

# Innovate UK



## GLOBAL BUSINESS ACCELERATOR – Offshore Wind Visit to the United States

### DATES

#### Market visit:

Mon 2<sup>nd</sup> – Sat 7<sup>th</sup> April 2018

#### Closing date for Expressions of Interest:

Mon 5<sup>th</sup> February 2018 @17.00

#### Briefing event:

Weds 14<sup>th</sup> March 2018 - TBC

Innovate UK's Global Business Accelerator Programme is organising and funding an offshore wind business innovation and expert mission to the US.

Coinciding with the International Offshore Wind Partnering Forum in New Jersey, 20 participants will have the opportunity to meet US offshore wind suppliers, buyers, research centres and key stakeholders, with the aim of developing strong international

partnerships for future research and development collaborations. The delegation will be accompanied by a panel of 8 offshore wind experts who will scope the market and identify opportunities where the UK supply chain can add value.

### WHY THE US:

The US offshore wind market is anticipated to grow substantially over the coming years. The maturity of the UK supply chain provides UK businesses with a fantastic opportunity to provide the emerging US market with key skills, knowledge and technological innovations.

### OFFSHORE WIND PARTNERING FORUM:

The Offshore Wind Partnering Forum takes place from 3<sup>rd</sup> – 6<sup>th</sup> April 2018 and is supported by the US Business Network for Offshore Wind. The Forum is the leading technical

conference for offshore wind in the US, attended by major international players, and dedicated to moving the US offshore wind industry forward.

### KEY BUSINESS TYPES:

The mission is seeking UK companies involved in all elements of the supply chain, including:

- Development, design and engineering
- Construction
- Operations and maintenance

More details on specific business types can be found here: [Register my interest](#)

### FUNDING:

For successful participants: Flights, four nights' accommodation and entry to the Partnering Forum 2018 will be funded through the Programme.

## PROGRAMME (Subject to change)

Date	Activity
Mon 2 <sup>nd</sup> April	<ul style="list-style-type: none"><li>• Depart UK and arrive in New Jersey, US</li></ul>
Tuesday 3 <sup>rd</sup> April	<ul style="list-style-type: none"><li>• Networking brunch for UK participants</li><li>• US market introduction</li><li>• Tour of the Partnering Forum exhibition</li><li>• 1-2-1 R&amp;D meetings through the WindMatch platform</li></ul>
Wednesday 4 <sup>th</sup> April	<ul style="list-style-type: none"><li>• Attending conference sessions</li><li>• Table top lunch reception – 30 second pitch per participant</li><li>• 1-2-1 R&amp;D meetings through the WindMatch platform</li></ul>
Thursday 5 <sup>th</sup> April	<ul style="list-style-type: none"><li>• Attending conference sessions</li><li>• 1-2-1 R&amp;D meetings through the WindMatch platform</li></ul>
Friday 6 <sup>th</sup> April	<ul style="list-style-type: none"><li>• Attending conference sessions</li><li>• 1-2-1 R&amp;D meetings through the WindMatch platform</li><li>• Wrap up meeting and debrief</li><li>• Depart for UK</li></ul>
Saturday 7 <sup>th</sup> April	<ul style="list-style-type: none"><li>• Arrive back in the UK</li></ul>

Full details of the Offshore Wind Partnering Forum can be found here: <http://www.offshorewindus.org/2018ipf/>

### BENEFITS OF ACCELERATOR PROGRAMME

- Pre-visit and in-country briefings providing market information and advice on how to do business in the sector; support to develop your value proposition; improve your pitching skills; and how to protect your IP
- Full access to the Offshore Wind Partnering Forum and exhibition
- A programme of meetings with key players and stakeholders – through the WindMatch platform
- Follow up support to ensure potential R&D collaborations and market opportunities are maximised

### THE COST

On acceptance to the programme, a commitment fee of £299 will be obtained from each successful participant. The fee will be returned on successful completion of the programme.

Non-attendance on the programme, after formal acceptance, may result in forfeiting some or all the fee

### TRAVEL ARRANGEMENTS AND SUBSIDIES

This company visit is part of Innovate UK's Global Business Accelerator Programme. For approved companies, Innovate UK will organise and fund flights, accommodation, US transfers and participation at the forum.

### ELIGIBILITY

Participants must be classed as a Small to Medium Enterprise (SME), established in the UK and have a track record of working in the offshore wind sector. One representative per company will be permitted to attend.

### HOW TO APPLY

To express your interest please visit: [Register my interest](#). After completing the registration an email will be sent containing details of how to make a full application. Please be aware that submitting a full application does not mean you have been accepted onto the programme. It is a competitive process and you will be notified of the outcome by Wednesday 7<sup>th</sup> February 2018.

### FOR MORE INFORMATION

For more information please contact Andrew Kent, Inventya, [a.kent@inventya.com](mailto:a.kent@inventya.com) or telephone 01925 506106.