

INTERNATIONALISATION SERVICES

Support for Offshore Renewable Energy SMEs targeting to enter markets in United Kingdom or United States of America or Australia

JCI Project: ELBE Eurocluster

ELIGIBILITY CONDITIONS (FOR WHOM?)

SMEs interested in promoting their offshore renewable energy related solutions and/or products in the United Kingdom (UK), the United States of America (USA) or Australia.

To apply for the support, applicants are required to:

- **Be a SME** according to the European definition: the formal definition is available here: https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en ;
- **Develop a product or service positioned on the offshore renewable energy value chain:** project development & siting, assembly & installation, foundations, design and manufacturing of converters (e.g. wind turbines, wave and tidal converters), grid connection, operation & maintenance and/or support services & auxiliary equipment;
- **Be located in one of the following eligible countries: EU-27 or an non-EU country participating in Single Market Programme (SMP)/COSME Strand** (see the list of other countries participating [here](#)).

WHY GET THE SUPPORT FOR OFFSHORE WIND SMEs TARGETING UNITED KINGDOM, UNITED STATES OF AMERICA OR AUSTRALIA?

The **United Kingdom** has 14GW offshore renewable energy capacity installed, and the ambition is to deploy up to 50GW by 2030, with up to 5GW coming from floating offshore wind. The project pipeline of around 77GW across 80 projects offer significant opportunities around the whole offshore value chain.

The **United States** offshore renewable energy pipeline mounts up to 53GW. Offshore wind installation works are ongoing at the East coast with two offshore wind farms reaching completion. Recently, new lease areas have been opened in the Gulf of Mexico. The US targets to deploy 15GW of floating offshore wind by 2035.

Australia has one of the best offshore renewable energy resources in the world, with a maximum theoretical capacity of 2,000GW. Currently, Australia has over 40 offshore wind projects proposed for development. The projects in Victoria and in New South Wales are most advanced. Australia is an emerging market. The first offshore wind farms are expected to become operational from 2032.

WHAT DOES THE SUPPORT INCLUDE?

The support received from the ELBE Eurocluster should be dedicated to actions looking for a market development in the United Kingdom, the United States of America or Australia such as, flights and accommodations for a business visit in the target country, cost for support of a service provider of the SME's choice to establish contacts in the target country, or participation to a dedicated event in the target country. These are some examples, other activities related to onsite market development are also included in this support.

The internationalisation activities funded by this support have to be finalised by **November 15, 2024**.

FINANCIAL SUPPORT PROVIDED

If you are an SME, you will receive the support for your international development in the form of a lump sum. This amount is:

- 1,500 € for the UK
- 2,500 € for the USA
- 3,000 € for Australia

SMEs may apply for support for more than one country. If so, they should submit one application per country.

The total support available for this call for proposals for all three countries amounts to 53,000 € and is divided as stated below:

- 15,000 € for the UK
- 20,000€ for the USA
- 18,000 € for Australia

If there are not enough successful applicants for one of the countries, ELBE Eurocluster reserves the right to shift the unused budget to other destinations until completing the total budget, by order of evaluation.

The internationalisation support will be paid out in 2 payment instalments of 50% each. The first instalment will be paid after the signature of the subgrant agreement between the beneficiary and the ELBE partner. The second instalment will be paid after the realisation of the service.

SELECTION

A limited number of SMEs can benefit from the financial support. Eligible applicants (cf. eligibility conditions) will be evaluated upon the following selection criteria:

- Criterion 1: Maturity of the solution to be exported;
- Criterion 2: Knowledge and identification of the markets and stakeholders to be approached;
- Criterion 3: Steps that have been already deployed to reach the selected market.

Each criterion will be scored up to 5 points. No half points are allowed. The total score is comprised by adding the scores of the three criteria and will be of maximum 15 points. The minimum total threshold is 7 points, SMEs below that score will not be funded.

In case of proposals reach equal scores, the prevailing one would be the one with a higher score under criterion 2. If two proposals have equal scores and the same score under criterion 2, the prevailing one would be the one with a higher score under criteria 3.

The meaning of the scores for the sub-criteria are as follows:

- 1 – Poor:** the sub-criterion is addressed in an inadequate manner, or there are serious inherent weaknesses;
- 2 – Fair:** while the proposal broadly addresses the sub-criterion, there are significant weaknesses;
- 3 – Good:** the proposal addresses the sub-criterion well, but with at least one moderate weakness;
- 4 – Very good:** the proposal addresses the sub-criterion very well, although with minor weaknesses;
- 5 – Excellent:** the proposal successfully addresses all relevant aspects of the sub criterion in question. Any shortcomings are minor.

