hayle, Cornwall
TR27 4DD

+44(0)1872 322 119

PEMBROKESHIRE

MEECE
Bridge Innovation Centre
Pembrokeshire Science &
Technology Park
Pembroke Dock
Wales
SA72 6UN

+44 (0)333 004 1400

CHINA

11th Floor
Lan Se Zhi Gu No.15
Ke Ji Avenue
Hi-Tech Zone
Yantai City
Shandong Province
China

+44 (0)333 004 1400

LOWESTOFT

OrbisEnergy
Wilde Street
Lowestoft
Suffolk
NR32 1XH

01502 563 368

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