

Team Humber

MARINE ALLIANCE



Mark O'Reilly
CEO & Chairman

Team Humber

MARINE ALLIANCE

About us:



Capitalising on the Humber estuary's natural assets, members of Team Humber Marine Alliance have combined their strengths to provide a comprehensive supply chain offer to the Marine and Offshore industries.

The Humber is the largest ports complex in the UK and the fourth largest trading estuary in Europe, and plays a pivotal role in the UK energy sector.

THMA are based at the World Trade Centre Hull & Humber adjacent to "The Deep"

"We have facilitated £millions of new business for our members through our business development activities"

Team Humber

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Strength in Numbers:



- ✱ THMA is a “not for profit” organisation with 6 Directors with vast experience in the Marine, Manufacturing & Engineering Industry
- ✱ Private sector led working in collaboration with the Public sector
- ✱ 200+ member companies directly employ over 17,000+ people
- ✱ Collaboration is our key strength from informal networking to formal legal frameworks available to members - unincorporated joint ventures
- ✱ Strong focus on Offshore Wind sector - manufacturing, engineering, marine, O&M

Team Humber

MARINE ALLIANCE

Background:



- * Alliance now 19 Years Old
- * Focus on Business Development to support commercial activity & stimulate growth.
- * To enhance skills and encourage job creation
- * To promote awareness of the Marine & Offshore Sector
- * To Collaborate - “Strength in Numbers”
- * We have the full support of “all” Humber local authorities



Our Patron: the Rt. Hon. Alan Johnson MP

- Team Humber Marine Alliance is like an extra marketing arm for our members.
- Provide market intelligence and advice
- Be the voice of Humber companies, enabling members, through the THMA brand, to compete for major contracts at a national and international level, collectively and individually
- Promote the capabilities and experience of its members and represents them at key industry events
- Lobby on behalf of members at Government level
- For potential customers, the Alliance acts as a single access point to the broad range of skills available in the region.
- Networking opportunities & workshops
- Source funding streams
- Promote skills training
- Promote International Trade



“Our key activities focus on representing members and the region at national and international exhibitions and conferences, developing skills, providing opportunities, collaborating on tenders for large contracts and attracting global players in appropriate industries to visit the region”.

THE HUMBER: UK'S ENERGY ESTUARY

Our Energy WE ARE A VITAL ENERGY PROVIDER IN THE UK

- We import **1/3** of the UK's coal and a significant amount of biomass
- We land **1/5** of the UK's natural gas
- Which fuels our power stations to produce **17%** of the UK's electricity
- We refine **1/4** of the UK's oil
- We are **No 1** in the UK for livestock production

Hold on to your hats! Our region's 24 onshore wind farms provide power for over 200,000 UK homes.

Conscientious carbon capture! CO₂ emissions from the energy-intensive industries around the Humber will be captured, safely transported, then stored in depleted gas fields in the North Sea.

More than just a pinch of salt! At SSE at Atherly you'll find gas-storage caverns a mile underground. The caverns are hollowed out of a huge salt-deposit stretching from here to Denmark.

Our helicopters make 70,000 passenger journeys to the North Sea each year, carrying everyone from drillers to riggers to divers to engineers to stewards to medics to mechanics...

At DRAX, we are the UK's largest single producer of electricity. We are transforming into a predominantly biomass-fueled plant - bringing new opportunities for engineering, demand for more energy crops and attracting investment to bring in biomass from overseas.

At EGGBOROUGH power station we are getting in on the biomass act by burning biomass alongside coal.

What a load of rubbish! Our new ENERGY WORKS plant converts household waste to power 25,000 homes.

Is there life on Mars? At the UNIVERSITY OF HULL, our maritime expertise isn't just driving brilliant solutions for logistics, law, offshore wind, wave and tidal energy. We're also researching water flows on Mars.

Our brand-new biomass plant from REAL VENTURES will produce green energy for thousands of homes. We're building another one just like it at Immingham.

A big hello to the 1 million ferry passengers coming through the PORT OF HULL every year!

At VIVERGO FUELS we use locally grown wheat to produce around 1/3 of the UK's bioethanol demand for petrol. We also produce protein-rich animal feed to keep 20% of the UK's dairy herd fed and contented.

At Centrica and Parcino we pipe in gas direct from the North Sea to Easington and Dimlington - on a cold day up to 30% of the gas used in the UK passes through here.

Got a new motor? Chances are it came in via Humber Port. We're the busiest car trading port in the UK.

Check out our hidden connections... Langede, the world's longest undersea gas pipeline, is bringing in up to 20% of the UK's gas demand from Norway.

ROUGH is the UK's biggest gas storage facility meeting approx 10% of UK's peak day demand. The storage is built into the continental shelf, 9,000 feet under the bed of the North Sea.

Our marine engineers have already invested £30m in offshore support vessels.

And here's another way we help keep the UK's lights on... 1/3 of the UK's coal and new biomass comes in through the Humber to fuel our power stations.