A two-step assessment procedure will be followed safeguarding the principles of transparency and equal treatment as described below:

- Eligibility check of the Application Form.
- Evaluation of the Application Form by the ELBE partners.

Submitted applications will be assessed by the representatives of the ELBE Eurocluster partners (2 ELBE reviewers per application). The final score of the application will be determined as average of the scores attributed by the different assessors. Thus, the final score might be containing decimal points. The assessment period shall take maximum 21 days, starting from the closing date of the call. The applicants will receive an e-mail about the outcome of the assessment directly after the assessment is finalised along with instructions for the next steps if their proposal has been awarded. The successful applicants will be requested to sign a formal Contract within 30 days from the notification of the project approval.

For any complaints against outcomes of the internationalisation services selection process, these have to be submitted by the applicant to your local contact point (Cf. Below the list of contact points) within 5 calendar days after the announcement of the Open Call results. Your email should include the following information:

- Lead contact name and details;
- Object of your complaint;
- Information and evidence of the alleged breach.

The ELBE Eurocluster partner in charge (local contact point) will examine the complaint based on the information brought forward by the applicant, will assess the case, and decide whether the complaint is justified or not and will inform the applicant on the decision taken. If the complaint is considered justified, ELBE Eurocluster partners will re-evaluate the project application and the related assessment part, subject to the complaint. The final decision on the complaint will be communicated to the applicant in writing within 20 working days from the date of submitting the complaint. This decision will be final, binding to all parties and not subject to any further complaint proceedings within the programme if the complaint is based on the same grounds.

For technical issues concerning the submission procedure, please contact Ann Overmeire: ann.overmeire@blauwecluster.be and copy your contact point.

No justification of costs is expected for the use of the lump sum. However, SMEs are expected to answer an **impact assessment report** after the internationalisation service (description of the progress of the service, number of meetings, type of collaboration, business agreements, etc.). The data collected as part of this survey will only be used for the purposes of ELBE Eurocluster project. The final payment of 50% will be executed after submission and approval of the impact assessment report. The report has to be sent to Ann Overmeire: ann.overmeire@blauwecluster.be, with copy to your contact point, at the latest by **November 29, 2024**.

APPLICATIONS

Applications shall be submitted by May 20, 2024, 5:00 pm CET at the latest, on the EU Survey platform: https://ec.europa.eu/eusurvey/runner/ELBEInternationalisationservices_Call2

Applications shall be submitted in English. For any enquiry, you can contact your ELBE national contact point:

Country	Partner	Contact	E-mail address
Spain	CEPV	Marcos Suarez Ander González	msuarez@clusterenergia.com agonzalez@clusterenergia.com
Belgium	DBC	Ann Overmeire	ann.overmeire@blauwecluster.be
France	PMM	Colin Ruel	ruel@polemermediterranee.com
Sweden	RISE	Nermina Saracevic	nermina.saracevic@ri.se
Norway	GCE NODE	Tom Fidjeland	tom@gcenode.no
Poland	PV	Dąbrowski Łukasz	L.Dabrowski@pomorskie.eu
Denmark	ECD	Peter Lundberg	plu@energycluster.dk

Shall you be from another country than those listed, please choose any of the partners listed above as your contact point.

ELBE Eurocluster project offers a set of services such as training services, financial support to innovation, individual services and internationalisation services. The number of support services offered to each applicant from ELBE Eurocluster open calls is not limited. However, the maximum amount to be awarded by ELBE Eurocluster is 60.000 € per SME.

ABOUT THE ELBE ALLIANCE

The [ELBE Alliance](#) aims at positioning Europe as the world technological and industrial leader in Offshore Renewable Energy. It gathers eight European clusters with 1,000 top expert companies and R&D organizations. In 2022, the members of the Alliance became a Eurocluster. Thanks to this initiative, the Alliance has a budget of more than €1M that is articulated through different open calls supported by Cascade Funding. The aim of [ELBE Eurocluster](#) supports the development of SMEs in the field of Innovation, Internationalisation, Networking, and Training. ELBE Eurocluster is co-funded through the Single Market Programme implemented by the European Innovation Council and SMEs Executive Agency (EISMEA).

