

Supply Chain & Cluster group.

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Objectives-overview

- **Supply Chain Leadership**

Main Objective - Lead the development of a Scottish supply chain vision to 2030 and 2050.

- **Capabilities**

Main Objective - Develop strategy to increase capability and competitiveness of Scottish supply chain.

- **Tendering** – Initiate opportunities to standardize PQQ/General Contract Terms across industry

- **Exports**

Main Objective - Increase Scottish supply chain access to export markets.

- **Clusters**

Main Objective - Strategic leadership and guidance to the Scottish offshore wind clusters.

Targets - Supply chain and Clusters Group

1) Lead the development of a Scottish supply chain to 2030 and 2050.

Targets

- Develop the SOWEC SC&C Group to provide leadership to all relevant stakeholders in the Scottish supply chain to achieve the SOWEC/OWIC sector deal ambitions for local content in offshore wind projects, maximising Scottish impacts.
- Use SC&C Group to help to develop a closer working relationship between the SC and Developers/EPCI contractors in Scotland.

Deliverables

- Attend supply chain workstream meetings with OWIC Sector Deal to participate in creating a revised methodology being developed on UK definitions of local content. Ensure that Scottish interests are included where appropriate and ensure benchmarking for determining local contents is based on a level playing field with overseas competitors. Report progress to SOWEC. (Sept 2020 to Dec 2020).
- Liaise with OWIC Supply Chain workstream on activities to establish a 2020 content baseline and devise steps to achieve Scottish baseline. (Complete by; Dec 2020.)
- Work with stakeholders on Route to achieving 60% UK content and be specific on Scottish opportunities. (Complete by :Dec 2020.)
- Host a twice yearly Supply Chain event with Scottish Clusters to provide an informal “walk-on” platform for SMEs to engage with the Tier 1 suppliers and Developers. (Hold first event before end 2020)

How contribute to SOWEC Strategic Goals?

- Work to increase local content in line with the ambitions set out in the SOWEC Goals and UK Sector Deal, developing a sustainable, world-class supply chain in Scotland.

2) Develop strategy to increase capability and competitiveness of Scottish supply chain

Targets

- Seek to increase inherent Scottish capability and align workstream activities with key stakeholders.

- Seek to identify current areas of Scottish innovation advantage and work with the OWIC SC Delivery Group to identify gaps for the Scottish supply chain to exploit in the future. e.g. Oil & Gas innovation and diversification, floating offshore wind etc.
- Ensure that the outcomes and recommendations of the SOWEC Strategic Supply Chain Investment Study are implemented.
- Provide visibility for offshore wind SC for development of mid/downstream technologies, which will help drive the demand for offshore wind
- To encourage more collaboration with other UK and overseas clusters

Deliverables

- Manage a working group to assist Developers and the Scottish Supply Chain, to create the maximum benefit from the commitments that are made by successful developers in ScotWind's Supply Chain Development Statements.. Provide clear communication to the Clusters and reporting to SOWEC. (Timing will be ongoing and inline the developer project commitments in Scotwind- not available yet).SC&C group will raise awareness in the supply chain (method tbc- possible questionnaire) about the 'real value' in the supply chain; (eg. cost competitive; contribution to sustainable employment; enhancement of skills; carbon footprint and local/national GVA) (Ongoing -first activity complete by March 2021)
- Create a map of the key stakeholders involved in Energy Transition initiatives. It will describe; their roles, governance, members, research etc, This will allow more visibility for all parties to engage with initiatives e.g. OGTC/OREC Alliance. Update every 6 months. (First draft Dec 2020)

How contribute to SOWEC Strategic Goals?

- Work to increase local content, which is fairly evaluated, in line with the ambitions set out in the SOWEC Goals and UK Sector Deal, developing a sustainable, world-class supply chain in Scotland, whereby its value can be measured.
- The SC will engage with innovative technologies

3) SC Excellence & Success – Improvement of PQQ, bidding and contracting norms and processes

How to make the commercial tendering processes more efficient and gain an industry wide alignment.

