



**North East
Mayoral**
Strategic Authority

Kim McGuinness
North East
Mayor

NORTH-EAST OFFSHORE WIND INNOVATION AND DEMONSTRATION - **NEOWIND**

Dylan Hill, ORE Catapult
July 2026



HEALTH & SAFETY

- Event will run until 14:00, refreshment break at 11:30.
- Toilets are located just outside the door and to the right
- There are no fire alarm tests, if the alarm does sound, the muster point is between us and the building directly opposite, fire exits are located in the room and out the front door.
- If you have any issues during the day, please notify a member of the ORE Catapult team.
- Members of the Catalyst team are first aid trained.

MORNING AGENDA

- **09:30 – 10:00:** Arrivals and Registration
- **10:00 – 10:10:** Health, Safety and Introductions, **Dylan Hill**
- **10:10 – 10:20:** North-East MSA Keynote, **Phil Witcherly**
- **10:20 – 10:30:** Introduction to the NEOWIND Programme, **Dylan Hill**
- **10:30 – 10:50:** Detailed Overview of the Innovation Development Pot, **Dylan Hill**
- **10:50 – 11:00:** Programme Q&A, **Dylan Hill**
- **11:00 – 11:30:** Industry Introductions and Q&A/Panel, **Magnus Willet (Equinor, Morven, PoT, PoB)**
- **11:30 – 12:15:** Refreshment Break & Networking

NEOWIND Launch Event

Phil Witcherley

Director of Economic Growth
and Innovation

North East Mayoral Strategic
Authority

Offshore Wind – Our Key Growth Opportunity

- Huge global export opportunity for our UK and NE - £1tn by 2035
- Key priority in Local Growth Plan
- 10,000 additional jobs by 2035 & £3bn investment opportunity
- 6GW NE Leasing Round
- **If we fail to grasp the moment - and other regions & countries capture the economic benefits**
- Future market require innovation - we must develop the next generation of technology in our region and grow businesses



Our approach to growing the Offshore Wind sector



North East Offshore Wind Programme

Innovation:
NEOWIND +
facilities
(£8.5m+)

Port
infrastructure +
NE Ports
Investment
Taskforce
(£19.5m)

Green Jobs
and Skills
(£16.5m+)

Supply Chain
& Global
Promotion

- New green jobs & apprenticeships
 - Unlocking inward investment
- Creating new world-leading products for the market
 - Transforming quayside industrial sites
 - Enabling business growth and global exports



Innovation unlocking economic growth



- We are the home innovators – from the steam turbine to offshore wind.
- We support cross-sector innovation:

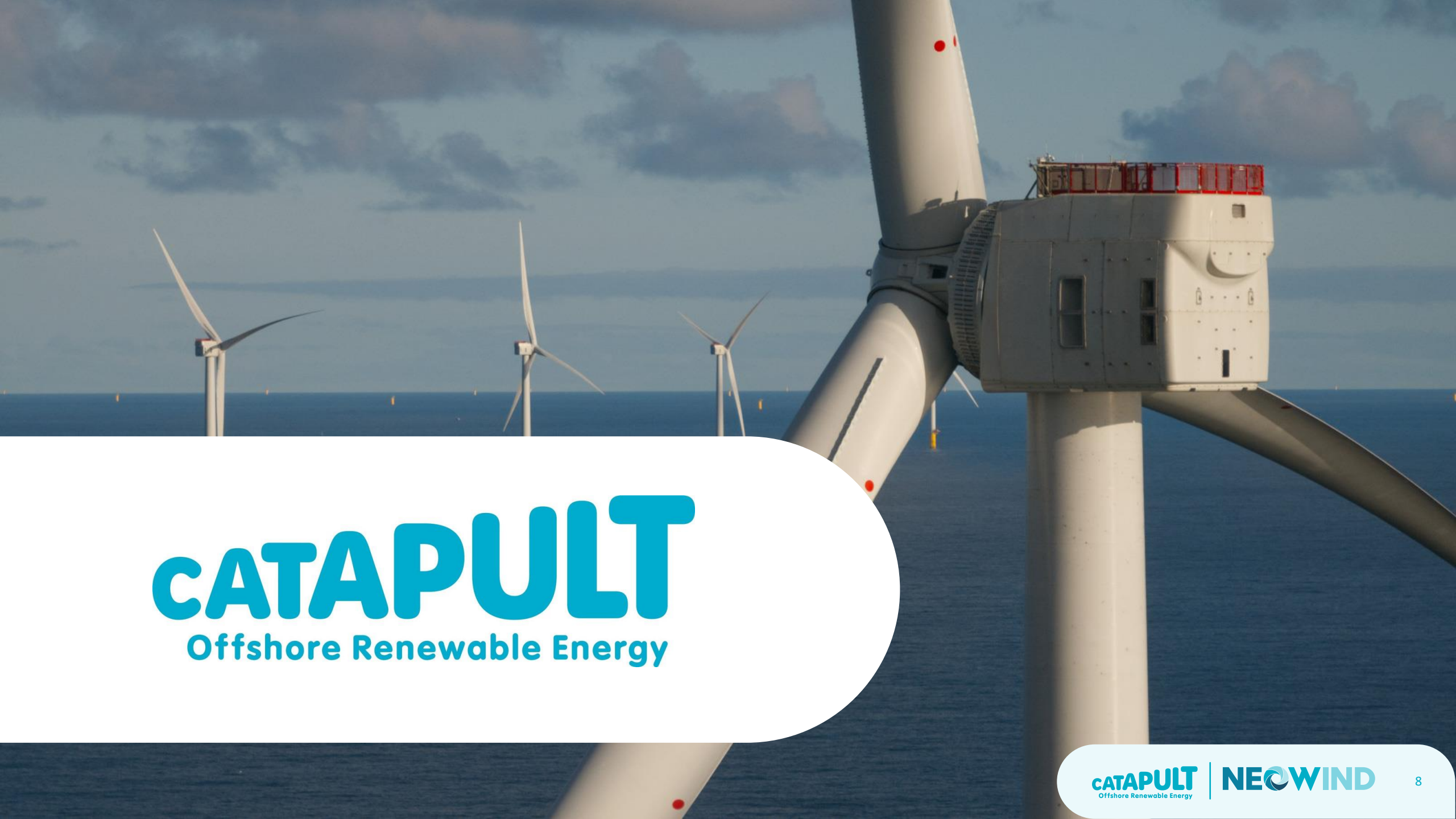
£30m Local
Innovation
Partnership
Fund

Sector
Programmes
e.g. NEOWIND

Capital for
Innovation
Infrastructure

- NEOWIND will catalyse the next generation of offshore wind technology and growth
- Built on Technology, Innovation & Green Growth for Offshore Renewables (TIGGOR) - £24m GVA, jobs, new businesses & growth, 23 new products since 2020



A photograph of an offshore wind farm. In the foreground, a large white wind turbine is partially visible, showing its nacelle and parts of its blades. In the background, several other wind turbines are scattered across a blue sea under a blue sky with some clouds.

CATAPULT

Offshore Renewable Energy



Who are we?

The ORE Catapult are the Uks flagship technology innovation and research centre for offshore wind.

Independent not for profit research and technical organisation with a core mission to accelerate the commercialisation of renewable technologies, reduce the cost of energy and create economic growth both nationally and regionally.

Based throughout the UK; Blyth, Aberdeen, Glasgow, Humber, Hale and Pembroke. 300+ industry experts covering engineering and analysis disciplines.

Supply chain excellence team, mission to support UK supply chain to develop both commercially and technically through the delivery of programmatic activity and direct triaging.