At GOOLE, we're the UK's most inland port making us a key distribution centre, attracting investments from Tesco, Guardian Glass and E-bayer. We also handle big, abnormal loads such as turbines for onshore wind farms.

THE NUMBER'S unique combination of estuary depth and tidal flow make it a brilliant location for pioneering development of tidal stream energy generation. Plus, it looks beautiful in the sunshine.

Our ECO-STRAW-FIRED power station brings together two of our region's most important skills - energy production and arable farming. It's set to be one of the biggest biomass plants in the world.

ABLE MARINE ENERGY PARK allocated for wind turbine manufacturers and their supply chain.

GREEN PORT HULL allocated for wind turbine manufacturers and their supply chain.

PHILLIPS 66 produces enough petrol every day for an average family car to make two round trips to the moon and is the world's major supplier of high-grade petroleum coke.

Our Ports WE ARE THE UK'S BUSIEST PORT COMPLEX and there's space to grow... We have the UK's largest deep water port-side development sites - all within an Enterprise Zone.

At TATA STEEL'S wind tower hub in Southgate we can deliver up to 20,000 tonnes of steel pipe annually to manufacturers of wind turbine towers.

GLANFORD BRIGG power station can switch from natural gas to diesel generation.

GREENERGY UK's largest supplier of bio-diesel.

Did you know that moving freight by rail produces 70% less CO₂ than the equivalent journey by road? At Immingham, we handle around a quarter of all UK rail freight journeys.

HUMBERSIDE INTERNATIONAL AIRPORT is the UK's 2nd busiest airport, serving offshore industries.

CONOCOPHILLIPS at Theddlethorpe connects directly to the North Sea Gas Fields and brings in 10% of the UK's gas requirement every single day.

£7.6bn (and counting) invested in Offshore Wind Farms off the Humber already.

We import more of the UK's softwood than any other port - so the UK's builders can keep building homes.

Our 4 hour drive gives you access to 75% of UK manufacturing and 40m people. 320m customers accessible across mainland Europe within 24 hours.

Our Location and Connectivity
Not only do we face Northern Europe, we are midway between London and Edinburgh, making us a critical transport and logistics hub.

EUROPE: London, Paris, Milan, Warsaw, Berlin, Prague, Stockholm, Helsinki, Oslo, Copenhagen, Amsterdam, Frankfurt, Rome, Athens, Moscow, Beijing, Seoul, Tokyo, Sydney, Melbourne, Auckland, Christchurch, Dunedin, Wellington, Auckland, Sydney, Melbourne, Auckland, Christchurch, Dunedin, Wellington.

bondholders promoting the Humber

“Two” new Humber Port Complexes



Green Port Hull – a £310m investment at Alexandra Dock which will create new quays and a Blade manufacturing facility for Siemens Wind Power employing over 1,000 directly. Open during 2016/17



Able Marine Energy Park – a £450m investment creating 1,389m of new heavy duty deep water quays and 366.7 hectares (906 acres) of developable land. It is designed specifically for the marine renewables sector and is expected create 4,000 jobs in the region. Open late 2017 early 2018

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Partners & Affiliations



Members of:



Team Humber

MARINE ALLIANCE

“Some of our members”

TATA STEEL

P&O Ferries

DFDS SEAWAYS

RES
power for good

WSP
PARSONS
BRINCKERHOFF

able
www.ableuk.com

GBA
providing TOTAL logistics

BLUE WATER SHIPPING

dalby
Offshore
Renewables

FABRICOM
GDF SUEZ

D

DENHOLM WILHELMSSEN LIMITED

ABP ASSOCIATED
BRITISH PORTS

windpower
SUPPORT

CARLBOM
SHIPPING LTD

James Fisher and Sons plc
Marine Services Worldwide



SMS
TOWAGE LIMITED

Rix Sea Shuttle
OFFSHORE WINDFARM SUPPORT

H HUGHES

JOTUN

CLS OFFSHORE

aalco

DUNSTON
SHIP REPAIRS
LIMITED

Andrew Jackson

MMS

BARRETT
STEEL LIMITED

HOTA

Hull Training

BLACKROU

Team Humber

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Capabilities:

- ❖ Steel Fabrication (added value)
- ❖ Steel Production and supply
- ❖ Ships Surveys and Repairs
- ❖ Towage and Salvage
- ❖ Drilling Rigs
- ❖ Marine Doors, Hatches and Deck Machinery
- ❖ HVAC
- ❖ Instrumentation
- ❖ Corrosion Prevention/Coatings
- ❖ Legal services
- ❖ Recruitment
- ❖ Offshore Training
- ❖ Engineering training



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Capabilities:

