



WindEnergy

NETWORK

COMMUNICATION HUB FOR THE WIND ENERGY INDUSTRY

MECHANICAL JOINT INTEGRITY

Predictive Maintenance

**Cable
Maintenance &
Protection**

Spotlight on North East England

Includes Pull-Out Supply Chain Matrix

Includes Wind Energy Network 2016 Year Planner

Access to global opportunities and dedicated support

Among the incentives to taking offices in the iconic five-storey OrbisEnergy, the offshore renewables hub for the East of England overlooking the North Sea, is access to major industry opportunities around the globe, and specialist support to fuel business growth.

SPECIALIST INNOVATION AND INCUBATION CENTRE

Designed as a specialist innovation and incubation centre for the rapidly-expanding offshore energy business, sitting at Britain's most easterly point in Lowestoft, it has become home for key offshore wind developers, leading supply chain companies and innovators.

Johnathan Reynolds, Business Development lead for OrbisEnergy, said "OrbisEnergy is quite simply an incredible facility that has incubated more than 130 businesses, created more than 600 new jobs, and helped some of the region's best-known businesses get established.

"OrbisEnergy is the physical manifestation of the region's vision and commitment to develop a vibrant and dynamic cluster of offshore renewable energy businesses. Eight years since we opened the doors and we are incredibly proud of what we have achieved and the role that Orbis continues to play in supporting businesses and securing major investment not just in Lowestoft, but right across our region."

TENANT SUPPORT AND INFLUENCE

ScottishPower Renewables, developers of the East Anglia Offshore Wind Farm and about to start construction for the £2bn East Anglia ONE using Lowestoft port, and with planning permission in the pipeline for East Anglia Three, credits its tenancy of OrbisEnergy as an important factor in winning permission for the world's largest windfarm.

Jo Young, Stakeholder Manager at ScottishPower Renewables, said: "OrbisEnergy has all the facilities required to support an international energy company.

"Having a presence at OrbisEnergy has been integral in helping us secure planning permission for the £2 billion East Anglia ONE offshore windfarm project.

"Its flexible office space, conference facilities, networking opportunities, business support, information seminars and events, along with access to finance and investment, make it an obvious choice for a base for any company working in or with aspirations to work in offshore renewables."

EXPANSION

A growing number of contractors, including those supporting RWE Innogy's Galloper offshore windfarm off the Suffolk coast, have recently moved in and are already expanding.

Tenants quote business opportunities, new contacts, collaboration, building a greater market share in the wind, wave and tidal industries as valuable extra benefits to the office space, communication systems, reception and secretarial services and 24-hour access to the building.

INCUBATION STRATEGY

Johnathan explains "Our incubation strategy is simple. It's about doing whatever we can to support our tenants, whether they are starting-out in their back bedroom using our virtual incubation programme, or be it an established or multi-national firm looking to expand into new territories or new markets, or firms of any size developing a new technology, idea or solution which needs investment.

"What our tenant businesses have, compared to other serviced office space, is access to a range of specialist industry support including access and advice on grant-funds and financial assistance, mapping out diversification opportunities, understanding the market in more detail, or just an introduction to potential new clients, suppliers or partners to help their businesses grow. This is something unique to Nwes and something that has been of huge benefit to many of our tenants."

GLOBAL REACH

The team at OrbisEnergy don't stop there. Working with UK Trade & Investment the innovation hub has been helping businesses to explore major global growth markets with interactive presentations from industry leaders delivered live from the United States, the Netherlands, France, China, Taiwan and Germany.

SCORE INNOVATION GRANT PROGRAMME

Plans are currently being developed to work more closely with the Offshore Renewable Energy Catapult centre, including a £6m successor to the successful £2.7m SCORE innovation grant programme, which helped more than 40 projects with investment.

GEV Offshore, leading providers of offshore wind turbine maintenance, received £50,000 to support the development of their innovative Turbine Maintenance Habitat Structure.

David Fletcher, Managing Director of GEV Offshore comments: "Habitat structures have worked well in the oil and gas sector for many years and we decided to migrate the idea across to offshore wind. Wind speeds, rain, temperature and humidity all significantly impact on an engineer's ability to complete scheduled maintenance. Our offshore habitat structure will mitigate the weather risk and enable engineers, once on-site, to work unhindered in a controlled environment.

"The appointment of a full time, dedicated Project Director wouldn't have been possible without SCORE funding and having successfully recruited for the position, the project is now moving ahead at a very exciting pace.

"SCORE funding has not only helped us financially, but our relationship with the OrbisEnergy team has been hugely beneficial in helping us 'spread the word' throughout the industry (and OEMs) about our plans and the benefits our structure will bring to the industry."



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TENANT DEVELOPMENT

Fred. Olsen Windcarrier, James Fisher Renewables, Global Wind Service and market analysts 4C Offshore are among tenant companies who have recently expanded after making OrbisEnergy first choice for their East of England bases.

James Fisher is developing a control room for its Offshore Wind Management System (OWMS™) and has rapidly expanded to three offices.

Martin Myhill Sisley, Managing Director, said: "We have increased our business development and OWMS delivery teams and will continue to grow in OrbisEnergy."