CONFIDENTIALITY AND DATA PROTECTION

GDPR compliance: The General Data Protection Regulation (2016/679/EU) guarantees that the processing of data is carried out in compliance with the fundamental rights and freedoms, as well as the dignity of the data subject with reference to confidentiality, personal identity and the right to data protection.

By applying, the applicant agrees on the storage and use of its personal data for the execution of the ELBE Eurocluster objectives and work plan. The ELBE Eurocluster consortium commits to handling personal data and company data confidentially except for the call results, which may contain information about successful ELBE Eurocluster Services' applications.

The processing of data that ELBE Eurocluster intends to carry out will be based on lawfulness and correctness in the full protection of its rights and its confidentiality pursuant to the general principles of the GDPR and its art. 24. Therefore, the competitors are informed of the procedure that the data provided by the applicants will be treated exclusively with reference to the procedure for which they submitted the documentation.

The applicants can exercise their rights towards the data controller, pursuant to article 12 of the GDPR. For any inquiries regarding the processing your personal data, please contact Marcos Suarez: msuarez@clusterenergia.com. Application, selection and evaluation will be performed under the appropriate ethical conduct and will respect the confidentiality of the information received.

DISSEMINATION

For dissemination and use of results generated through the financial support from ELBE Eurocluster, the recipients must credit the ELBE Eurocluster project through proper citation and appearance of the ELBE Eurocluster logo and EU funding mention.

GENDER EQUALITY

ELBE Eurocluster seeks gender balance. Therefore, applicants are invited to take all measures to promote equal opportunities between men and women in the implementation of the action. They must aim for a gender balance at all levels of personnel assigned to the action, including supervisory and managerial levels to the extent possible.

DISCLAIMER

Purpose: This text is explaining the ELBE Eurocluster Internationalisation Support Scheme for information purposes only. No rights can be claimed based on this document. Funded by the European Union, views and opinions expressed are however those of the author only and does not necessarily reflect those of the European Commission or the European Innovation Council and SME Executive Agency (EISMEA). Neither the European Union nor the granting authority can be held responsible for them.

Funded by the European Union, views and opinions expressed are however those of the author only and does not necessarily reflect those of the European Commission or the European Innovation Council and SME Executive Agency (EISMEA). Neither the European Union nor the granting authority can be held responsible for them.

Mistakes or inconsistencies: The ELBE Eurocluster consortium is not responsible for any mistakes or misinterpretations that this text may cause. In the case of inconsistencies, the ELBE Eurocluster partnership will determine the steps to be taken, in cooperation with the applicant concerned.

Consequential damages: In no event shall either party be liable to the other or any of its affiliates for any consequential, incidental, indirect, special, punitive, or exemplary damages (including, without limitation, lost profits, business, or goodwill) suffered or incurred by such other party or its affiliates in connection with this innovation support mechanism, even if advised of the possibility of such damages.

FINANCIAL CAPACITY

“The SME applicant must have the financial capacity to carry out the actions described in their proposals and to properly manage the financial support granted to them.

Each SME must be in alignment with the following situations:

- ✓ Is no bankrupt or being wound up, is not having affairs administrated by the courts, has not entered into an arrangement with creditors, has not suspended business activities, is not the subject of proceedings concerning those matters or is not in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- ✓ Is in compliance with its obligation relating to the payment of social security contributions and the payment of taxes, in accordance with the legal provisions of the country in which it is established;
- ✓ Is not subject to a conflict of interest in connection with the grant”.

VISIBILITY

“For dissemination and use of results generated through the financial support from ELBE EUROCLUSTER, the SME beneficiaries must acknowledge the EU support, displaying the European flag (emblem) and funding statement (also include the disclaimer) as indicated below. As well must credit the ELBE EUROCLUSTER project through proper citation and visibility of the ELBE EUROCLUSTER logo:



Funded by the
European Union

This project has received funding from the European Union’s Single Market Programme, via the Open Call (...)

DOUBLE FUNDING

“The SME applicant cannot apply for and/or receive funding outside of ELBE EUROCLUSTER for a similar project that could lead to a potential double funding of the same action. The ELBE EUROCLUSTER Consortium may carry out the necessary control actions with other SMP Eurocluster Consortia and other EU-funded projects to verify that there is no double funding ongoing”.