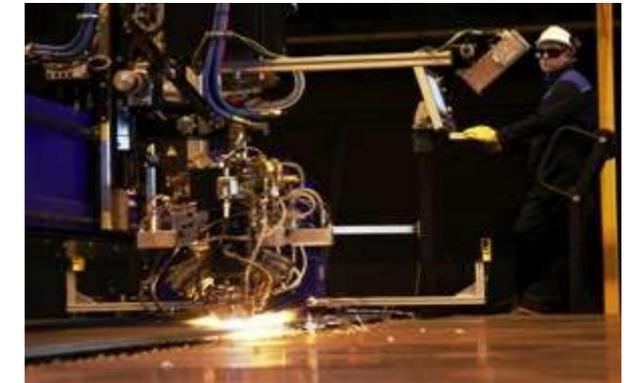


- ❖ Ship Repair, Conversion and New Build
- ❖ Marine Engineering
- ❖ Marine Electrics & Electrical Communication
- ❖ Valves
- ❖ Rigging
- ❖ Marine Hydraulics
- ❖ Subsea Engineering/Dive support
- ❖ Naval Architects and Marine Consultants
- ❖ Offshore Wind Farm Supply Chain



The region is a growing centre for O&M activity and there is a broad base of Humber businesses involved in renewable energy with capabilities including:

- ***Fabrication and assembly***
- ***Steel supply***
- ***Port and portside services***
- ***Turbine access & maintenance***
- ***Vessel operation & charter***
- ***Shipbuilding & Repair***
- ***Offshore Engineering***
- ***Marine Services***
- ***Marine Electrical***
- ***Offshore Training***
- ***Specialist Logistics***
- ***Legal & professional services***



The Humber provides a rich source of accredited suppliers already working with leading renewable energy companies.

Recently approved Regional Growth Fund proposals will:

- Provide Business Investment Grants to lower location and expansion costs for Tier 1 and 2 supply chain companies
- Help local businesses to diversify and enter the renewable energy sector supply chain.



Dalby Offshore - £15m+ building fleet of 8 offshore wind support vessels

RIX Group - £10m+ building fleet of 5 offshore wind support vessels

MMS - £10m+ constructing new offshore wind support vessels fleet in Hull

SMS Towage - £10m+ in new tugs that have contributed to offshore wind installations including Thanet Wind Farm, London Array, HelWin and Belwind.

WindPower Support - £2m+ Offshore wind support vessels

Precision Marine Survey - £m Offshore Wind survey vessel



MTL Group - £10m+ Boat landing systems

Barrett Steel Offshore - £m's+ Humber Gateway fabrications

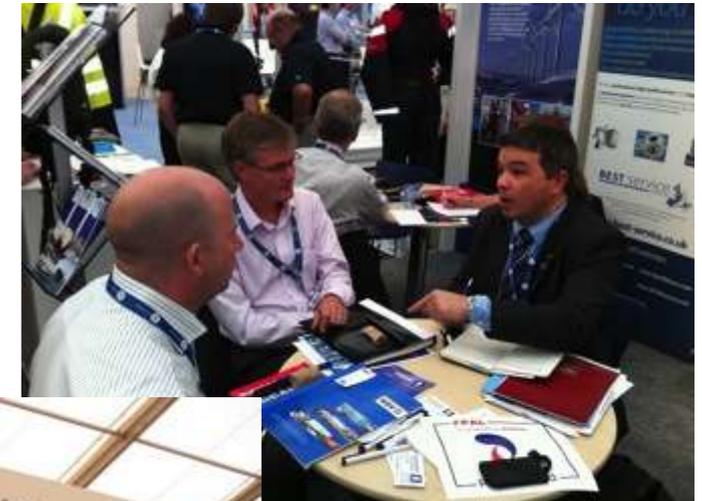
Point Group/Steelridge - £'s+ OW Cable reel fabrications

P&O Ferries - £m's+ Converted Ferry to Sea Hotel for Lincs project & new project in German North sea.

Cofely Fabricom GDF Suez £m's+ Fabrication work Lyn & Inner Dowsing

Carlbom Shipping – Port Agents & Marine Support, Westermost Rough

- ✦ Outward Trade Missions to Brazil, Norway, Denmark & Germany resulting in substantial Offshore Wind business.
- ✦ Facilitated introductions resulting in 4 Anglo-Scandinavian joint ventures
- ✦ We have provided over 1,000 business opportunities to our members with associated bid writing support and training
- ✦ We have hosted events with speakers from the Crown Estate, Siemens, E.ON, Mainstream Renewable Power, DECC, Strabag, Able UK, Vestas, RenewableUK, SMartWind, GeoSea, AREVA Wind & Hochtief
- ✦ We have hosted visits from Babcock Marine, BVT Surface Fleet, MoD Royal Fleet Auxillary, KBR, Mid Norway Wind Cluster, AREVA Wind, DONG Energy, Danish Embassy, WAB Germany/germanwind, Nordic Offshore & various Danish delegations
- ✦ Exhibited with members in UK & Europe - Aberdeen, Manchester, Glasgow, Southampton, London, Denmark, Sweden, Germany, Belgium and Poland.
- ✦ Formation of member sub-group focusing on **Offshore Wind Operations & Maintenance**
- ✦ Formed a member **Manufacturing** sub-group looking at potential opportunities for Offshore Wind structures and equipment



15-18th April 2013 – Offshore Wind Trade Mission to Bremerhaven & Hamburg visiting AREVA Wind, Weserwind, Mitsubishi, E.ON Climate & Renewables, GE Wind and Hamburg Renewables Cluster. We were joined by **BBC TV and Radio** who broadcasted and reported on the mission back to the UK.



