



# MORAY EAST

## OFFSHORE WIND FARM

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Moray Offshore Windfarm (East) Limited

Supply Chain Plan

Annex 10 – Supply Chain Events



renewables  
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## Moray East Supply Chain Events

The following documents provide independent evidence of the supply chain events organised by Moray East (previously known as MORL; as referenced in sections 4.5.2 and 6.7.2 of the SCP main report), including details of the benefits of these events.

Sources:

Moray Offshore Renewables Ltd: Supply Chain Events Review, prepared by Offshore Wind Scotland ([www.offshorewindscotland.org.uk](http://www.offshorewindscotland.org.uk))

MORL agenda for the Fraserburgh supply chain event

Article about the Fraserburgh event, available from:

<http://www.fraserburghherald.co.uk/news/mp-addressesoffshore-wind-trade-event-1-3515089#ixzz496j6DJEy>

As evidence for the feedback workshop referenced in section 4.6.3 of the SCP main report, an extract of the feedback given to suppliers at an event organised by EDPR is provided.

## Moray East Supply Chain Events

The rest of the annex is considered 3rd party confidential.

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# Moray Offshore Renewables Ltd

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Supply Chain Events Review

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## Introduction

On behalf of Moray Offshore Renewables Limited (MORL), Highlands and Islands Enterprise and Scottish Enterprise ran a series of supply chain engagement 'Meet the Buyer' events in Scotland, in spring 2014. These events presented a great opportunity for companies with the potential to supply the offshore wind sector to meet future customers, both the developers and their key potential suppliers (Tier 1s).

## Background

Moray Offshore Renewables Ltd is a joint industry collaboration between EDP Renewables (67% Partner) and Repsol (33% Partner) to construct and operate 1.116MW of offshore wind generation in the Outer Moray Firth.

The project, which, on conservative estimates of the wind resource available, will be capable of meeting the equivalent electricity needs of approximately 700,000 UK households. The MORL project consists of the Telford, Stevenson and MacColl offshore windfarms, which are planned for construction 14 miles (22km) from the Caithness coastline.

## Aims of the Events

- Promote the MORL project and wider offshore wind sector
- Introduce MORL to wider audience – to encourage broader supply chain, including companies new to offshore wind
- Manage the expectations of potential supply chain companies
- Help MORL maximise the amount of local content
- Communicate timelines and contracting strategy to improve awareness of the commercial opportunities
- Introduce potential Tier 1 suppliers
- Test potential Tier 1 suppliers' commitment
- Engage with potential Tier 1 suppliers and encourage competitive procurement processes across the supply chain

Nearly 300 delegates attended the events in Aberdeen, Inverness and Wick. A survey was sent out to the delegates with a response rate of 20%.

## Key Survey Findings

- 26% were new to Offshore wind
- Delegates made 240 new business contacts
- EDPR and 13 potential Tier 1 suppliers held 144 1:2:1 meetings.
- There were 90 enquires for support promoted through the events, including Offshore Wind Expert Support, Skills development, Manufacturing Advisory Service (SMAS), Internationalisation (SDI), Cooperative Development Scotland (CDS)
- Attendees were from:
  - Scotland (191)
  - UK (46)
  - Spain (2)
  - Portugal (2)
  - Belgium (2)
  - Germany (1)
  - Netherlands (1)
  - Finland (1)
  - Switzerland (1)
- Barriers to developing business in offshore wind:
  - "Market uncertainty/timescales/delays/order visibility"
  - "Making the right contacts in selected supply chain companies"
  - "Prices"
  - "Difficulties transferring skills/learning from Oil & Gas"
- Outcomes expected by businesses:
  - "Hopefully opportunity to follow up with MVOW after 15 min 1-to-1 session."
  - "We would wish to secure some onshore works in the form of building or civil engineering."
  - "Still maybe 18 - 24 months away"
  - "Participation in various tenders for this and other projects."
  - "Nothing at the moment but more people are aware of what we do and how our products could help them"
  - "Might utilise some Tier 3/4 supply chain organisations for own requirements whom I met at the event. Most importantly however would like to be invited by Moray Offshore Wind Farm to tender."