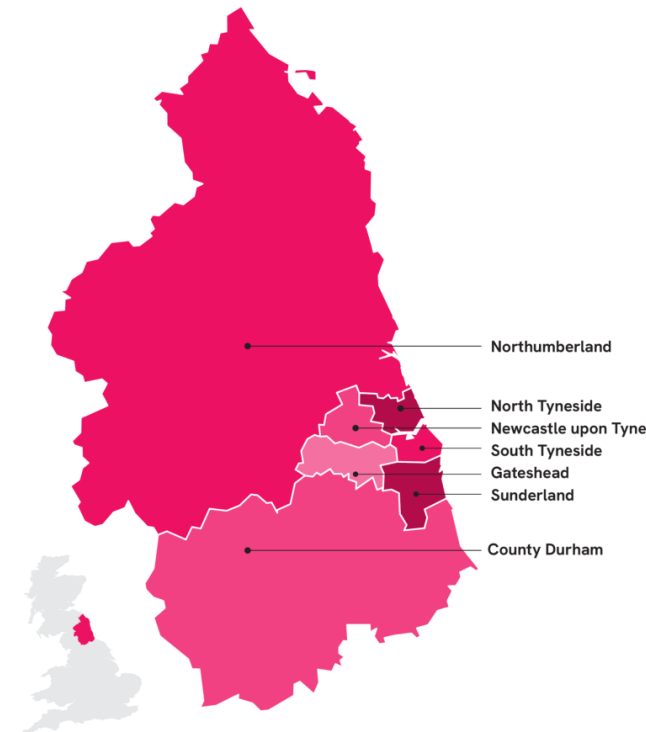
NEOWIND

**NORTH EAST OFFSHORE WIND
INNOVATION & DEMONSTRATION**

NEOWIND (North East Offshore Wind Innovation and Demonstration) is a £7.7m supply chain acceleration and technology demonstration programme designed to boost growth and productivity in the North East of England's offshore wind supply chain.

Funded by the North East Mayoral Strategic Authority and delivered by ORE Catapult, the three-year programme aims to accelerate the technical and commercial development of novel innovations targeting specific areas of interest to key industry players.

The programme aims to achieve this through a combination of research and development grant funding, specialized business support and knowledge transfer from industry experts.



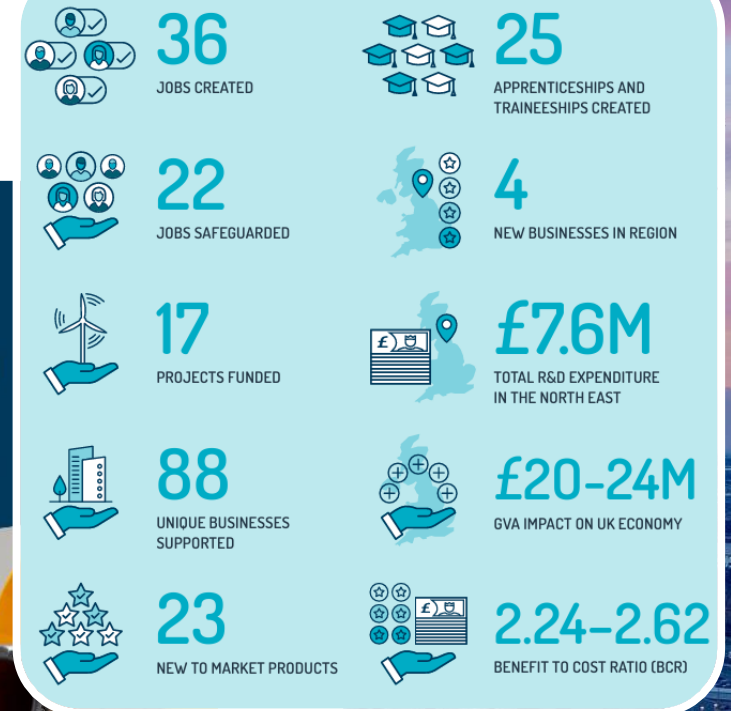
HISTORY AND LESSONS LEARNED

NEOWIND follows on from the successful North East Mayoral Strategic Authority funded TIGGOR programme, which ran from 2020-2026. The programme followed a similar structure and methodology supporting offshore renewables innovation and technology development.

Six years of lessons learned from TIGGOR has enabled the design of a holistic approach to supply chain acceleration in the NEOWIND programme.

The TIGGOR programme was delivered over three phases and only available to businesses in the North of Tyne region.

NEOWIND expands on this and introduces support to the entire North East MSA region, additional funding and longer duration projects, enabling more impact and post project support.



PROGRAMME PARTNERS



INDUSTRY



equinor



ACADEMIA



BUSINESS



Kim McGuinness
North East
Mayor



HOW DOES IT WORK?

Innovation Development and Demonstration Pot (IDDP)

Sub-strand 1 IDP (£3.5m)

R&D Grant funding 35-60% of total project costs to fund the development of innovative projects bringing new technologies to the offshore wind market (max £300k funded)

Sub-strand 2 IDD (£300k)

Demonstration of higher technology readiness products to potential end users, investors and customers to increase commercial success of innovation, 35% funded (£50k grants)

Innovation Knowledge Transfer (IKT)

Sub-strand 1 IKT One-to-many

Delivery of a variety of workshops to businesses operating in or with a desire to transition to the offshore renewable energy sector covering both introductory modules and technical deep dives

Sub-strand 2 IKT One-to-one

Delivery of 20 days of engineering or analysis time from ORE Catapult sector experts to businesses developing new products or services for the sector to delivery bespoke pieces of work such as Roadmapping, market research etc...

Academic and Skills Engagement (ASE)

Delivery of a variety of engagements with local universities to provide students opportunities to engage with the offshore renewable sector, such as: Guest lectures, industry visits, the provision of dissertation topics to post and undergraduate students. Engagement in innovative projects and research, supporting placement of interns at funded business and earlier stage STEM engagements.

INNOVATION DEVELOPMENT POT (IDP)

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INNOVATION DEVELOPMENT POT (IDP)

£3.5m R&D funding available for innovative North-East offshore wind businesses

The Innovation Development Pot (IDP) is now open, with a share of £3.5m available for businesses developing innovative technologies to service the offshore wind sector.

