

# SOLENT OFFSHORE RENEWABLE ENERGY CONSORTIUM – SOREC

*“Working with companies for a low carbon  
energy future”*

**Pam Jones,  
Operations & Project Support Officer**



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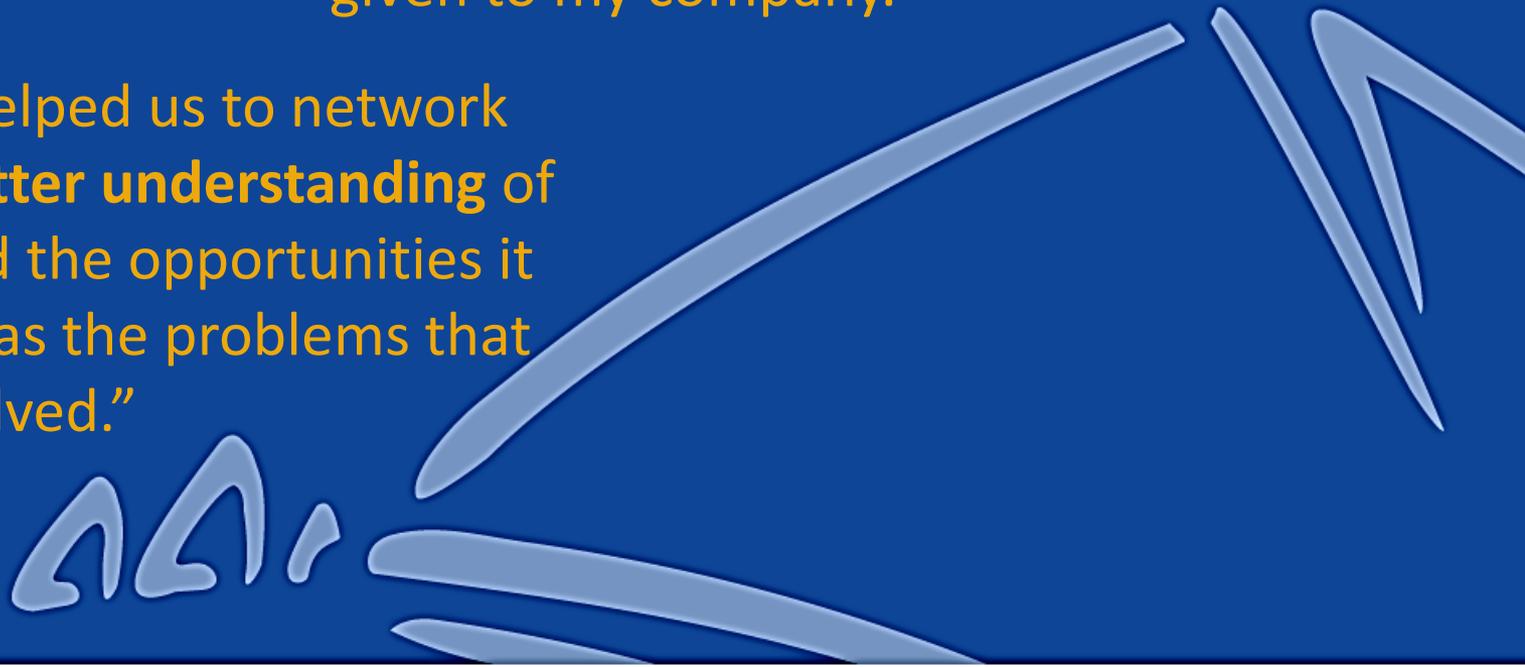
# Solent Offshore Renewable Energy Consortium - SOREC

- A business support organisation for the offshore renewable energy industry in the South East of England
- Supported by ERDF funding until 2015

# Comprehensive Business Support Programme

“I have **moved into this sector** and SOREC has been a major part of that decision because of the contacts and support it has given to my company.”

“SOREC has helped us to network and **gain a better understanding** of the sector and the opportunities it offers as well as the problems that need to be solved.”



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# SOREC's objectives

- **Provide matched funding** for SMEs within the offshore renewable industry, or for those wanting to move into the sector
- Support transformational **product development** and **technology transfer**
- **Stimulate** the development of the **UK supply chain** for offshore renewables

*Provide information, intelligence and research to potential participants in the sector*

# Funding Support

“SOREC enabled us to push forward with **development of a new product** and bring it to market quicker than would have otherwise been possible.”

“It has helped us **invest in critical new testing instruments** for solving production issues in wind turbine manufacture.”

