

Development of International Standards and Certification schemes for Marine Energy Technologies

Deliverable D1.8.2

Report on B2B meetings and events

Project No. 2S01-020



With the financial support of





 low-carbon technologies

TS62600-201
TIDAL RESOURCE ASSESSMENT

TS62600-30
ELECTRICAL POWER

TS62600-200
POWER PERFORMANCE ASSESSMENT

TS62600-40
UNDERWATER ACOUSTICS

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Author

NAME [USE TABLE-TITLE]	ORGANISATION [USE TABLE-TITLE]
Pieter Mathys	Ghent University

Revision history

REVISION	DATE	AUTHOR	ORGANISATION	DESCRIPTION
1.0	27/01/19	Marijke Mahieu	Ghent University	Revision
1.1	30/0/20	Marijke Mahieu	Ghent University	Revision - final

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0. Introduction

The role of the Business Developer in the MET-CERTIFIED project is to identify and coordinate business opportunities in the 2Seas region to increase the impact during and after the project period (cfr. Application form).

One way of handling this is to connect potential clients to products/services that may be an output and by supporting business development and innovation. B2B meetings and events are an excellent opportunity to reach these goals.

Therefore Power-Link UGent, responsible for this deliverable, will organise, co-organise or take part in targeted B2B events to create opportunities for cooperation and synergies between businesses, based on the inventory (D 1.8.1) and to promote transnational cooperation between businesses. This also includes the initiation and support of collaborative innovation and business development of companies in the 2Seas region in the marine energy sector.

This deliverable is finalised and has achieved more than the expected result (achieved value of 10 instead of expected 8).

1. B2B @ North Sea Offshore Event 2017

June 2017, Den Helder (DMEC), NL

DMEC and MET-CERTIFIED gave a full-morning workshop titled “Marine energy opportunities for the offshore industry” on the opportunities of gaining energy from water and the options for tidal energy, tidal basins, wave energy, osmosis energy, aquatic biomass and ocean thermal energy conversion. During the workshop the focus was also on certification and the importance of internationally recognised standards and certification schemes for marine technology.

Martijn Geertzen from project partner NEN lead the discussion on behalf of MET-CERTIFIED, about the demonstration of marine energy technologies at open water test facilities.



Dear relation,

On the 1st of June 2017 the North Sea Offshore (NSO) event, the yearly event for the offshore, oil & gas and renewable offshore industries, will be held at Den Helder. The theme for this year is *New Energy*. Following that theme, DMEC and MET-CERTIFIED will organise a workshop called “Marine energy opportunities for the offshore industry”. We kindly invite you to participate in this workshop!

The workshop will be held from 09.00 to 12.15h at the Theater De Kampanje at Willemsoord 63 in Den Helder. You can read more about the content and programme of the workshop below. Go to <http://northseaoffshore.nl/gratis-registratie/> for more information about the NSO event and how to register.

We hope to welcome you on the first of June!

Kind regards,

The DMEC team

The programme of the workshop:

09:00	<i>Registration North Sea Offshore</i>
09:30	Welcome Katja Naber, Port of Den Helder
09:45 – 10:15	Marine energy as a sustainable energy resource Britta Schaffmeister, DMEC
10:15 – 10:45	Current developments: Risk reduction of Marine energy projects through international certification Martijn Geertzen, NEN on behalf of the MET-CERTIFIED project Demonstrating marine energy technologies at open water test facilities Rachida Ftachi, Antea Group on behalve of the FORESEA project
10:45 – 11:00	Coffee break Accelerating Innovation through an international early stage SME support program
11:00 – 11:15	Justin den Hartog / Iris Hoefnagels, DMEC on behalve of the NWE MEA initiative
11:15 – 11:45	Opportunities for collaboration: Tidal energy - Hans van Breugel, Tocardo International Wave energy - Fred Gardner, Teamwork Technology OTEC energy - Paul Dinissen, Bluerise
11:45 – 12:15	Discussion on potential synergies

FIGURE 01 - INVITATION AND PROGRAMME OF WORKSHOP AT NORTH SEA OFFSHORE EVENT 2017

2. B2B @ Marine Energy Event 2017

October 2017, Amsterdam, NL

Marine Energy Event was held on October 11 2017 as part of Offshore Energy Exhibition & Conference (OEEC) in Amsterdam. It gathered a great number of industry experts who discussed the latest in marine energy with a focus on conditions for commercial success, which was also the topic of the 2017 event.