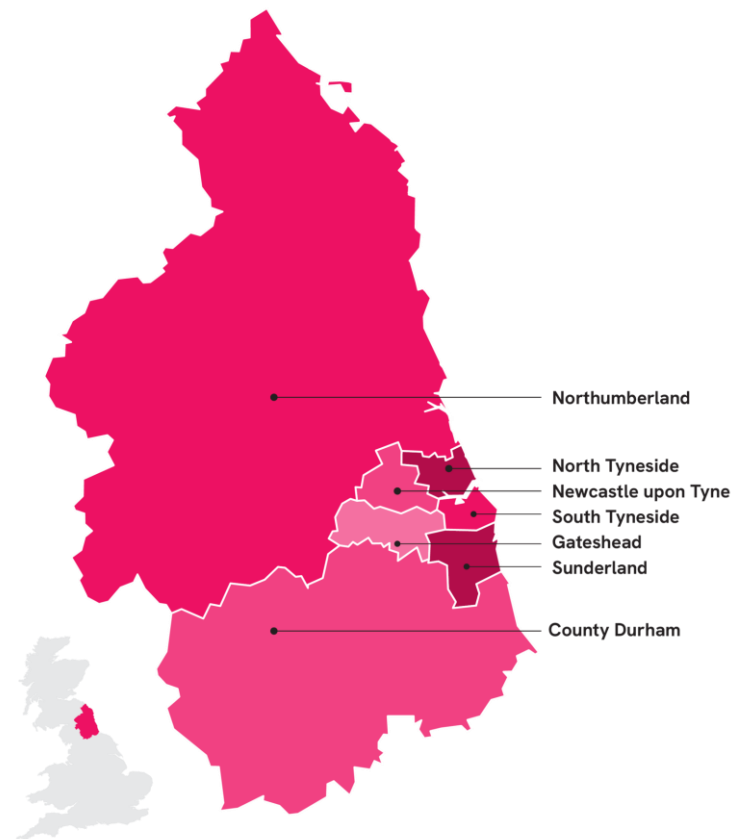
Funding Type: Direct Award

Application Type: Competitive

Funded Value: £150,000 - £300,000

Project Durations: 15 – 21 Months

Deadline: 3rd September 2026



ELIGIBILITY

Projects MUST

- Be led by a **single** enterprise with a registered address in the North East MSA area, *or commit to establishing one before project commencement*
- Request grant funding between **£150-300k**
- Be able to start no later than **1st November 2026** and finish **by 31st July 2028**
- Demonstrate a clear commercial use case and **market opportunity** within the offshore wind sector
- Comply with the **RDI streamlined** route for subsidy control
- Focus on developing innovative solutions for offshore wind
- Not be classified as an **ailing enterprise**
- Not have already received funding for the same scope and project
- Demonstrate match funding capabilities and additionality

INNOVATION THEMES

The IDP is interested in funding projects both physical and digital across the below thematic areas in both fixed and deepwater wind

SUSTAINABLE DEPLOYMENT, ENVIRONMENT AND CIRCULAR DESIGN

Innovations that accelerate the sustainable deployment of offshore wind, reduce environmental impacts, extend asset value and embed circular principles across the full project lifecycle

1. Accelerating project development and consenting
2. Asset life extension and circular end of life solutions
3. Decarbonisation and circularity across the asset lifecycle

ADVANCED OPERATIONS, MAINTENANCE AND INSTALLATION

Innovations that improve the safety, efficiency, reliability and cost effectiveness of offshore wind installation and O&M across both fixed and deep water developments.

1. Robotics and autonomous systems for offshore intervention
2. Major component replacement and exchange
3. Novel foundation technologies and installation methods
4. Digital and AI enabled operations

ADVANCED PORTSIDE LOGISTICS AND OPERATIONS

Innovations that enhance the efficiency, capacity, resilience and digitisation of ports supporting offshore wind deployment, assembly and O&M.

1. Smart port logistics and asset management
2. Port energy infrastructure and electrification
3. Heavy life, marshaling and assembly optimisation
4. AI-Enabled digital ports

ELECTRICAL AND MARINE SYSTEMS

Innovations that enhance the reliability, performance, resilience and scalability of offshore wind electrical and marine infrastructure enabling efficient deployment and long-term asset performance

1. Advanced subsea cable technologies
2. Seabed operations and installation optimisation
3. Innovations in transmission and energy systems

OPEN INNOVATION

Cross-cutting innovations with the potential to address strategic challenges facing the offshore wind sector and deliver significant benefits in safety, security and cost reduction. Examples provide below but are not limited to.

1. Health safety and workforce wellbeing
2. Critical infrastructure protection and security
3. Cross sector technology transfer
4. Other....

APPLICATION PROCESS

Applications to the NEOWIND programme can be made via the Skipso platform

- The **NEOWIND innovation development pot – funding call #1** is a fixed duration call, applications can be submitted from 7th July 2026 – 3rd September 2026.
- The application process is administered through the Skipso online platform, accessible through the ORE Catapult NEOWIND web page.
- Formal questions can be submitted to the NEOWIND@ore.catapult.org.uk email address until the 21st August 2026, questions submitted after this will not be responded to.
- Applications close on the 3rd September 2026, after which the below process will follow;
 - Application eligibility review (ineligible companies notified)
 - Application assessment & evaluation (applications scored)
 - Successful companies shortlisted
 - In depth financial due diligence
 - Successful companies awarded (Grant offers issued)
 - Unsuccessful companies notified + referred
 - Successful projects being (eligible expenditure date) – 1st November 2026

KEY DATES

Event	Start Date	End Date
Funding call duration	7 th July 2026	3 rd September 2026
Application launch event	29 th July 2026	
Formal question window	7 th July 2026	21 st August 2026
Application assessment	3 rd September 2026	16 th October 2026
Project duration	1 st November 2026	31 st July 2028
NEOWIND kickoff event	11 th November 2026	
OWNE 2026	12 th November 2026	

USEFUL INFORMATION

- It is **HIGHLY** recommended that prospective applicants read the full scope and guidance thoroughly, this is available as supporting material on the Skipso application portal.
- Collaborative projects are **NOT** accepted and projects must be led by a single applicant, standard subcontracting or non-funded partners can be included in the application.
- The grant offer letter (subject to change) is accessible as a sample version on the Skipso application portal, this is a **NON-NEGOTIABLE** contract, it is **HIGHLY** recommended that applicants read this before applying to ensure no issues occur should an award be issued.
- It is recommended that businesses read the UKRI guidance on categories of research and development to understand if their project is considered “experimental development or industrial research” as this alters the % funding amount, this is accessible through a hyperlink on the respective question on the application form.
- It is recommended that businesses read the UK Government guidance on the Research, development and Innovation streamlined route 2 for subsidy control to ensure that their project does not include non-eligible expenditure, this is accessible from a hyperlink in the relevant question via the skipso application form.
- Capital expenditure is **NOT** eligible through this funding call.

LINKS

NEOWIND@ore.catapult.org.uk



NEOWIND Web Page



SKIPSO Application
Portal

[Categories of research and development – UKRI](#)

[Research, Development and Innovation streamlined route guidance](#)

A photograph of an offshore wind farm. In the foreground, a large white wind turbine is partially visible, showing its nacelle and parts of its blades. In the background, several other wind turbines are visible across a blue sea under a blue sky with scattered clouds.

NEOWIND PROGRAMME Q&A (10 MINS)



INDUSTRY PARTNERS, PANEL + Q&A (30 MINS)



AFTERNOON AGENDA

- **11:30 – 12:15:** Refreshment Break and Networking
- **12:15 – 12:35:** Overview of Application Questions, Skipso Platform and Guidance, **Dylan Hill**
- **12:35 – 12:45:** Common Feedback from Previous Programmes, **Dylan Hill**
- **12:45 – 13:00:** What does a good application look like?, **Claire Canning**
- **13:00 – 13:20:** Assessor discussion, common mistakes & insights, **Dr Alan Lowden, Chris Bagley**
- **13:20 – 13:40:** Q&A on assessment, **Alan Lowden, Claire Canning, Chris Bagley**
- **13:40 – 13:50:** Closing Remarks, **Dylan Hill**
- **13:50 – 14:00:** Event Closes

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REFRESHMENT BREAK + NETWORKING **(45 MIN)**

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THE APPLICATION PROCESS

HOW TO APPLY

ore.catapult.org.uk/programmes/neowind

CURRENT NEOWIND OPPORTUNITIES

View the opportunities currently accepting applications through the NEOWIND programme



Innovation Development Fund

NEOWIND
NORTH EAST OFFSHORE WIND
INNOVATION & DEMONSTRATION

As part of our **NEOWIND** supply chain support and technology demonstration programme, the Innovation Development Fund is intended to support businesses researching and developing new technologies for the offshore wind sector, in alignment with the thematic priorities established by the NEOWIND programme partners.

