

Sharing in Growth Offshore Wind

Offshore Wind capacity in the UK will grow from 10GW in 2020 to over 40GW by 2030 and will result in over £40bn of supply chain contracts. OWGP has a budget of £100m to support supply chain growth through:

- Grant awards
- Business transformation support

Within Business Transformation OWGP will provide **insight** into growth opportunities through the Wind Expert Support Toolkit (WEST) and **onsite** intervention from Sharing in Growth (SiG) to help companies to win contracts in the UK and increase exports.

Open for applications

Who is Sharing in Growth?

Established in 2012, Sharing in Growth is an award winning organisation that has secured over £5bn of contracts to companies in Aerospace, Civil Nuclear and associated sectors, accelerating the companies' growth beyond their peers.

The approach is to work closely with the leadership team, combining Sharing in Growth's benchmark analysis with the companies' strategy to define key business challenges. This results in a wholly bespoke set of intervention 'blocks' with their specific targets.

Typical areas of focus

- A** Accelerating profitable growth by focussing on customer need, commercial and sales
- B** Galvanising a leadership team, clear deployment of goals, with the management and culture to deliver a strategic aim
- C** Reducing the cost of a key product or service
- D** Reducing cost of procurement
- E** Optimising operations to release working capital
- F** Operationalising a new product or service

“The degree of change we have undergone in four years with Sharing in Growth is unprecedented in our 126-year history and has played a big part in transforming our company into a globally competitive organisation securing work for 2020 employees.”

Steve Kirk
Managing Director, CW Fletcher



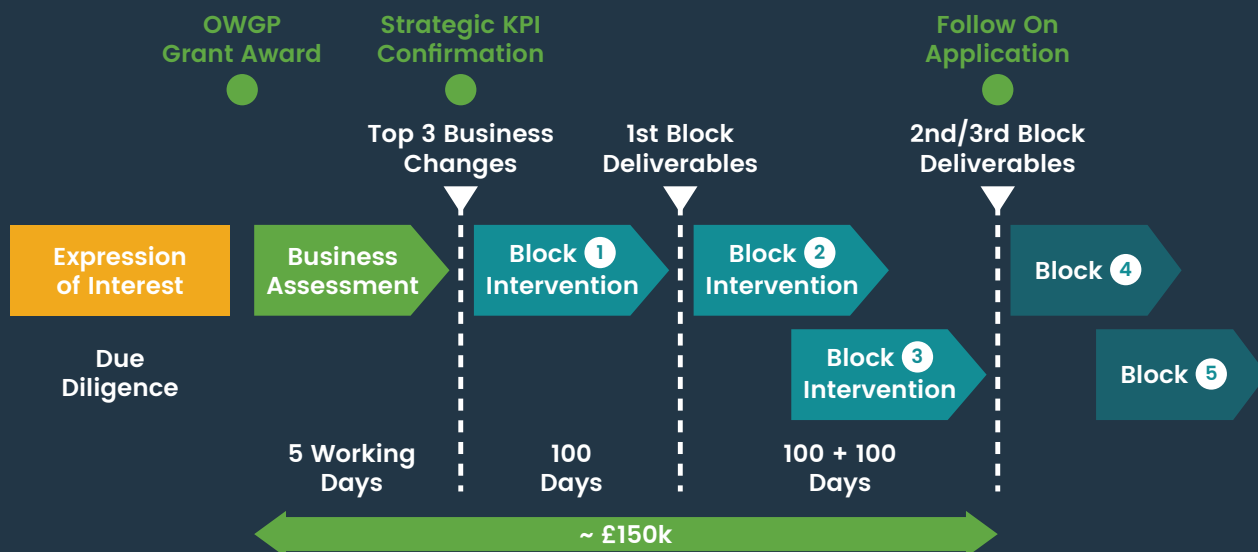
SHARING IN
GROWTH



Offshore
Wind
Growth
Partnership

How is Sharing in Growth delivered?

The programme is delivered through the 100 specialists/coaches, the majority of which are Sharing in Growth employees covering all the typical functions of a company. These are supplemented with a network of deeper specialists, as required and integrated to provide one coherent activity. Each company has an allocated Business Transformation Manager to co-ordinate the activity.



The delivery is on the companies' site, working shoulder to shoulder with the company employees accountable for the activity. The coaching and training is solely in the context of the specific key business challenges, also ensuring that the skill and capability remains in the benefitting company.

How much does it cost?

The programme is fully funded by OWGP providing intervention to the value of ~£150k. As the intervention develops, Sharing in Growth will continue to expand the level of detail on the benchmark assessment to support company transformation.

Subject to Return on Investment, there is the potential for OWGP to release further grant awards for Sharing in Growth intervention, resulting in a multi-year transformation programme to meet the OWGP strategic aims of UK content and export growth.

What commitment do I need to make?

Whilst Sharing in Growth is fully funded, it requires strong commitment and contribution through time for it to produce results.

The approach is most successful with ambitious companies that recognise that these activities are an essential investment in their strategic future.

Eligibility criteria

- Be a UK-registered company
- Demonstrate existing capability in the offshore wind sector
- Ambition to grow in the offshore wind market
- Appetite for business improvement and constructive feedback
- Demonstrate how the intervention would impact your business

Next Steps

It is highly recommended to arrange a 1-2-1 with Sharing in Growth to discuss the proposal and how it can help achieve specific company objectives. Please email OWGP to find out more and arrange a meeting (info@owgp.org.uk).

The closing date for the pilot expressions of interest is 16th October.

Find out more

OWGP: <https://owgp.org.uk>
SiG: <http://sig-uk.org>
Email: info@owgp.org.uk

More information

1. Webinar - <https://www.youtube.com/watch?v=mm-s8e9BdNY>
2. Video testimonials - <https://www.youtube.com/watch?v=nEQQcaHwt30>
3. Eol form - <https://owgp.org.uk/wp-content/uploads/2020/09/Sharing-in-Growth-Offshore-Wind-Expression-of-Interest-Application-Final.pdf>