The Marine Energy Event started with an introductory address, delivered by the chairman of the event, and MET-CERTIFIED Project Manager, Peter Scheijgrond, with an overview of research and development, testing, certification, insurance, and financing, as well as the trends and export markets for the marine energy sector - all of which was due for discussion during the event.

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FIGURE 02 - MARINE ENERGY EVENT 2017 PANELISTS

Certification and risk reduction, and what this precisely means for the marine energy sector, was clarified in a session that hosted Olivier Benyessaad, Offshore Business Development Manager at Bureau Veritas (an observer within the MET-CERTIFIED project), who talked about standardization and certification, reflecting on the work being done under IEC TC 114 and MET-CERTIFIED initiatives.

The BD of UGent, Pieter Mathys, participated, and a meeting with a potential supplier (confidential) for the UFS of Tocardo (Thijs Mandersloot & Bart Boosman) was held at the booth of Tocardo at OEEC.

The event was concluded with a networking reception to discuss the topics of the day and to make new contacts within the sector.

3. Workshop @ International Waters Network 2017

October 2017, Gran Canaria, ES

The fourth meeting of the International WaTERS (Wave and Tidal Energy Research Sites) network took place in Gran Canaria (Canary Islands), in Spain on 30-31 October 2017. Jointly hosted by the European Marine Energy Centre (EMEC), one of the MET-CERTIFIED project partners, and the Oceanic Platform of the Canary Islands (PLOCAN), the 4th International WaTERS workshop brought together 17 delegates spanning ten test centres and eight countries.

Hosted by PLOCAN in Gran Canaria this time round, the discussions focused on knowledge sharing within transnational research programs - including FORESEA, MaRINET2, Mariner-g-i and MET-CERTIFIED - as well as looking at specific R&D areas that test centers can collaborate on to support the industry towards commercialization.



FIGURE 03 - WORKSHOP PARTICIPANTS INTERNATIONAL WATERS NETWORK 2017

4. B2B @ Ocean Energy Europe (OEE) 2017

October 2017, Nantes, FR

At Ocean Energy Europe 2017, La Cité des Congrès de Nantes in France on the 24th of October 2017, MET-CERTIFIED organized the fifth and final transnational workshop on standardization and certification of Marine Energy.

Simultaneously, the BD participated in OEE & ETIP Oceans B2B, whereby MET-CERTIFIED was pitched.

The following companies or affiliations were attending: WavEC, Nova Innovation, QED Naval, wES, Kraken Subsea, Sabella, SDI, HIE, Waeamec, MPS, Marei, Politecnico di Torino, Atlantis resources, Hann-Ocean, FEM, Naval Energies, Aquatera, OEE, Omgat Consulting, RISE, Wave Hub, DEME Blue Energy, European Commission (H2020 & EASME, Mojo Maritime, EDF, ECN & Sme-REV, Tidal Lagoon Power, DNV GL, Exceedence, James Fisher Marine Services, Inyanga Tech, Quocean, Jupiter Hydro, ORES, Ambassade Britannique, Laminaria, Wave Hub, CEA, Naval Energies, DG Mare & Région Normandie.

1 REPRESENTATION FOR 3 OE GROUPS @ TRL: 3-9

1. Ghent University – EnerGhentIC: **expertise**

2. Offshore Energy Cluster: +30 companies FL: on innovative project scoping: **experience**


+ 712 MW Offshore wind, with growth to 2,2 GW & 5 MW wind
3. 2Seas MET-CERTIFIED: certification & standardisation: **bankability**


FIGURE 04 – SLIDE FROM PITCH PRESENTATION PIETER MATHYS @ OCEAN ENERGY EUROPE 2017

A direct outcome of this workshop was the first stage proposal of specific H2020 call (confidential), led by Marin and with involvement of the (amongst others) following MET-CERTIFIED partners: DNV-GL, Tocado & UGent. The proposal was not selected for 2nd stage application.

5. Participation in International Conference on Ocean Energy/Seanergy (ICOE) 2018

June 2018, Cherbourg, FR

MET-CERTIFIED sponsored the ICOE2018-Seanergy Conference and Exhibition in Cherbourg, France from 12 to 14 June. The exhibition welcomed over 2500 individual participants covering the entire supply chain and a broad geographical area.