The fund offers grants ranging from £150,000 to £300,000, which can be used to cover between 25% and 60% of eligible project costs depending on the type of project and organisation size.

This competition is open to companies registered in North East England and operating in, or with a clear desire to operate in the offshore renewable energy sector.

To learn more about the funding details, eligibility, the innovation themes and the application process, visit the application portal below.

Application Deadline: 3 September 2026 at 17:00

APPLY NOW

ore-catapult.skipso.com/en/page/neowind-en

CATAPULT Offshore Renewable Energy

North East Mayoral Strategic Authority | Kim McGuinness North East Mayor

NEOWIND

NORTH EAST OFFSHORE WIND INNOVATION AND DEMONSTRATION - NEOWIND

Apply now

Morven Offshore Wind Farm

equinor

SKIPSO APPLICATION PORTAL

[Overview](#)[Eligibility](#)[Innovation Themes](#)[Application Process](#)[Key Dates](#)[Supporting Materials](#)[Apply now](#)

ELIGIBILITY

It is highly recommended that companies read the full scope and guidance document to understand full programme eligibility.

[Full Scope and Guidance](#)

SUPPORTING MATERIALS

- Funding and Impact Form
- Sample Grant Offer Letter
- Scope and Guidance Document

SUPPORTING MATERIALS

[Overview](#)[Eligibility](#)[Innovation Themes](#)[Application Process](#)[Key Dates](#)[Supporting Materials](#)[Apply now](#)

SUPPORTING MATERIALS

- Funding and Impact Form
- Sample Grant Offer Letter
- Scope and Guidance Document

NEOWIND Across this spreadsheet, ONLY change text in the highlighted BLUE cells

NE North East Combined Authority

NEOWIND - IDP Funding Call 1

Company Name	
Project Name	
Company Size	
Project Type	
Intervention Rate (NEOWIND)	60%

Select your intervention rate based on the below table

Company Size	Industrial Research	Experimental Development
Micro and Small	60%	45%
Medium	60%	35%
Large	50%	25%

Budget Line Summary

Salaries	£	-
Overheads (25%)	£	-
Materials & Consumables	£	-
Subcontracting	£	-
Travel & Subsistence	£	-
Other Costs	£	-
Total Project Costs	£	-

Funding Summary

Total Project Cost	£	-
Company Contribution	£	-
Funding Requested	£	-
Intervention Rate		60%

Values should match those in the "Quarterly Spend Forecast"

CATAPULT Offshore Renewable Energy

Cost Summary Quarterly Spend Forecast Outputs and Outcomes

CATAPULT Offshore Renewable Energy

NEOWIND NORTH EAST OFFSHORE WIND INNOVATION & DEMONSTRATION

NEOWIND North-East Offshore Wind Innovation and Demonstration Innovation Development Pot: Scope and Guidance

Author: Dylan Hill
Date: 7th July 2026

In partnership with:

North East Mayoral Strategic Authority

Kim McGuinness North East Mayor

Morven Offshore Wind Farm

PORT OF TYNE

PORT OF BLYTH

Port of Sunderland

equinor

THIS VERSION IS FOR REFERENCE ONLY AND REQUIRES NO ACTION DURING THE APPLICATION STAGE OF THE NEOWIND PROGRAMME. WE RESERVE THE RIGHT TO CHANGE ANY OF THE CLAUSES BETWEEN THE APPLICATION PHASE AND AWARD OF A GRANT.

Appendix 1 – Grant Funding Agreement (GFA)

THIS AGREEMENT is made on **DATE**

BETWEEN

- Offshore Renewable Energy Catapult**, company number 04659351 whose registered office is at Offshore House, Albert Street, Blyth, NE24 1LZ ("ORE Catapult"); and
 - [COMPANY NAME]**, company number **[NUMBER]** whose registered office is **[REGISTERED ADDRESS]** ("Company"),
- each a "Party" and together as the "Parties."

RECITALS

- ORE Catapult has entered into an agreement ("Master Funding Agreement") with the North East Mayoral Strategic Authority (the "Funder") under which ORE Catapult is receiving funding from the Funder which ORE Catapult shall distribute as part of the Offshore Supply Chain Innovation Programme Phase 2 extension ("the Programme").
- The Company submitted an application to receive a portion of the funding, a copy of which is appended to this Agreement at Schedule 5 (the "Application") to be used in connection with the Project (hereinafter defined) and having considered the Company's Application, ORE Catapult has decided to provide, and the Company wishes to accept, the Funding (hereinafter defined) to the Company on the terms set out herein.
- In executing this Agreement, the Company shall be deemed to accept the Funding on the terms of this Agreement.

AGREED TERMS

1. DEFINITIONS

- In this Agreement, the following words and expressions shall have the meanings set opposite them unless inconsistent with the context:
 - The Act** means the Subsidy Control Act 2022;
 - Affiliate** means any legal entity that:- (a) is controlled directly or indirectly by; or (b) controls directly; or (c) is under the common control of a Party;
 - Agreement** means this agreement and the attached Schedules;
 - Anticipated Project Completion Date** means **DATE** or such other date as the Parties agree in writing;
 - Capital Asset** means any item of equipment or other moveable asset costing in excess of £10,000 which on the date of its purchase by the Recipient has a useful life of more than three Financial Years, and is purchased wholly or partly out of the Funding provided under this Agreement;

APPLICATION FORM

Section #1 - Eligibility (Unscored, used for due diligence only)

Organisation Name

Offshore Renewable Energy Catapult

Companies House Registration Number

Company Registered Address

Location Name* Offshore House

Street* Albert Street

City* Newcastle Upon Tyne

Country* United Kingdom

Postcode* NE24 1LZ

Project Location (County)

Tyne and Wear

Number of Employees

☐ 0-10

☐ 11-50

☐ 51-250

☒ 250+

- Organisation Name
- Companies House Number
- Registered Address
- Project County
- Employees
- Turnover
- Balance Sheet
- Org Size
- RD&I SR2 Compliance
- Project Type
- TRL Start + End
- Theme Area
- Use of ORE facilities
- Previous Funding
- Narrative on location
- PSC

WELCOME!

Email

Password



☒ Remember me

Login

Oh no! Forgot your password?
Don't have an account? Sign up

APPLICATION FORM

Section #2 – Scored Questions (1-7)

1. Organisational Background, Credibility and Strategic Ambition (500 words)
2. Innovation Description, Differentiation and Development Pathway (500 words)
3. Market Need, Opportunity, Commercialisation and Route to Market (500 words)
4. Project Delivery, Management, Team, Partners and Resources (500 words)
5. Impact, Outputs and Regional Benefits (500 words)
6. Funding Requirement, Value for Money, Programme Fit and Support Needs (500 words) (***Alongside fully complete 'finance and impact form'***)
7. Evidence of Success, Validation and Demonstration (500 words)

APPLICATION FORM (TRANSLATED)

Section #2 – Scored Questions (1-7)

1. **Who** are you and **what** do you want to achieve?
2. **What** are you doing and **how**?
3. **Why** are you doing it, **why** now and **how** will you sell it?
4. **Who** is involved, **where** and **how** will you manage it?
5. **What** will it lead to, long and short term?
6. **How** much does it cost and **why** should it be funded?
7. **What** does success look like and **how** will you evidence it?

APPLICATION FORM

Section #2 – Scored Questions

Organisational Background, Credibility, and Strategic Ambition (500 words)

Applicants should provide a clear overview of their organisation's history, development, and current operations, including relevant sectors and markets, and describe any offshore wind experience such as prior projects, services, or supply chain activity. Organisational credibility should be demonstrated through evidence of relevant project delivery, technical achievements, industry engagement, or partnerships, alongside a clear understanding of the offshore wind market, including market size, customer needs, key competitors, and industry trends.