Targets

- SC&C Group will work towards establishing a standard pre-qualification tool that all developers and EPCI's will use.
- SC & C Group to work with Clusters for development of a tool in Scotland and also to roll out in the UK (cooperation with OWIC), an advertising platform for tenders/contracts for offshore wind.
- Create standardized offshore contracts for supplying hardware and services.

Deliverables:

- There are several options for delivering a standardized PQQ tool:
- SC&C Group will develop and seek accreditation for F4OW (fit for offshore wind) as an accredited pre-qualification tool, that all Developers and EPCI's will be able to buy into. (March 2021)system and then role out to UK.
 - SC&C Group will work to evaluate with the Clusters and developers, other potential PQQ platforms, such as the well established FPAL/ACHILLES offer (March 2021)SC&C Group will work with a consultant to develop a standardized fit for purpose general Offshore Wind Contract similar to the Oil and gas industry achieved with LOGIC. (August 2021)
 - SC&C Group will work to evaluate and help establish a contract advertising platform, which could be O4B (open for business) which already exists, or facilitate development of another system, such as "SectorKey". (March 2021)

How to contribute towards SOWEC goals?:

- Streamline the procurement & contracting processes to help the supply chain become more efficient and cost effective.

4) Increase Scottish supply chain access to export markets

Targets:

- Align with UK OWIC SC Delivery Group tasked with developing an export growth programme through the Sector Deal; work with UKTI and Scottish Development International to promote trade missions and overseas collaboration opportunities for Scottish suppliers.
- Collaboration with foreign clusters

Deliverables

- A Scottish representative will attend UK export missions overseas on behalf of SC&C group and report the findings to SOWEC. (Attendance for 1 person at 2-3 events per year, to commence when travel resumes)
- Assist, where appropriate, the Scottish Clusters to establish links and collaboration with targeted overseas clusters, to enhance inward/outward internationalization (attract investment and technology in and export out). (ongoing)

How contribute to SOWEC's Strategic Goals?

- Create a competitive, commercially attractive offshore wind sector in Scotland which can deliver both domestically and in the global offshore wind market, with a focus on project development, deeper water capability and innovative technology solutions.

5) Strategic leadership and guidance to the Scottish offshore wind clusters

Target

- Pro-active engagement with the Clusters to ensure alignment with Offshore Wind policy and Scottish Vision objectives.
- Provide strategic guidance and leadership to Scottish Clusters in line with their Steering Group/ Board ambitions.
- To ensure that SE/HIE contribution to the Clusters and SC, is based on providing the tools for the SC's Business Development objectives.

Deliverables

- Create a map to provide full visibility in the Clusters membership, steering committees, key stakeholders and SE/HIE etc. This will be a tool to assist with communication and help demonstrate the role that SOWEC can play to assist development of the offshore wind industry in Scotland . To be done by a consultant. (First draft complete by end 2020).
- Provide regular updates to SOWEC about the challenges and road blocks encountered by the Scottish Supply Chain and recommendations to assist with the development of solutions. (ad hoc)

How contribute to SOWEC Strategic Goals?

- Work to increase local content in line with the ambitions set out in the UK Sector Deal, developing a sustainable, world-class supply chain in Scotland.
- Create a competitive, commercially attractive offshore wind sector in Scotland which can deliver both domestically and in the global offshore wind market, with a focus on project development, deeper water capability and innovative technology solutions.

Key Milestones – Supply chain and Clusters Group

Milestone	Date	Comment/Further Detail
Cluster - DW & FTO representation: Offshore Europe	22-Sep-20 – 25-Sep-20	Both clusters exhibiting

2020 Roadmap



SC Excellence & Success – Publication of Scottish SC Roadmap to 2030	01-Dec-20	Publish a Scottish SC roadmap to 2030 with defined localisation improvement targets by sub-element with ‘customer’ buy-in.
Webinars	Sept 2020	Series of developer webinars. ScotWind webinar