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THMA Offshore Wind Trade Mission – Denmark

2-5th Sept 2013 – Offshore Wind Trade Mission to Denmark
20 member companies visiting Port of Esbjerg, Blue Water Shipping and Siemens Wind Power, Brande





ALLIANCE: Speakers, from left, EEF's Roger Salomone, DECC's head of supply chain, Allan Taylor, Robert Foyle, Mark O'Reilly and David Shepherd of Able UK (Ian Forquhar of David Brown Wind Energy, not pictured)

Strabag eyes south bank

'It is a tremendous boost at a crucial stage'

Austrian construction group Strabag has confirmed that it wants to set up a gravity-base foundations construction hub at AMEP, the 800-acre Able UK Marine Energy Park on the Humber south bank.

New Team Humber member Able UK is talking to Strabag about site requirements while further details were revealed by Robert Foyle, Strabag offshore wind business development executive for UK and Ireland, at the THMA-hosted Offshore Wind Connections event at Brigg on April 24.

Able group development director Neil Etherington said: "It is a tremendous boost at this crucial stage in our development plans for AMEP to have a company as large and significant as Strabag make clear its wish to be involved."

If plans go ahead, Strabag would make deep-water foundations, bringing about 400 new jobs locally.

The project is at a critical stage in its development with a final planning decision expected in July.

Mark O'Reilly, director, THMA, said: "This would be a huge new ports complex with opportunities for companies right through the supply chain, from ports and marine to offshore."

Offshore Wind Connections, was supported by EEF the manufacturers' organisation.

THMA continued in 2014 with its Annual “Offshore Wind Connections Conference & Forum. This year combining it with a regional RenewableUK member connect event. Over 200 delegates heard updates on the industry from Offshore Wind Investment Organisation, RenewableUK, AREVA Wind, SMartWind and ABLEUK.

2015 will see speakers from ABLEUK, Siemens, DONG Energy, A2SEA & Forewind

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Upcoming Events:

February 10th – SSW Renewables Skills Gap Group Meeting, Hull

February 12th – Green Port Growth – Offshore Wind Health & Safety, Working Offshore & Vessel safety, Hull

February 18th – THMA/RenewableUK UK Election Tool Kit & debate, Hull

June 4th – THMA Offshore Wind Connections Annual Conference, Bridlington Spa

Exhibitions organised 2015:

March 10-12th EWEA Offshore 2015, Copenhagen (Humber Renewables)

May 6-7th – All Energy, Glasgow (Humber Renewables)

June 16-8th – Seawork International, Southampton

June 24-25th – Global Offshore Wind, London (Humber Renewables)

September 8-11th – Offshore Europe, Aberdeen

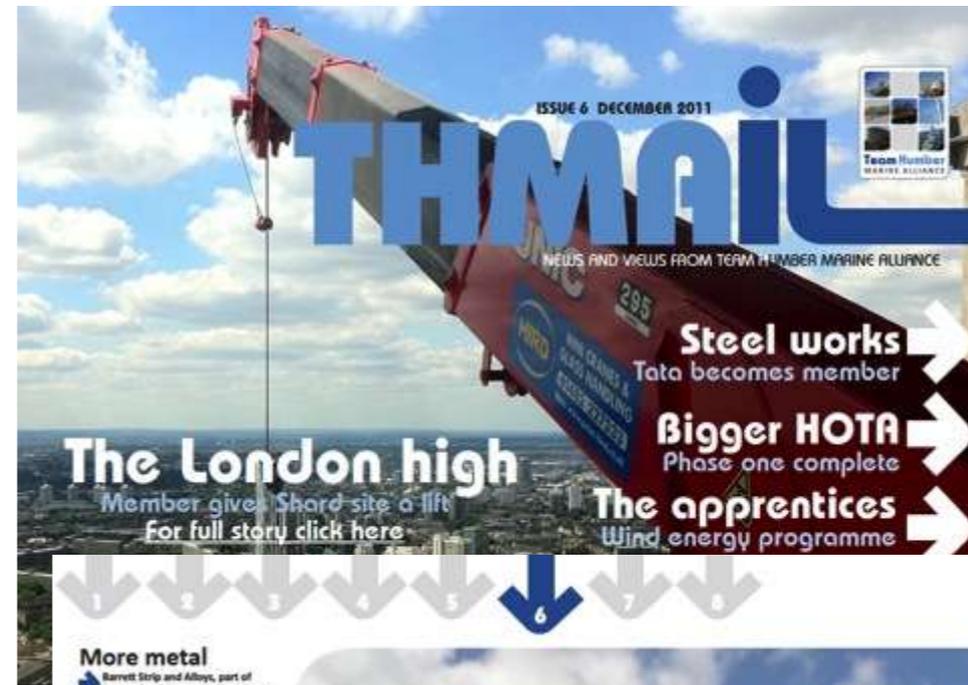
October 6-8th – RenewableUK 2015, Liverpool (Humber Renewables)

November 17-20th November – EWEA 2015, Paris (Humber Renewables)

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Promotion and awareness: THMail (Quarterly Newsletter)



Tide is turning

The long-awaited Neptune Proteus tidal stream power station has come closer to reality with the assistance of two THMA members.