Applicants must articulate their ambition for growth in offshore wind with a clear 1-, 3-, and 5-year vision, explaining how the proposed project supports longer-term objectives and highlighting key organisational strengths, resources, partnerships, and collaborations that will support delivery and future scale-up.

B i U      

Type something

Words: 0/500 Characters : 0

Question

Guidance (Read thoroughly)

Answer

APPLICATION FORM

Question 6 - Requirements

Funding Requirement, Value for Money, Programme Fit, and Support Needs (500 words)

Applicants must clearly explain the project's financial requirements, including total project cost, the grant funding requested, and details of any match funding, company contributions, or in-kind support, supported by a justified breakdown of eligible costs. They should demonstrate value for money and explain the need for public funding, how this will create added GVA to both the national and regional economy through tangible impact benefit, including the additionality created and what would not proceed without support, with full justification of any subcontractor costs. Applicants must also explain their rationale for joining the programme, why support is being sought at this stage, how the programme aligns with their strategic ambitions in offshore wind, and clearly identify the specific support required from the programme and its partners.

- [DOWNLOAD FINANCE AND IMPACT FORM] EXCEL ([CLICK HERE TO DOWNLOAD](#))
- [ATTACH COMPLETED FINANCE AND IMPACT FORM AND UPLOAD TO THIS QUESTION]

B i U

Type something

Words: 0/500 Characters : 0

Please upload your completed Finance and Impact form here

Upload only files of the following formats: pdf, doc, docx, txt, xls, xlsx, ppt, ppbx, zip, rar, wma



SELECT FILE...

NEOWIND

Across this spreadsheet, ONLY change text in the highlighted BLUE cells

NE North East Combined Authority

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CATAPULT Offshore Renewable Energy

Cost Summary

Quarterly Spend Forecast

Outputs and Outcomes

APPLICATION FORM

Section #3 – Appendix and Confirmations

Please attach any supporting materials this includes any supporting Gantt charts, risk registers or letters of support) – **MAXIMUM OF 5 PAGES**

Upload only files of the following formats: pdf, doc, docx, txt, xls, xlsx, ppt, pptx, zip, rar, wma



SELECT FILE...

→ Attach Appendix here (max 5 pages)

All information above has been provided accurately and in good faith

✓ I Confirm

All supporting documents have been attached, including the finance and impact form and any supporting appendices

✓ I Confirm

→ Final Checks

PREV STEP

SAVE TO DRAFT

SUBMIT

→ SUBMIT

APPLYING

Useful information

Read the guidance for each question **THOROUGHLY!**, we want all applicants to be assessed on the merit of the innovation and not lose marks for a poorly written application that lacks the requested information.

Use the chance to submit a supporting appendix (max 5 pages) any subsequent pages after 5 will not be taken into consideration, include Gantt charts, risk registers, letters of support etc. Reference this supporting material throughout

Read the full scope and guidance before submitting an application, we don't want to waste peoples time if it turns out they are not eligible in the first place.

Be truthful and transparent throughout, ensure that all financial information and outputs in the finance and impact form are achievable as these will be contractually binding and failure to meet them could result in withdrawal or claw back.

Letters of support from potential end users go a long way to demonstrate the commercial case for the innovation.

Take your time, the call is open until 3rd September and progress can be saved.

A photograph of an offshore wind farm. In the foreground, a large white wind turbine is partially visible, showing its nacelle and parts of its blades. In the background, several other wind turbines are visible against a blue sky with scattered clouds and a dark blue sea.

WHAT DOES A GOOD
APPLICATION LOOK LIKE?

WHAT DOES A GOOD APPLICATION LOOK LIKE

Most commonly referenced missing information



WHAT DOES A GOOD APPLICATION LOOK LIKE

Lessons learned from the TIGGOR programme

Focusing on the **negative**

- Analysis of all application feedback across 3 previous iterations of the TIGGOR programme indicated that approximately 70-80% of all negative feedback related to 5 key areas
 1. Market opportunity not quantified
 2. Missing or weak project planning
 3. Poorly defined route to market
 4. Insufficient customer/end user validation
 5. Weak competitor analysis

Focusing on the **positive**

- Analysis of all application feedback across 3 previous iterations of the TIGGOR programme indicated that assessors were most excited by, and in turn scored highly due to;
 1. Customer validation (letters of support, evidenced end users)
 2. Professional project delivery (gant charts, clear deliverables and milestones, resources)
 3. Strong market understanding (quantified market demand, knowledge of challenges)
 4. Commercial credibility (clear route to market, understanding of barriers, growth plans)
 5. Comprehensive risk management (registers, mitigations, ownership, governance)

WHAT DOES A GOOD APPLICATION LOOK LIKE

Digging more into the negative

Rank	Issue Raised by Assessors
1	Market opportunity not quantified
2	Missing or weak Gantt chart/project plan
3	Route-to-market not clearly explained
4	Customer/end-user engagement not evidenced
5	Competitor analysis missing or weak
6	Risk register or risk management lacking
7	Applicants failed to answer question directly
8	IP strategy insufficiently explained
9	Customer value proposition unclear
10	Growth projections unsupported
11	Regional economic impact weakly evidenced
12	Team capability insufficiently described
13	Funding need/additionality not justified
14	Supply chain impact poorly explained
15	Commercialisation strategy underdeveloped

WHAT DOES A GOOD APPLICATION LOOK LIKE

What dropped points, why and how to improve

Assessment Area	Common Mistake	Typical Assessor Comments	Why This Reduced Scores	What Assessors Were Looking For	Practical Advice for Future Applicants
Market Opportunity	Applicants discussed offshore wind in general but did not quantify the opportunity for their specific product.	"No quantification of the addressable market." "Good qualitative analysis but no quantification." "Market size not defined."	Assessors could not judge whether the opportunity justified investment.	Evidence of market size, growth potential and achievable market share.	Include Total Addressable Market (TAM), Serviceable Available Market (SAM), Serviceable Obtainable Market (SOM), expected market share, pricing assumptions and revenue potential.
Competitor Analysis	Competitors were not identified or discussed superficially.	"Competitors not identified." "No competitor analysis." "State-of-the-art not described."	Assessors questioned whether applicants understood the market.	Clear awareness of existing alternatives.	Name competitors, compare features, explain differences and clearly articulate your USP.
Value Proposition	Benefits were described generally rather than quantified.	"Customer benefits not quantified." "Cost benefit unclear." "Value proposition weak."	Difficult to understand why customers would buy.	Evidence-based customer benefits.	Quantify expected CAPEX savings, OPEX savings, reduced downtime, increased energy yield, lower risk or reduced maintenance costs.
Question Interpretation	Answers did not follow the question guidance.	"Question not answered as expected." "Relevant details missing." "Guidance misunderstood."	Good information was often placed in the wrong sections or omitted entirely.	Direct responses to scoring criteria.	Treat guidance notes as a scoring checklist. Answer every point explicitly.
Route to Market	Product development was described, but not how sales would occur.	"Route to market unclear." "Commercial pathway not described."	Assessors could not see how the innovation would become a commercial success.	Credible customer acquisition strategy.	Explain sales channels, distribution routes, partners, pricing models and first target customers.
End User Engagement	Potential customers were listed but no evidence of engagement was provided.	"Limited evidence of customer engagement." "Routes to market aspirational."	Demand assumptions appeared speculative.	Evidence of market pull rather than technology push.	Obtain letters of support, demonstration partners and customer references wherever possible.