## Quotes - MORL

After the events Dan Finch, Project Director for MORL said to the organisers HIE and SE:

*"I want to thank you for the support, time and willingness to engage with us during this process. In particular, your recent work in delivering the supply chain engagement events in Inverness, Aberdeen and Wick is invaluable, and I look forward to continuing to work with you in order to allow the optimal economic opportunities to be developed as the project is delivered."*

## **Quotes - Delegates**

"The event was very informative in terms of the strategies and intentions of MORL"

"The presentations were concise and to the point, with excellent opportunities for a Q&A session towards the end. Seems like an obvious point but to have name badges and a delegate list gave everyone the chance to network with anyone relevant to how they work and may be looking to participate on the Moray Project. Overall the organisation and flow of the event was very well executed."

"The speed networking and 1-2-1 session were invaluable to our business."

## **Next Steps – Q4 2014**

Once MORL has progressed the short-listing of its key contractors, there will be further communication and engagement with the supply chain on each work package. The details will be communicated through [www.offshorewindscotland.org.uk](http://www.offshorewindscotland.org.uk) and [www.morayoffshorerenewables.com](http://www.morayoffshorerenewables.com).

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**Moray Offshore Renewables Ltd (MORL)**

**Transmission Works Supply Chain Event**

**North East Scotland College, Fraserburgh– 19 August 2014**

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10.00 Opening & Welcome - Eilidh Whiteford, MP (Banff & Buchan)

10.15 – MORL – Overview of development of offshore wind in the outer Moray Firth

10.30 – MORL Transmission Infrastructure Contracting Strategy - Tom Loturco

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10.45 Break

11.00 – T1 Presentation – ABB – Robert Gibson

11.15 – T1 Presentation – Siemens - Iain Entwistle

11.30 T1 Presentation – Balfour Beatty – Bart Harris

11.45 Questions

12.15 Networking Lunch

1.00pm – 2.30pm – Opportunity for scheduled 'meet the buyer' meetings between delegates and attending potential T1 suppliers /MORL

## MP addresses offshore wind trade event

Moray Offshore Renewables Ltd (MORL), the company responsible for the development of a 1116MW offshore wind project in the Outer Moray Firth, has held a supply chain event at the North East Scotland College in Fraserburgh.

The event focused on the Onshore Transmission Infrastructure; the onshore underground cable and electricity substation infrastructure which will be constructed in Aberdeenshire to connect the offshore windfarm to the national electricity grid.

Local businesses with the potential to tender for the works associated with installing the underground cable and the substation have been invited to meet with MORL and some of its potential principal contractors, in order to allow information about the works and the associated contracting strategy to be presented.

Commenting, Banff and Buchan Dr Eilidh Whiteford, who opened the event, said: "I was delighted to open this supply chain event - offering local businesses an insight into the potentially lucrative contracts that may be associated with this development. This project is to be commended for really engaging with local communities - be that businesses or the college where this event was held.

"The renewables sector offers real opportunities to our coastal communities and that is why it is important that development companies hold events such as these, putting our local businesses in prime position to bid for contracts."

MORL Deputy Project Director Tom LoTurco commented: "Over the past few months we have had strong engagement with local communities about the proposed onshore transmission infrastructure, which is vital to get the electricity produced in the Moray Firth to homes and industry onshore.

"We are delighted with the strength of interest in our proposals and we are pleased to be able to meet with the local businesses for which this work should present a good commercial opportunity.

"Scottish Enterprise has been instrumental in enabling local supply chain development through their work including organisation of events such as this one.

Read more: <http://www.fraserburghherald.co.uk/news/mp-addresses-offshore-wind-trade-event-1-3515089#ixzz496j6DJEy>