The 11m tidal prototype tidal stream demonstrator, manufactured in Sunderland for Neptune Renewable Energy, is being installed on the north bank of the Humber and will provide electricity to The Deep.

The SMS Towing tug Welshman took MMS Ship Repair's Azne pontoon to Wearside on which to bring back the 160-tonne unit to Hull's Albert Dock, delivering on July 3.

"The Alliance has been responsible for placing two of its members together to secure this prestigious contract against stiff competition from outside the region," said THMA project manager Graham Billery.

Nigel Petrie, chairman, Neptune Renewable Energy, said: "We believe

that the future for Proteus is extremely bright, given the renewed focus by government on renewable power generation. We are confident that this technology can be successfully applied at other sites in the UK and, potentially, worldwide."

The demonstrator will undergo three months of river trials while generating power for The Deep, after which the company plans to deploy the world's first tidal stream power array, consisting of several advanced generators strung together.

SMS has also been involved in transporting wide turbine section from Esbjerg to Harwich.

Pulse Tidal, of Sheffield, has been awarded an £8m EU grant to develop its tidal renewable energy project. The company has a 100-kilowatt test rig on the south bank of the Humber estuary currently feeding power into a chemical company.

It expects to develop a 1.2-megawatt generator, to be commissioned in 2012, to provide electricity for up to 1,000 homes on the Isle of Skye.



More metal

Barrett Strip and Alloy, part of Barrett Steel, has moved into larger 20,000 sq ft premises in Bradford.

The THMA member said this will help provide greater stockholding and faster metal processing as stock items can now be picked and packed within one hour from order.

BSSA is one of the world's largest independent suppliers to the gasnet manufacturing industry. The company is also planning a greater presence in the Far East.

Separately, Barrett Steel has just opened a new office in Houston, Texas, to serve the oil and gas industry in the Gulf of Mexico and Brazil. It has also increased capacity at its C. Roberts facility in Rotherham with a £500,000 upgrade to cutting operations.

It has installed an automatic CNC drilling and thermal cutting line for wide steel plates up to 200mm thick.

Steaming up

Fabricom GDF SUEZ, of Immingham, is managing the installation of a temporary steam blow pipework system at EDF's new West Burton power station which will generate enough electricity for around 2.5 million homes. Steam blow ensures that pipes feeding are free of any debris that could cause damage to turbines on start-up.

A team of 25 to 30 people will be employed on the 12-month project.

The company has also been awarded piping work at the Runcorn energy from waste facility in Cheshire. Fabricom's part in the project will be managed from their new Liverpool site and includes mechanical installation, fabrication and installation of piping systems and pipe bridges.

Apprentices aim high with bespoke courses

HETA first in the region to offer wind energy programme

The first 30 apprentices have been enrolled in HETA's new bespoke wind energy training course.

HETA is the first training provider in the region to offer a programme for the wind energy industry. The first Humber company to recruit an apprentice is another Alliance member, RES Offshore, which contract manager, Chris Roberts, said: "HETA met every facility in meeting our requirements and design a bespoke renewable energy apprenticeship."

Apprentice Mike Smith has now finished his course and is continuing his studies at Lincoln University to be a wind turbine engineer.

Two new apprentices from Blackline Engineering, of Grimsby, and another from Broad-based Electricity, have also been recruited.

The apprenticeship is designed with operators and maintenance technicians in mind.

After a first year based around electrical and instrumentation training the apprentices cover topics such as measurement methods and control engineering, electrical testing and commissioning, maintenance of pneumatic systems and components.

"There is strong competition with as many as 750 applying"

and testing electrical equipment and circuits, installation and maintenance.

All prospective HETA apprentices go through a selection process which begins in February and there is strong competition with as many as 750 applying.

It recruits and trains over 200 apprentices each year across the three sites in Hull, Southcoke and Skellingborough.

HETA is also running a four-year schools project, called Inset Futures, in conjunction with Skelton Wind, Siemens and Mainstream Renewable Power.

Bespoke training, Jacob Lullhouse, who works for Corbichy in Louth, has just started his second year, and is now working in the field



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THMA in the Press:

MAJOR OPPORTUNITIES: Emma Taylor, Partnerships Director, and Mark O'Reilly, director of Team Humber Marine Alliance, Marine. Kate Westhead

Collaboration seen as critical in optimising opportunities

Landmark deal gives Team Humber access to the top table

Engineering targets Humber renewables focus

DFDS Seaways adds extra power to Team Humber Marine Alliance

'The good thing about the renewables industry is it covers all of our members ... these are really exciting times for us'

Renewables group throws doubts to the wind

Regional focus The north-west

squash on the river Humber

THMA has had excellent coverage in local, regional and national press



Humber University Technical College (Renewables & Engineering) – Scunthorpe:

THMA are sponsors and involved in the Project Steering Group... the college is due to open September 2015. Other sponsors include ABLEUK, TATA Steel, Centrica Storage, University of Hull

Humber Marine Academy:

Virtual academy to promote industry and provide pathway for careers in the Marine/Offshore industry including offshore wind crew, deckhands, skippers, pilots, stevedores

Hull College – Ports & Logistics Sector Lead as part of SSW:

Working with companies to understand their training requirements and encouraging them to upskill

Hull Training – THELMA Project:

Apprentices building vessel for Lord Mayor with support of THMA members

“Working in Collaboration”

What is collaborative working?