WHAT DOES A GOOD APPLICATION LOOK LIKE

What dropped points, why and how to improve

Assessment Area	Common Mistake	Typical Assessor Comments	Why This Reduced Scores	What Assessors Were Looking For	Practical Advice for Future Applicants
Project Planning	Limited visibility of how the project would be delivered.	"Project plan lacking." "No overall project plan." "Only milestones provided."	Reduced confidence in deliverability.	A structured delivery plan.	Include work packages, milestones, deliverables and dependencies.
Gantt Charts	No Gantt chart or timeline included.	"No Gantt chart included." "Project timeline unclear."	Assessors could not see sequencing or critical path.	Evidence of structured project delivery.	Always include a detailed Gantt chart showing dependencies and milestones.
Work Package Detail	Work packages either absent or poorly explained.	"No breakdown of work packages." "Work package structure unclear."	Assessors could not understand how outputs would be achieved.	Clear breakdown of tasks and outputs.	For every work package explain: objective, activities, outputs, lead organisation and cost.
Project Team	Limited information on personnel and capabilities.	"More information on delivery team expected." "Roles not clear."	Assessors questioned whether the team could deliver.	Confidence in people's capability and track record.	Include named individuals, sector experience and project responsibilities.
Project Governance	Generic references to project management.	"Methodology not explained." "Project management unclear."	Raised concerns about control and oversight.	Mature governance arrangements.	Explain use of Agile, PRINCE2, Stage-Gate, ISO systems, reporting structures and steering groups.
Risk Management	Weak, generic or missing risk analysis.	"Risk register missing." "Risk matrix light." "Risks not well considered."	Suggested lack of project maturity.	Awareness of technical and commercial risks.	Include a scored risk register with mitigations and ownership.
Appendices	Important information hidden in appendices and not referenced.	"Appendix contains useful detail but not referenced."	Assessors may overlook critical evidence.	Integration of supporting evidence within the application.	Explicitly signpost appendices throughout the application.
Regional Impact	Focus on company benefits only.	"Supply chain impact unclear." "Regional benefits insufficiently described."	Reduced scores in economic impact sections.	Clear public value and regional benefit.	Explain impacts on local jobs, universities, SMEs, supply chains and regional capabilities.

WHAT DOES A GOOD APPLICATION LOOK LIKE

Top tips and useful information

- **Market** related questions are a common reoccurring area where points are dropped, when writing an application ensure that:
 - The market opportunity is quantified (monetary values, a realistic TAM, SAM, SOM etc)
 - Competitors and current state of the art is identified
 - A clear value proposition is identified for your proposed solution
- Questions come with **guidance**, ensure that the guidance is read thoroughly and followed, ensure requested information is provided in the relevant areas.
- **End user engagement** is important, assessors should be reassured that your product has a potential market, engagement detailed and a clear issue being addressed should be articulated, letters of support can be included in the appendix and go a long way.
- **Project planning**, a good project must be backed up by a capable team, a clearly articulated plan with systems and processes in place. Utilize the ability to submit an appendix showing a gantt chart, resource allocation a risk register and clearly reference this throughout the submission.
- Make sure that **impact** is clearly articulated in the relevant sections, this is not just impact on your business but encompasses impact on the region (jobs, export etc) and impact on the industry (LCOE, health, safety and welfare etc).

A photograph of an offshore wind farm. In the foreground, a large white wind turbine is partially visible, showing its nacelle and parts of its blades. In the background, several other wind turbines are visible against a blue sky with scattered clouds and a dark blue sea.

CLAIRE CANNING

HEAD OF SUPPLY CHAIN EXCELLENCE

ORE CATAPULT

FUNDING APPLICATIONS – DO'S AND
DON'TS

WHAT MAKES A WINNING PROJECT

Solves a Problem

There is a clear business need or challenge

Problem is shared by many parties. The Market is evidenced

People are willing to pay for the solution – with evidence

Feasible Solution

The solution is better than current competition

The innovator has a viable business model

The solution has a clear supply at the scale required

Clear Innovation

The innovation is technically risky and game-changing. Successful project would be game changing

The product or service would add value to the business/consortium, economy, wider society

The team is knowledgeable and have the right skills to carry out the innovation

Value for Money

The costs cover relevant work that delivers the necessary steps required for the innovation

The outcomes are measurable, reasonable, and have a sensible cost and time frame attached

The project and risks are well managed

"DO'S"

- **Get in touch** with the fund manager
- **Ensure you are eligible** before submitting an application (including theme alignment)
- Ensure your **eligible project costs are within the grant range for this competition** - £150k to £300k (if the grant request is not within this range, the proposal will be rejected)
- PLEASE make sure your **project finances are correct** across all budget lines.
- Including internal labour Vs. subcontracting costs!!
- Make it clear in the application if you are anticipating any changes to the company during the life of the project e.g. Dedicated project company, new company name, new website, rebranding etc.
- Pay close attention to **impacts & outputs** i.e. if the project will not generate regional benefits, it is unlikely to be successful
- **Demonstrate clear market understanding** – Applicants need to demonstrate where they fit in the offshore wind market and how this can be exploited for company growth. Quantify wherever possible.

"DON'TS"

- Submit an application for “business as usual” activity i.e. general business development or marketing. **Needs to be a discrete project with tangible outputs.**
- Resubmit a previous application without addressing feedback and comments
- **Submit rounded up costs** – ensure they are accurate and you are prepared to demonstrate evidence of these. Labour costs are scrutinized heavily.
- **Submit costs without providing clear justification** of the breakdown and how this demonstrates value for money.
- **Include overseas subcontractors** in your application – UK only and preferably NE England.
- **Inflate forecast impact** – provide justification of all forecasts and how they align with the market opportunity. Ambition is great but forecasts need to have rationale.

WHY DOES YOUR PROJECT DESERVE MONDAY FROM THE PUBLIC PURSE?

Look closely at the funding source: what is the purpose of the funding and does your project fit the remit?

What are the wider impacts and do they align with public strategy? (eg UK growth, environmental impact, “levelling up” strategy etc)

Has your project or team got a proven track record? Back up any/all claims with data and evidence where you can.

Is the project well planned? Have the right partners been brought along with enough notice and engagement with the project and outcomes?

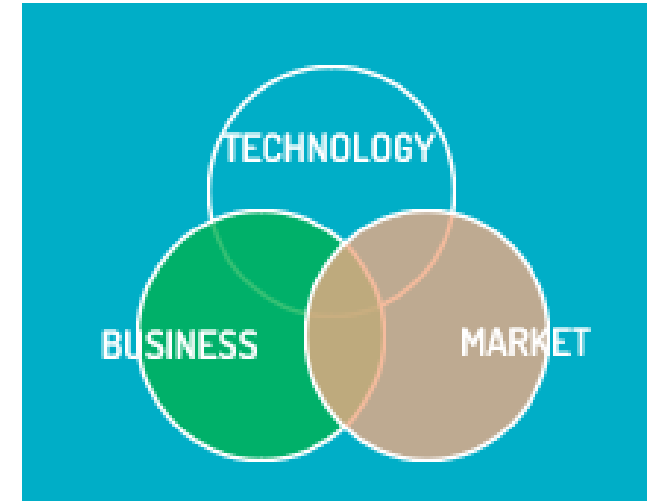
Define a clear goal and bring your assessor along with you to sell them on the narrative.

