

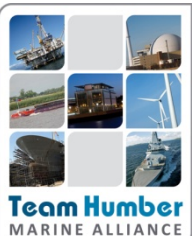


Team Humber Marine Alliance



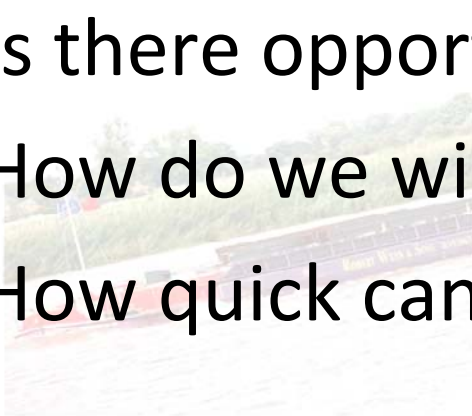
Presented by Sam Pick

Sector Champion - Renewables



Winning Business in Offshore Wind

- Is this opportunity real?
 - Is there opportunity for SME's?
 - How do we win business?
 - How quick can we expect orders?
-
- Success stories - Grimsby



THMA Key facts

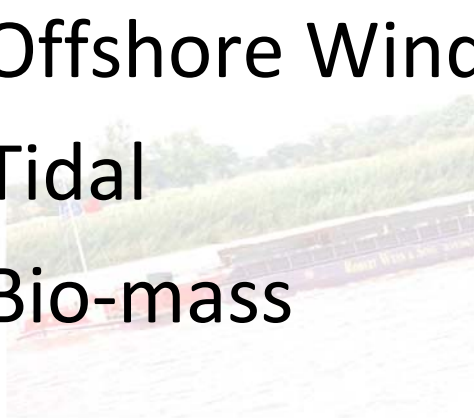
- THMA has been operating for 17 years
- Over 100 companies based in the region
- From South Bank of Humber up to Teeside
- Members working independently or as part of collaborative groups
- Benefit of combining specialised members skills to win business

THMA Sectors

- Renewables - Sam Pick
- Defence - Steve Munday
- Offshore Oil & Gas – Brian Bullock
- Nuclear – Charles Dent
- Commercial Shipping – Peter Baker
- Inland Waterways – Peter Baker

THMA Renewables

- Onshore Wind
- Offshore Wind
- Tidal
- Bio-mass



Offshore Wind

- Significant opportunity for Yorkshire & Humber based SME's
- Location of Humber ports – Goole, Grimsby, Hull and Immingham
- Opportunity for Whitby & Scarborough
- Opportunities in Installation and Operations & Maintenance supply chain

What THMA Offers

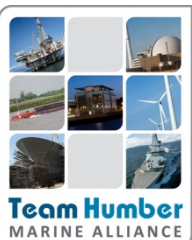
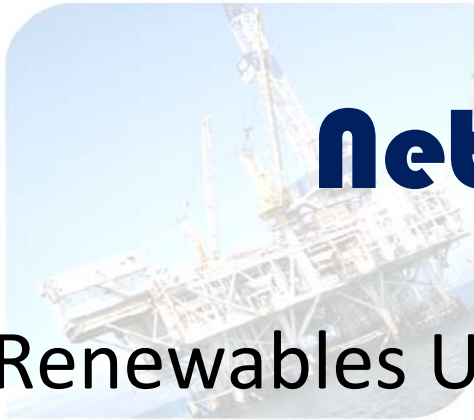
- Attendance at events and conferences: Renewables UK, All Energy, Seawork etc
- Extension of members sales & marketing
- Supply of sales leads and opportunities
- Participation in regional and national networks and associations
- Collaborative working model
- Bid training and Quality Standards

Practical Support

- All sector champions have practical experience and run successful SME's
- We are not a “sign posting” organisation
- Involvement with developers in supply chain events – ie Siemens, E.on, Mainstream etc
- Supply chain mapping
- Promotion of the region and our offering

Network Partners

- Renewables UK
- Renewables Network
- Yorkshire Forward
- Business Link
- MASS
- UK Trade & Investment
- Local authorities



THMA Involvement

- Open to all regional based marine engineering companies
- Membership is free of charge through to January 1st
- Opportunity for associate members and sponsors!



Thank you for attending!

For further information please contact:

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