“Cooperative effort by a number of companies to achieve a common goal”

Winning new business is tough and getting tougher!!



Sometimes “we” is better than “me”!



On your own!

Sometimes innovation, quality, price and service just isn't enough to grow your business?

Public and private sectors are restructuring their supply chains:

- ❖ Aggregating their spends
- ❖ Fewer suppliers (Vendor reduction programmes)
- ❖ Seeking to reduce transaction costs
- ❖ Accessing the world wide market
- ❖ Pricing based upon low cost sources.

Collaborate rather than compete!

Opportunities are out there but:

- ❖ some may be too large
- ❖ some are in unfamiliar territory
- ❖ you have limited time to review the detail of each opportunity
- ❖ you are unfamiliar with the tendering process
- ❖ working with other companies is new to you
- ❖ there must be many issues to overcome in collaboration

“Result – you could miss out on opportunities and new business”

What are the benefits of collaborating?

- ❖ Go for work you may not otherwise have considered
- ❖ Capability and capacity without recruiting
- ❖ Potential for legacy work through new contacts
- ❖ Funding
- ❖ Sharing of knowledge and ideas
- ❖ Sharing of risk and potential outlay
- ❖ Increased satisfaction of working with others

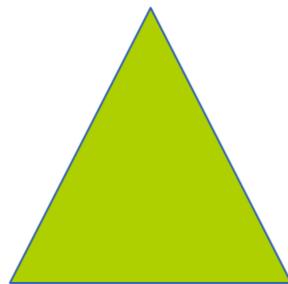
What are the benefits of collaborating contd.

- ❖ Increased management capability
- ❖ Progressive ideas
- ❖ Shared resources for tenders and proposals
- ❖ Shared costs – vans, people, marketing etc
- ❖ Two heads are better than one
- ❖ Greater market weight and presence

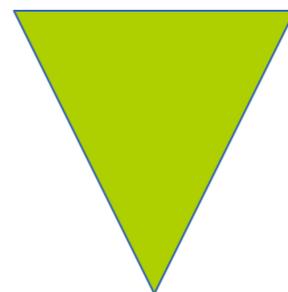
What are benefits to the Customer?

- ❖ Single point of access
- ❖ Ease of managing the contract
- ❖ Broad range of skills – individually or as a group
- ❖ Faster decision making
- ❖ Small business commitment – big business capability
- ❖ Flexibility – what the customer needs when they need it
- ❖ Technical and managerial capacity

Quality
Capacity
Capability
Value for money



Risk
Price



Informal business collaboration

It is crucial for small businesses to keep abreast of industry developments and build new relationships by engaging with appropriate business peers, networks and associations.

Business Networks

Team Humber Marine Alliance
Hull Bondholders
Humber Chemical Focus
Grimsby Renewable Partnership

Trade Associations & Institutes

EEF The Manufacturers Organisation
Maritime Skills Alliance
RenewableUK
Institute of Mechanical Engineers
Institute of Marine Engineering, Science and Technology
National Workboat Association

Typical forms of collaboration for SME's

- ❖ Strategic alliances
- ❖ Technology transfers – often working with Universities
- ❖ Sales and distribution partnerships
- ❖ Joint R&D and product development partnerships
- ❖ BS11000-1 – new standard for “collaborative business relationships”
<http://www.bsigroup.co.uk/Documents/bs-11000/BSI-BS11000-Product-Guide>
- ❖ Joint ventures
- ❖ Un-incorporated joint ventures (see next page)

Types of Collaborative Relationships

Forms of Collaborative Relationships	
Informal or semi-formal agreement	"Ryanair recommends Hertz."
Project-focused alliance	Very large-scale civil engineering/construction projects
Product-focused alliance	Roche markets "Zantac" for GSK in USA
Service-focused alliance	The three major global airline alliances
Joint design-research-development	Philips/Sony in pre-competitive phase of DVDs
Joint/parallel production	Fiat (I) and FSO (PL) "Cinquecento"
Cross-invested operations	KLM with NWA
Joint marketing	Airline/hotel/entertainment "packages"
Joint branding	Credit Suisse First Boston (before CS purchase of FB)
Subcontracting	Codeshare flying
Licensing	Anchor Malaysia brewing Guinness in Kuala Lumpur
Franchising	Holiday Inn and several other hotel chains
Supply chain linkages	"Guest engineering" in many manufacturing sectors
Joint venture company	Airbus

Formal business collaboration for SME's

Collaboration isn't just for large corporations!