"James Fisher Renewables has a bright future and being in OrbisEnergy is a part of it."

Johnathan said: "Businesses are targeting OrbisEnergy for the world-class cluster of expertise and experience here."

The UK arm of Fred. Olsen Windcarrier runs its development activities for its fleet of jack up vessels, crew transfer vessels, manpower business, foundations and O&M from offices in OrbisEnergy.

David Matthews, General Manager UK for Fred. Olsen Windcarrier said "Fred. Olsen Windcarrier is situated in the heart of offshore wind in East Anglia at the OrbisEnergy and co located with major players in the sector."

"Its offices are spacious, friendly and very well equipped."

FACILITIES

Fred. Olsen Windcarrier is among the 69 companies with staffed and virtual offices in OrbisEnergy, which offers 3,300sqm of offices, meeting rooms and conference facilities.

OrbisEnergy is owned by Suffolk County Council and is managed by enterprise and innovation specialists Nwes, and supported by energy industry consultancy, Nautilus Associates.

OrbisEnergy

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Supply chain support at successful incubator centre

An oil and gas-focused business innovation centre, which has supported more than 230 businesses and thousands of jobs, is sharpening its 2016 offer targeting innovation, technology and supply chain support for the renewables sector.

Among the support for oil & gas supply chain companies by one of the East of England's most successful incubators is a new series of events about pushing into new global markets during the downturn.

BUSINESS SUPPORT EXPERIENCE

The Beacon Innovation Centre in Great Yarmouth has been an incubator for start-ups since 2002 – many growing into multi-million pound businesses – supporting them with access to finance and grants as well as its serviced offices and other facilities.

Now, in a changing market demanding different thinking by the supply chain and diversification, advice on global growth markets is on the agenda.

Information sessions, delivered in association with UKTI, will focus on opportunities in Iran, the Americas, Egypt, Mexico, the Middle East, Norway, Australia and Africa.

ADAPTING TO NEW MARKET CONDITIONS

John Balch, Strategic Director of Nwes, which owns and operates the Beacon Innovation Centre, said the supply chain had to adapt to new market conditions since the oil price dropped to below \$40 a barrel. The duration of the slump indicated the market had changed for many years, possibly for good, he said.

"Businesses are looking at opportunities to diversify and expand their businesses in different ways."

"For example, there are major offshore wind and renewables opportunities that a lot of companies in the oil and gas supply chain are in a good place to reposition themselves to take advantage of, whether that is manufacturing, engineering, design and other disciplines."

FOREIGN MARKETS

"Companies that are active in the home market are looking at new foreign markets. So we are building on the highly successful international series we hosted at OrbisEnergy focusing on the global growth market in offshore wind by running an oil and gas series."

"Starting in the spring, it will explore global markets in oil and gas services and what companies in Great Yarmouth, Lowestoft and further need to be thinking about to position themselves for these markets."

LEADING TENANT COMPANIES

Some leading names in the East of England energy industry started life in the Beacon centre, including Seajacks, 3sun Group, Fraser Well Management and GEV Offshore. It has also hosted project offices for Gaz de France, Tullow Oil, Engie and Perenco.

3sun set up eight years ago in an 161 sq.ft. serviced office with just CEO Graham Hacon and his wife, Leonie, using a shared switchboard operator and meeting rooms.

Today, it employs more than 340 people across operations in Great Yarmouth, Aberdeenshire, Denmark and Norway and made pre-tax profits of £2.6million in the last tax year - up from £1.6million the year before on turnover, which grew by nearly 40% to £28.9million.

SECURITY AND SUPPORT

Graham said tenancy of Beacon offered the security and support it needed at that crucial time of start-up.

"If I was to give any advice to start-up companies, it would be to surround yourself with a strong team and to Think Big. Thinking Big and taking on more space than you think you will need allows for growth, and as your business succeeds you will be sure to fill it."

FACILITIES

Ideal for young and high-growth companies, a fully equipped executive 20-seat boardroom is available for hire. Tenancy includes 'easy in, easy out' office space, ranging upwards from 161 sq.ft. a managed reception, 24-hour tenant access, free parking and round-the-clock security monitoring.

Fraser Well Management moved in in 2004, growing businesses both on and offshore.

Director Nick Ford said: "The flexibility of the workspace has allowed us to expand effectively and reorganise according to the needs of our business."

"The office and conferencing facilities are of a high standard, and the NWES team has always been very accommodating to our needs as clients."

RECOMMENDATION

Seajacks also took flexible accommodation at a reasonable cost using the reception services and virtual offices included in the rent, which reduced its running costs when it was trying to keep costs to a minimum.

Blair Ainslie, Seajacks Chief Executive, said: "As a company working in the oil & gas and offshore wind industries, a lot of Seajacks' operations are based in the Southern North Sea. The variety of suppliers and potential clients in the area was one of the important considerations when choosing an office space."

"Without Beacon Innovation Centre, Seajacks would have had to take a larger office at a crucial time in their start-up and incurred larger costs than originally intended."

"The support from the Beacon Innovation Centre team is still greatly appreciated by Seajacks who would recommend them to any small businesses looking for a start-up office."

Beacon Innovation Centre

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