

Q&A – QUESTIONS & ANSWERS - upgraded on Aug. 3rd, 2018

NeSSIE Stage 1 Competition - IN A NUTSHELL

NeSSIE has as a goal to develop three demonstration projects related to the topic of corrosion in offshore renewable energy devices. Currently, the NeSSIE competition is open to ORE (Offshore Renewable Energy) developers that are interested in tackling corrosion related issues, inviting them to apply for the first stage call (deadline: 14th of August).

The NeSSIE project will facilitate the process from proposed demonstration project to a ready-to-go demonstration project. As prize of the Competition, NeSSIE will provide or search for the necessary expertise through its international network to support the selected lead partners in the development of a business plan, and provide recommendations for technical planning and getting access to and securing the necessary financing. As an important added-value, NeSSIE provides a framework for matchmaking between corrosion problem owners and anti-corrosion solution (ACS) providers.

Although there are no funds available within NeSSIE to support the demonstration projects themselves, which will be standalone follow-up projects, NeSSIE provides companies and organizations with the right channel through which to tackle their corrosion challenges.

The demonstration projects should be located in the North Sea Basin and aimed at higher TRL level technical solutions, ready for or close to commercialization in the ORE sector.

In the application, the corrosion related issue has to be described, as well as its commercial impact and how a proposed demonstration project will help to overcome the corrosion related issue.

Frequently asked questions are discussed in the following pages.

If interested, we encourage you to apply with the application form (Link: <http://www.nessieproject.com/news/nessie-competition-delivering-investable-demonstration-projects-in-offshore-renewables-with-a-focus-on-corrosion-and-materials>) and/or send inquiries about the project or application process to info@nessieproject.com or the NeSSIE partner in your region (<http://www.nessieproject.com/contacts>).

The deadline for application is August the 14th, 2018.

While Stage 1 is aimed at developers and problem owners, anti-corrosion solution (ACS) providers are already encouraged to get in touch with the NeSSIE team, describe their innovative solutions and any demonstration ideas they might have themselves.

NeSSIE Competition – Frequently Asked Questions

Q: What is Stage 1 of the NeSSIE call all about?

A: The NeSSIE project is looking for Offshore Renewable Energy (ORE) projects that have corrosion challenges, such as those described in the Competition Brief, to take part. Our aim is to match these challenges to innovative anti-corrosion solution (ACS) providers and the wider supply chain to build across the partner EU regions during Stage 2, and then helping to identify potential finance opportunities as well as developing detailed business cases for each successful project.

Stage 1 applicants are anticipated to be ORE project developers dealing with corrosion challenges, ACS providers will be engaged during Stage 2.

Q: Why should I apply to the NeSSIE Stage 1 call?

A: If you have an offshore renewable energy project with a corrosion challenge NeSSIE can help to find innovative anti-corrosion solutions (ACSs) from across the partner EU regions. NeSSIE partners will also support the successful applicants to identify potential financing and developing robust business cases for the demonstration projects.

Q: How do I apply to the NeSSIE call?

A: The application form and the Competition Brief can be found on the NeSSIE website <http://www.nessieproject.com/news/nessie-competition-delivering-investable-demonstration-projects-in-offshore-renewables-with-a-focus-on-corrosion-and-materials>. If needed, support with the application form can be asked from the NeSSIE partners by emailing the NeSSIE partner company in your region (<http://www.nessieproject.com/contacts>) or Project Manager Johanna Money (info@nessieproject.com).

Q: Regarding the Stage 1 Competition call, can you explain what is meant by “Project Developers”?

A: Referred to as *Project Developer*, we are looking for a company/organization that has an offshore renewable energy project that has a corrosion challenge that we can help to find a suitable solution for by working with the supply chain across different maritime disciplines and multiple EU regions.

Q: Regarding the Stage 1 Competition call, can you explain the difference between “Lead Company” and “Project Developer”?

A: The *Lead Company* will be an entity that takes the lead position when building the consortium to find a solution for the corrosion challenge. It is anticipated that the *Lead Company* will be an offshore renewable energy *Project Developer*, however other organizations such as Research Centers or Clusters will be considered as well (see following questions).

Q: We are a Research Center located in one of the NeSSIE partner regions. Are we eligible to be part of the “partnership of 2 or more entities” for applying to Stage 1 of the Competition?

Yes.

Q: As a Research Center dealing with new materials tackling corrosion issues and developing field projects, can we apply to become a “Lead Company” of Stage 1 of the Competition, or can we be involved in the following Stages?

We would encourage such an entity to apply, assuming that there is an offshore renewable energy project that will be part of the demonstration. There may also be opportunities as part of Stage 2 as well.

Q: We are a start-up company with headquarters in a region without a NeSSIE partner, but have a branch in a partner region, can we apply to any of the Competition calls?

Yes.

Q: Can anti-corrosion solution providers take part / apply to Stage 1 of the Competition?

A: Anti-corrosion solution (ACS) providers are encouraged to take part in Stage 2 of the competition where we will be engaging the ACS value chain to answer the ORE project corrosion challenges.

While stage 1 is aimed at developers and problem owners, solution providers are already encouraged to get in touch with the NeSSIE team, describe their innovative corrosion solutions and any demonstration ideas they might have themselves.

Q: The Competition Brief states that a project must have an ‘operational site’, what if my project is under construction?

A: The NeSSIE focus is to expedite the demonstration of anti-corrosion solutions, therefore we are looking to work with projects that are operational or will be operational imminently in the North Sea Basin. We encourage you to apply to the Stage 1 Competition call or to get in contact with specific inquiries about the eligibility of your project site.

Q: The application requires an approval for dissemination. What is going to be disseminated and how does this impact confidentiality and IP issues?

A: The minimum requirements for dissemination are the names of the companies that are successful in the Stage 1 Competition call and a rough description of the demonstrators. Afterwards the general results of the demonstration will have to be disseminated. There is no strict requirement to disseminate technical details. The extent to which the work, results and technical details are disseminated depends on the chosen form of financing (public vs. private).

Q: The applicant must outline the company's financial position and any additional finance they will require. What does this entail?

A: The Lead Partner is asked to briefly outline the financing already available for the project from the company itself or other sources and what additional financing the lead partner expects will be required to complete the project.

The following financial information should be provided:

- Annual accounts from the past two years.
- A 'sworn statement', declaring the applicants credit worthiness, signed by a legal representative.

An example could be (on your companies 'official letter' template): "I, the undersigned, representing (company name), hereby declare that (company name) is not bankrupt or being wound up, is not having its affairs administered by the courts, has not entered into an arrangement with creditors or suspended business activities, and continues to operate as a going concern." Followed by: Name, title, date and signature of the legal representative.

Q: What is the prize for the selected Lead Partners if there is no financial prize?

A: Within the NeSSIE project there are no funds available to financially support the roll-out of the demonstration projects. The demonstration projects themselves are to be standalone follow-up projects. However, the NeSSIE project does have the resources to support the development and preparation of the demonstration projects. This includes the development of a business plan, searching for the appropriate forms of financing and support in securing this financing, and access to the wider EU supply chain of anti-corrosion solution providers. The latter is made possible through the launch of a second call, aimed at solution providers and including a description of the demonstration project.

In summary, winning the NeSSIE competition does not result in immediate funding, but it secures the support of the NeSSIE team in setting-up your demonstration project. As an additional gain, winning the NeSSIE competition will give your company wide visibility and a 'quality label' that will help in obtaining the required financing for the demo project.