For tenders involving two or more SME's a two stage engagement process can be followed:

Initially sign Non Disclosure and Confidentiality Agreement (NDA) followed by:

(1) Pre Tender – Teaming Agreement (including Work-share Agreement)

(2) Post Tender – Standard Partnering Agreement

Bidding Phase

Customer

Bid response to EOI

Lead Partner

**Binding Contract Collaborative Members
(Teaming Agreement)**

Partner

Partner

Partner

The Teaming Agreement (Pre-tender)

- ❖ Intellectual Property Issues
- ❖ Commercial Confidentiality
- ❖ Effects of withdrawal & termination
- ❖ Warranties
- ❖ Personnel
- ❖ Assignment
- ❖ Publicity
- ❖ Dispute resolution

Workshare:

- ❖ Is an Appendix to the Teaming Agreement
- ❖ Defines who is responsible for sections of the contract
- ❖ Defines how the contract is to be delivered
- ❖ Can be amended by agreement

Delivery

Customer

Binding Contract with Customer

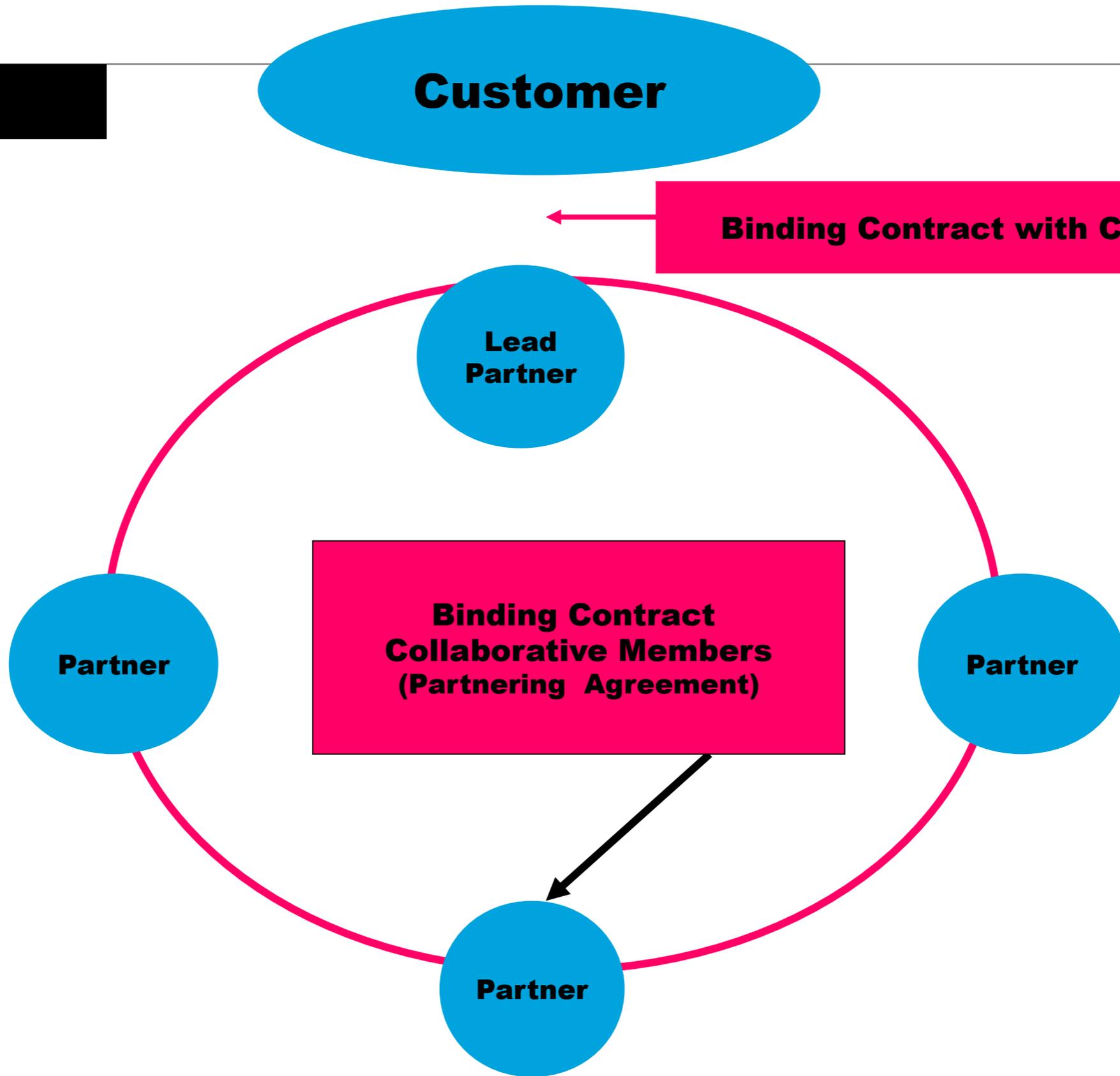
Lead Partner

Binding Contract Collaborative Members (Partnering Agreement)