ONE TAKE-HOME MESSAGE

Write your bid for your assessor

NEOWIND WILL ASSIGN 4-5 ASSESSORS PER PROJECT

- They will have full-time jobs outside of NEOWIND assessment
- 1 will guaranteed hate it, or not get it, and pull your score down
- 1 will be on board and love everything
- You need to win the “I’m tired I’ll give it a 4” middle to bump your average up!
- Imagine your assessor at 11pm, they’ve put the kids to bed, read 20 other applications that night, this is the last review before bed and think...



“Please, let this one be good!”

A photograph of an offshore wind farm. In the foreground, a large white wind turbine is partially visible, showing its nacelle and parts of its blades. In the background, several other wind turbines are visible against a blue sky with scattered clouds and a dark blue sea.

DR ALAN LOWDON

PROFESSOR IN PRACTICE

DURHAM ENERGY INSTITUTE

A photograph of an offshore wind farm. In the foreground, a large white wind turbine tower and nacelle are visible, with a red safety cage on top. Several other wind turbines are visible in the distance across a blue sea under a blue sky with scattered clouds.

CHRIS BAGLEY

*DIRECTOR INFRASTRUCTURE
PROGRAMMES*

ANCHORED IN

We are **Anchored In** Responsible Innovation



We work with companies, academics and entrepreneurs to explore markets and funding opportunities to bringing their ideas into commercial practice.

Led by Anke Lohmann, our founder and chair, our team has years of experience working at the intersection of technology and business, helping SMEs, universities, funders, policymakers, and governmental bodies maximise their innovation investments and achieve their strategic goals.

#2 grant killer:

**Failing to read or
understand the call for
proposal**

✶ Anchored In

**Read the
guidance for
applicants**

Seriously!!!!

**...properly read the
guidance for
applicants**



Author: Dylan Hill
Date: 7th July 2026

In partnership with:



Kim McGuire
North East
Mayor



4 INNOVATION CALL – SCOPE

4.1 Funding Call Objectives:

The purpose of this competition is to support existing and transitioning supply chain companies within the North East MSA area to strengthen their market position through enhanced competitiveness and the development of innovative technologies, products and services. Applicants are invited to submit proposals for projects that demonstrate a high degree of innovation, encourage research and private investment in the North East, and deliver solutions of clear relevance and value to the offshore wind sector.

4.2 Innovation Themes

The North East of England has played a leading role in the development of the UK offshore wind supply chain. As the sector continues to evolve, the regional supply chain must continue to adapt in order to maintain its leading position and respond effectively to emerging opportunities and challenges. The NEOWIND programme worked with industry partners including Equinor, Morven Offshore Wind Farm, Port of Tyne, Port of Blyth and Port of Sunderland to identify key industry challenges both current and emerging. Organisations that meet the eligibility criteria are encouraged to submit applications for projects both physical and digital across both fixed and deep water offshore wind that align with the industry objectives of this funding call as detailed below:

4.2.1 Theme 1: Sustainable Deployment, Environment and Circular Design.

Innovations that accelerate the sustainable deployment of offshore wind, reduce environmental impacts, extend asset value and embed circular principles across the full project lifecycle

- Accelerating project development and consenting
 - Innovative technologies, tools and processes that reduce project development timelines, improve consenting efficiency, strengthen environmental assessment capabilities and enhance evidence-based decision making throughout the offshore wind planning and approval process
- Asset life extension and circular end-of-life solutions
 - Innovations that enable the life extension, repowering, reuse and recycling of offshore wind assets and components, maximising value and reducing lifetime environmental impacts
- Decarbonisation and circularity across the asset lifecycle
 - Solutions that reduce carbon emissions and increase circularity throughout the offshore wind project lifecycle including innovations in materials, manufacturing, operations, maintenance and decommissioning

4.2.2 Theme 2: Advanced operations, maintenance and installation.

Innovations that improve the safety, efficiency, reliability and cost effectiveness of offshore wind installation and O&M across both fixed and deep water developments.

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PN000830-DOC-001 – Rev 1

- Robotics and autonomous systems for offshore intervention
 - Innovative robotic, autonomous and remotely operated technologies capable of interacting with assets resulting in increased safety, productivity and availability.
- Major component replacement and exchange
 - Solutions that optimise the planning, logistics and execution of major component exchange activities, reducing vessel dependencies, downtime and lifecycle costs.
- Novel foundation technologies and installation methods
 - Innovations in fixed and deep water foundation design, fabrication and installation that improve constructability, reduce costs, enhance scalability and support deployment in increasingly challenging environments.
- Digital and AI-Enabled Offshore Wind Operations
 - Digital, data-driven and AI solutions that enhance asset performance, operational decision making, installation planning, logistics and predictive maintenance across the offshore wind lifecycle.

4.2.3 Theme 3: Advanced portside logistics and operations.

Innovations that enhance the efficiency, capacity, resilience and digitisation of ports supporting offshore wind deployment, assembly and O&M.

- Smart port logistics and asset management
 - Innovative technologies that improve offshore wind port logistics through enhanced asset visibility, tracking, automation and operational optimisation leading to increased efficiency across storage, handling and movement of components and equipment.
- Port energy infrastructure and electrification
 - Solutions that advance portside energy infrastructure, including vessel charging, energy storage, temporary power provision and grid integration.
- Heavy lift, marshalling and assembly optimisation
 - Innovations that improve the efficiency, safety and scalability of heavy lift operations, component marshalling, pre-assembly and installation activities enabling the deployment of larger offshore wind assets.
- AI-Enabled digital ports
 - AI, digital twin data integration and advanced connectivity solutions including applications of 5G and emerging communication technologies that enable smarter, more connected data-driven port operations and logistics

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How do you REALLY read the guidance?

- Start by reading the guidance for applicants from the beginning to the end looking for submission requirements:
- Mark with different colours (or codes), different type of information
 - Financial requirements, budgets, etc GREEN
 - Document layout and word counts, partners, etc PINK
 - Deadlines and key dates BLUE
 - Information on the project YELLOW
 - Assessment criteria PURPLE
- Make your own codes and colours, the important thing is that you hunt and categorise all information in a way that is easy for you to find and understand.



Use the headings and bullet points under the guidance for applicants and assessment criteria as headings.

You can delete them later!

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Meet the scope or objective of the call

- A short, sharp, clear problem statement
 - If assessors cannot understand the problem, they will struggle to justify funding the solution.
- Strong outcomes and impact
 - Claims such as "transformative impact" without evidence are viewed sceptically.
- Compelling evidence base
 - Limited data, literature, stakeholder input, or market research supporting the proposal are red flags



Check the assessment
criteria and use them to
structure the narrative

~~A~~ncored In

Assessor guidance and scoring

- **Scores 9 – 10.** The applicant or team is well placed to carry out the project and exploit the results. There is a clear plan to obtain all the resources, equipment and facilities they will need. There is strong evidence that the team will work well. The project work packages are outlined with the research category, lead partner and total cost provided for each one. The approach to project management is described. The plan is designed to meet the objectives of the project in a realistic and efficient way. Any links or dependencies between work packages or milestones are identified.
- **Scores 7 – 8.** The applicant or team makes sense given the approach described in Q5. The applicant indicates how access will be obtained to all the resources, equipment and facilities they will need. The team is likely to work well. The project work packages are outlined with the research category, lead partner and total cost provided for each one. The approach to project management is stated. The plan seems appropriate to the project objectives. Any links or dependencies between work packages or milestones are identified.
- **Scores 5 – 6.** The applicant or team has most, but not all, of the required skills and experience required. It is unclear whether or not the team will work well together. The project work packages are outlined but there are some details missing. The plan seems reasonable but not tailored to the objectives of the project.
- **Scores 3 – 4.** There are significant gaps in the team with little or no information about how these will be filled. There may be some organisations with little relevance to the project activities. The plan has serious deficiencies or major missing aspects. The plan has little chance of meeting the objectives of the project.
- **Scores 1 – 2.** The applicant or team will not be capable of either carrying out the project or exploiting the results. The plan is totally unrealistic or fails to meet the objectives of the project.