**How?**



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# Funding for SMEs

- ERDF grant fund providing 50% match funding, **up to maximum of £50,000** per recipient
- Emphasis on **job creation**
- **“User-friendly”** application process, guidance through claim process
- **Speedy payment** process

# Innovation and Tech Support

“We now have an **international patent** for the turbine and a UK patent application in progress for the mounting structure.”

“We have been able to **prove the performance** of the product so can now proceed in **bringing the product to market.**”

**How?**



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# Innovation and Tech Transfer

- **Innovation vouchers** providing 50% funding for innovation costs (Intellectual Property, patenting, prototyping, testing), up to £5000
- **Innovation Events** to bring together UK Knowledge base institutions and SMEs
- Delivery partner - **Southampton Solent University**
  - Mapping of offshore renewables **research capabilities** of all universities in region
  - **Knowledge Transfer Partnership** match making service

# Supply Chain Development

“SOREC has helped us to build a broader picture of the industry within our local area and **recognise the opportunities** closer to us. We have also had the chance to **establish connections with clients and suppliers.**”

How?



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# Supply Chain Development

- “Meet the Buyer” style events to bring **SMEs face-to-face with large companies**
- Seminars to **raise awareness of requirements** SMEs must fulfil to compete for supply contracts
- Mentoring to help SMEs demonstrate “**supply readiness**”
- **CompeteFor supply portal** for offshore renewable projects



# CompeteFor Supply Portal



- CompeteFor is an online portal designed to **advertise supply chain** opportunities from major buying programmes
- Service **created for the London 2012 Olympic and Paralympic Games**, to match buyers and suppliers, encouraging equality and transparency
- Commitment from major Buying Programmes to **procure responsibly**
- CompeteFor has **expanded** beyond its original remit, to encourage participation by **other major supply chains** and their partners:-
  - **Crossrail**
  - **Thames Tideway Tunnel**
  - **Transport for London**
  - **HS2**



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# CompeteFor Success to Date

- Approaching **200,000 registered businesses**
- In excess of 16,500 supply chain opportunities posted
- Over 11,000 contracts now awarded, estimated at £3 Billion
- **75% of all contracts** posted have been awarded to **SMEs**
- Working with SOREC to open up **supply chains for offshore renewable projects**

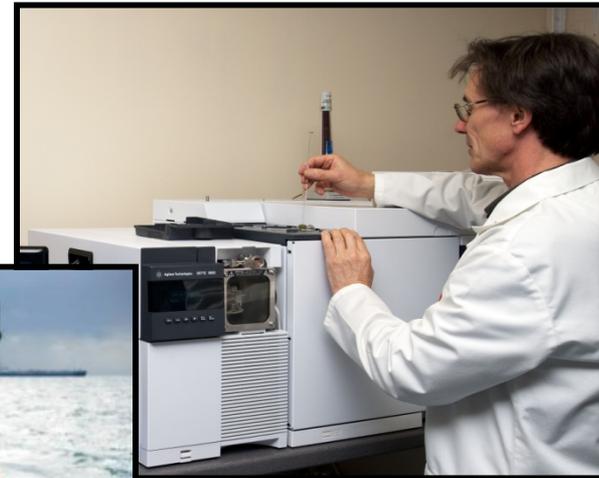


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# What worked well?

- Grant programme
- Raising awareness in Supply Chain
- Events



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“The conference was a **great day of information** for a newbie like me.”



“It has been an excellent day, and we have gained a great deal of information to **take our idea forward.**”

“As a new business, it has been very useful for me to find out ways of **finding business via the portal.** It has also highlighted how much I need to have in place to be **business ready.**”

# Opportunities/challenges for the future

- **Supply chain development**



- Work closely with tidal energy developers to **open up supply chain to SMEs**
- Continue to work with SMEs so that they can access supply chains and are **“supply ready”**

- **Funding**

- Continue **grant fund** for SMEs, ranging from Innovation Vouchers to larger grants
- Funding gaps

- **Innovation**

- Continue to **develop collaborations** between SMEs and Universities and research institutions (**more events!**)

# How to become a member

- To be part of what we are doing, we would like you to become a member.
- Membership is completely free.
- Membership forms available on our website <https://www.competefor.com/sorec/> or contact US.



# Want to know more?

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“I have been very impressed with the outlook SOREC have when it comes to helping local businesses. Being a local family run business we believe that we can be a great asset in supplying to other companies involved.”

“SORREC have been just fantastic in guiding and helping us to fund our business development.”

## Thank you!

“SORREC has enabled us to conduct a project that allowed us to employ a number of people and expand.”

“Excellent service , committed to helping local businesses.”

“Keep information flowing on any future projects in the area.”

“Continue to provide knowledge sharing and networking events for the sector, attracting representatives from the leading manufacturers.”