Partner

Partner

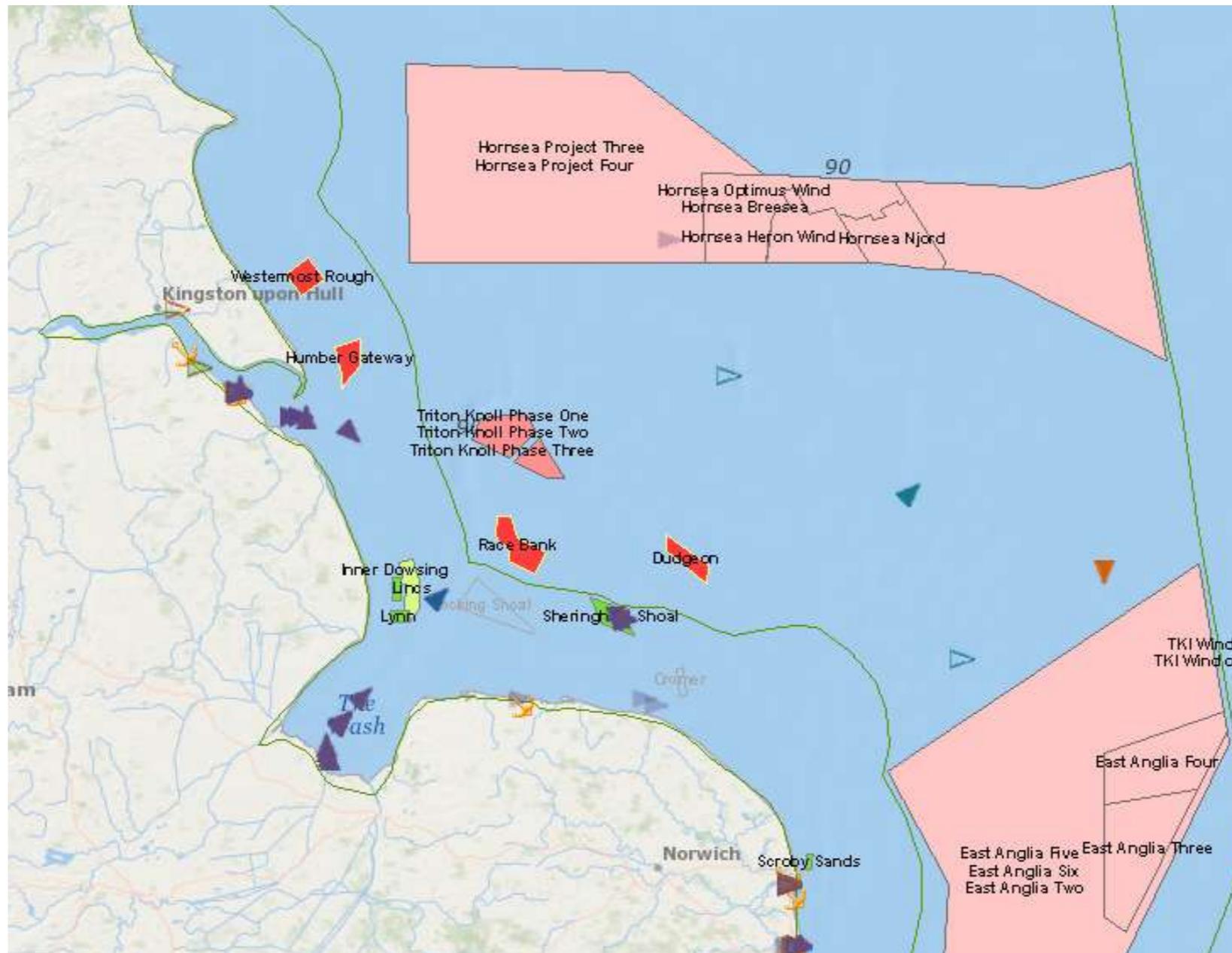
Partner



The Partnering Agreement (Post-tender)

Covers...

- ❖ Partner's Obligations to the Lead Partner
- ❖ Lead Partners Obligations to the Partners
- ❖ Goods and Services to be supplied
- ❖ Intellectual Property Rights
- ❖ Payment





Dogger Bank: RWE npower, Statkraft, Statoil & SSE



Hornsea: Siemens, Mainstream Renewable Power & DONG Energy



Offshore Wind concrete gravity foundations: Hochtief, Costain & ARUP



GreenPort Hull: Siemens, Hull City Council, East Riding of Yorkshire Council & the University Of Hull

Collaborative working – Offshore Wind farms

Lincs Wind Farm Ltd – 75 Siemens 3.6mw Turbines

A collaboration between 3 companies Centrica & DONG 25%
Siemens 50%

centrica
energy

DONG
energy

SIEMENS

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“Lincs Wind farm Supply Chain”



“Greater collaboration is a key prerequisite for new ways of working. The supply chain must embrace collaborative working as opposed to adversarial working”

Crown Estate - Offshore Wind Cost Reduction - Pathways Study

Thank you

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