Score	Team roles, skills & experience	Work packages & structure	Project plan
9–10	Team fully capable. Clear plan to obtain all resources required. Strong evidence the team will work well.	Well structured packages with clear lead, objectives and costing. Structure designed to meet objectives.	The approach to PM is well described resulting in a clear, realistic plan. Any links and interdependencies are identified.
7–8	Applicant or team makes sense given stated approach. Access to all resources indicated, team likely to work well.	WPs outlined with lead and objective and cost provided for each one.	Plan supports objectives. Approach to PM is stated. Any links and interdependencies are identified
5–6	Some skills and experience gaps in team or applicant. Unclear how team will work well together.	Outline WP only, some detail missing.	Plan reasonable but not tailored to objectives of the project.
3–4	Major gaps in the team with little or no information about how these will be filled..	Weak structure with little relevance to the project activities.	Flawed plan missing major components, little chance of meeting project objectives.
1–2	Team incapable of delivering project.	No clear packages or structure.	Unworkable plan.



Realistic markets, please!

Often there is no evidence as to the size or scale of the market...or if the market even wants it!

Often competitors have not been considered or worse, ignored.

Do your homework!

Anchored In

Which leads us to ...

- **Unrealistic Budget**
 - Costs appear inflated, underestimated, poorly justified, or inconsistent with activities.
 - Budget discrepancies often raise concerns about financial management capability.
- **Overambitious Scope**
 - Too many objectives, deliverables, or work packages for the available resources and timeframe.
 - Assessors prefer achievable, well-prioritised plans.
- **Weak Project Management Plan**
 - Roles, responsibilities, governance, milestones, and risk management are poorly defined.
 - Lack of delivery planning suggests execution risk.
- **Limited Organisational Capability**
 - The team lacks the necessary expertise, experience, partnerships, or track record.
 - Assessors need confidence that the project can actually be delivered.



Often barely any risks are considered.

Categorise risks, name a responsible person, and propose mitigations.

Don't just signpost the assessor to your risk register

Every project has risks; pretending otherwise reduces credibility.



Discard information that is not directly relevant to the question!

It dilutes the information the assessor is trying to find.

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A useful rule of thumb.

Assessors are asking four questions:

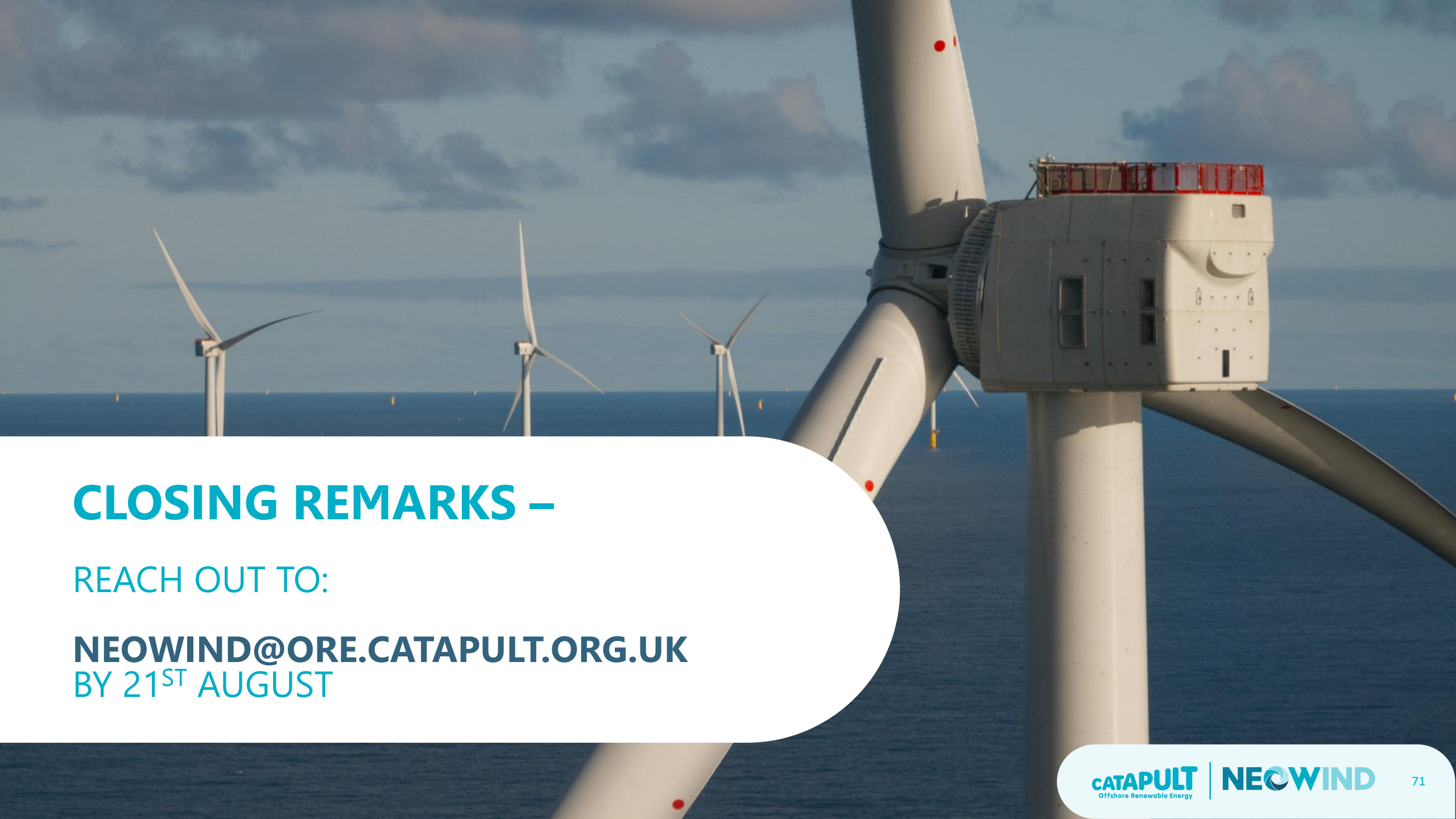
- Is this the right project?
- Can this team deliver it?
- Is the budget reasonable?
- Will it create meaningful impact?

Any weakness against these four areas is likely to become a red flag.

A photograph of an offshore wind farm. In the foreground, a large white wind turbine is partially visible, showing its nacelle and parts of its blades. In the background, several other wind turbines are visible across a blue sea under a blue sky with scattered clouds.

APPLICATIONS AND ASSESSMENT Q&A (20 MINS)

CLAIRE CANNING, ALAN
LOWDEN, CHRIS BAGLEY

A photograph of an offshore wind farm. In the foreground, a large white wind turbine is partially visible, showing its nacelle and parts of its blades. In the background, several other wind turbines are scattered across a blue sea under a blue sky with scattered white clouds.

CLOSING REMARKS –

REACH OUT TO:

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BY 21ST AUGUST

CONTACT US

NEOWIND@ore.catapult.org.uk

[NEOWIND | Technology Development Programme | ORE Catapult](#)

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LEVENMOUTH, LOWESTOFT, NORTH WALES, PEMBROKESHIRE