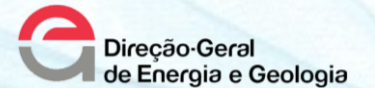


OEE 2019 knowledge sharing workshop

Financing for Effective Development

Tim Hurst

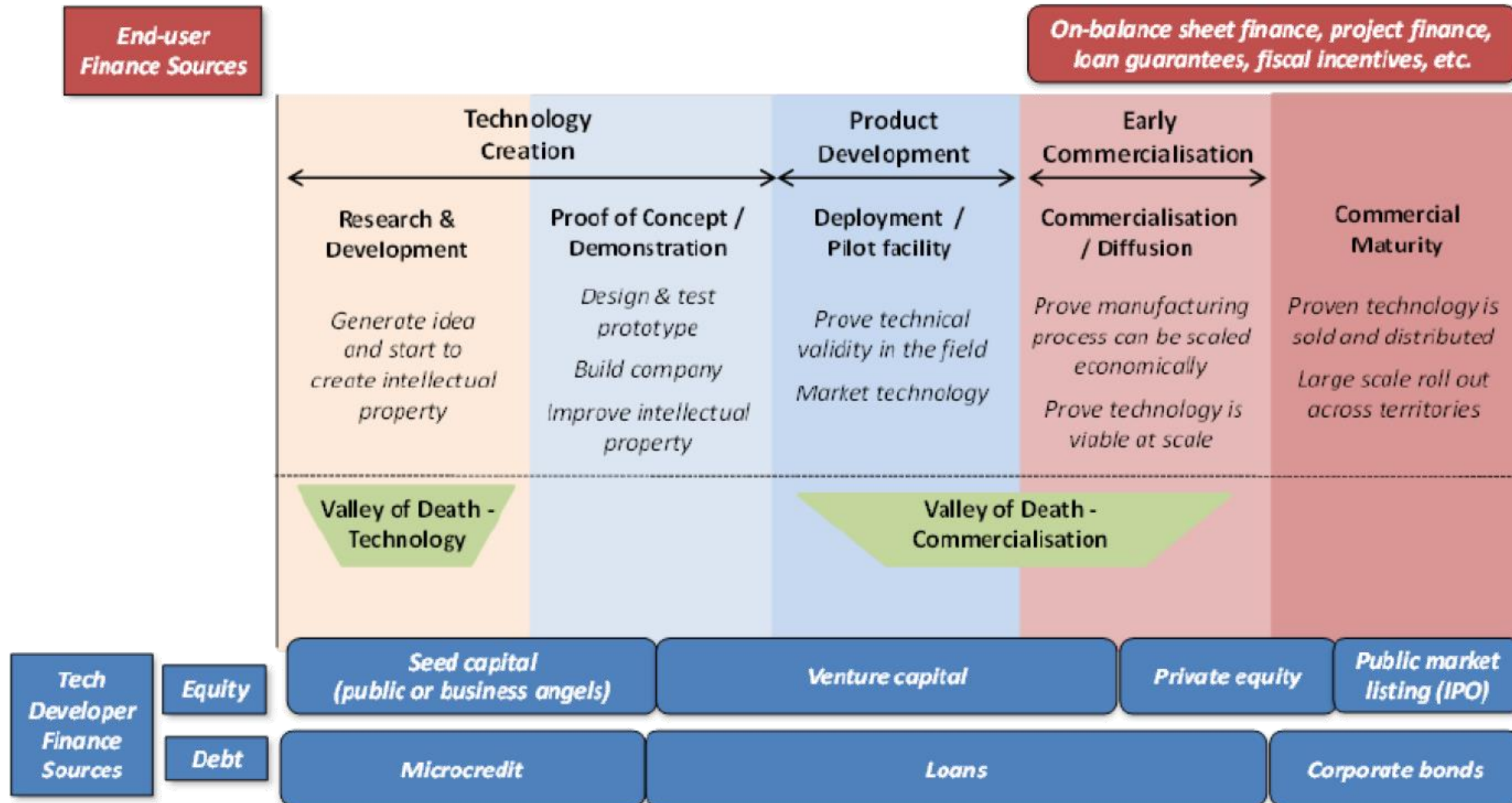
OEE, Dublin, 30th September 2019



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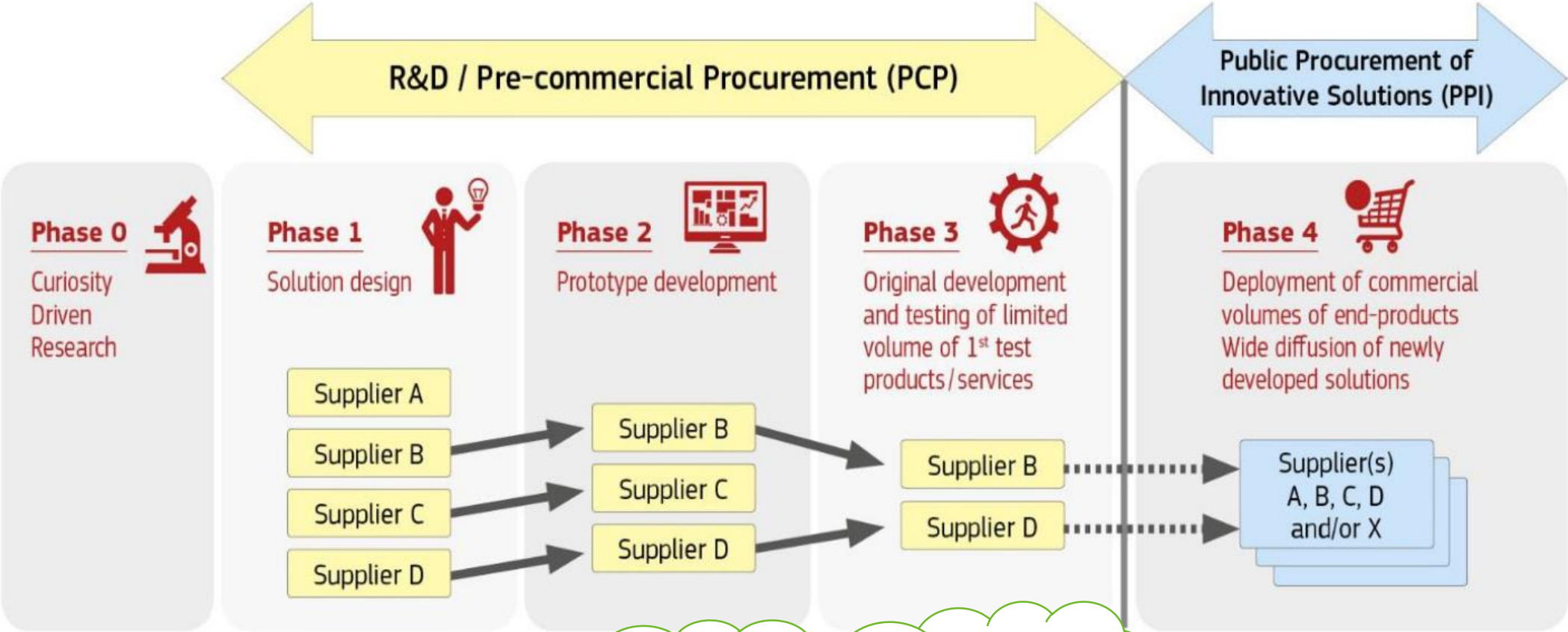


Financial Challenges – Marine Technologies

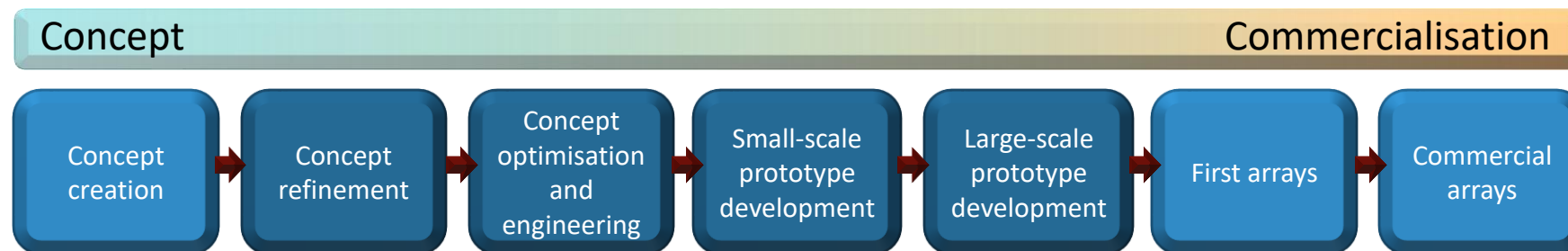


- **R&D project funding.** The maximum grant rate is 25% for a large firm, 35% for a Medium firm (50-250 FTEs) and 45% for a Small firm. This is the basis of previous Government funding schemes and requires match funding.
- **Collaborative R&D project** funding between Public Body and a private R&D firm. Essentially there is a commercial agreement on costs and share in the rewards established up-front in a commercial way, resulting in joint funding of an R&D activity. Can provide 100% funding without a competitive process.
- **Pre-Commercial Procurement.** A competitive procurement process that funds several entrants to develop technology to a common specification. The best solutions are selected at key stages with the best two being taken to completion. Allows 100% funding but must maintain competition.

Pre-Commercial Procurement



- Stage gate development is an industry wide approach to technology development.
- Metrics set the “pass marks” at the transitions between stages.
- Combining Stage Gate development with PCP and Metrics creates a structured technology development framework.



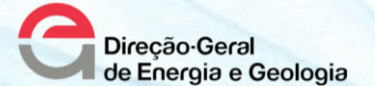
- What are the financial needs of the sector
 - What TRL levels have greatest needs?
 - How will developers, funders and private investors adhere to the recommendations?
- How can Public Authorities meet these needs
 - Do state aid and procurement rules allow enough flexibility to support the Marine Sector?
 - What innovations are required to support the sector and bridge the valley of death?



Thank you for your attention!

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