MET-CERTIFIED was represented by project partners DMEC, Tocado, EMEC & Ghent University, as well as observer partners Bureau Veritas, IEA Ocean Energy Systems, Ocean Energy Europe & France Energies Marines.

The project team reached out to the marine energy certification stakeholders in several ways:

- MET-CERTIFIED co-hosted the B2B with Enterprise Europe Network: over 900 B2B meetings were organized, including 40 B2B meetings with MET-CERTIFIED partners.
- All conference attendees received the MET-CERTIFIED flyer in their welcome package.
- MET-CERTIFIED submitted a paper, "Advancing IEC standardization and certification for tidal energy convertors".
- MET-CERTIFIED presented the project progress during a presentation by Peter Scheijgrond from lead partner DMEC.
- Observer partner Bureau Veritas gave a presentation titled "Certification Schemes for Marine Renewable Energy Technologies".
- Project partner EMEC had a stand, which included a scale model of Tocado's Universal Floating System to be built within the MET-CERTIFIED project.
- MET-CERTIFIED got a lot of visibility, through the ICOE mailings, the logo on participant's badges, on stage banners and of course the B2B's.
- A steering group meeting was held with the project partners proceeding the conference & exhibition.

Some impressions of our work in ICOE:

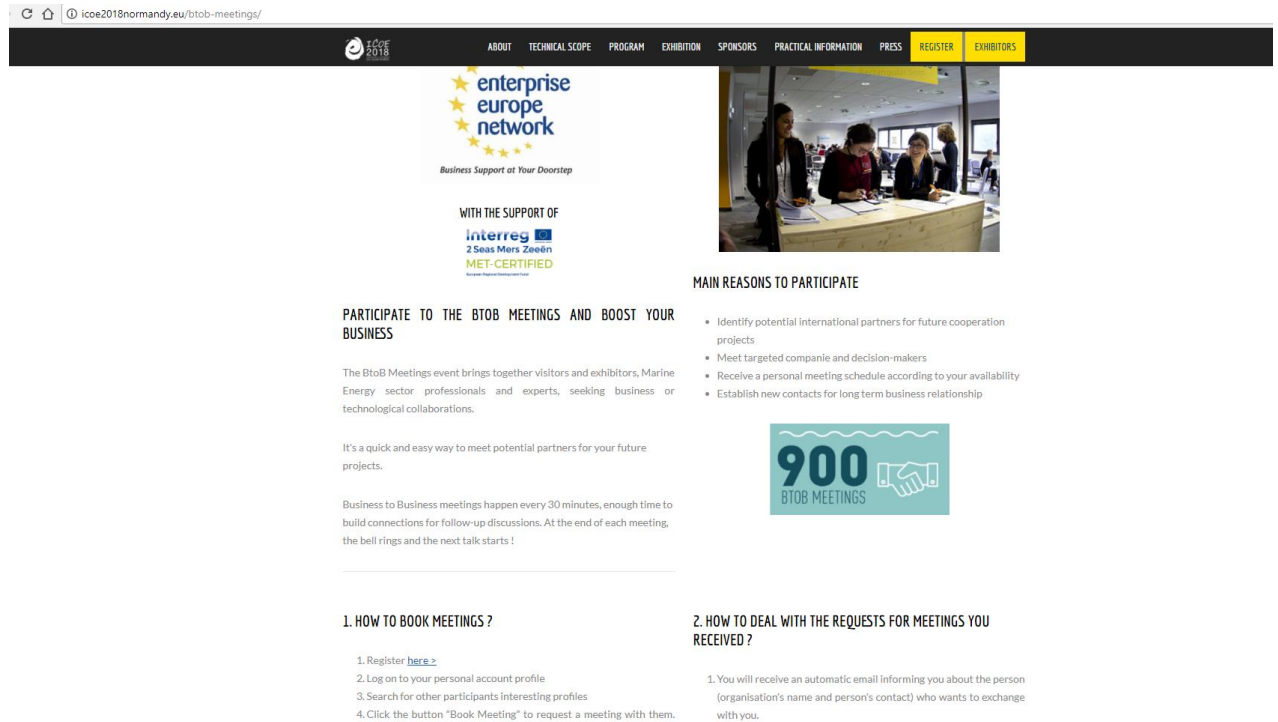


FIGURE 05 - WEBSITE PAGE ABOUT B2B'S OF ICOE WITH MET-CERTIFIED LOGO

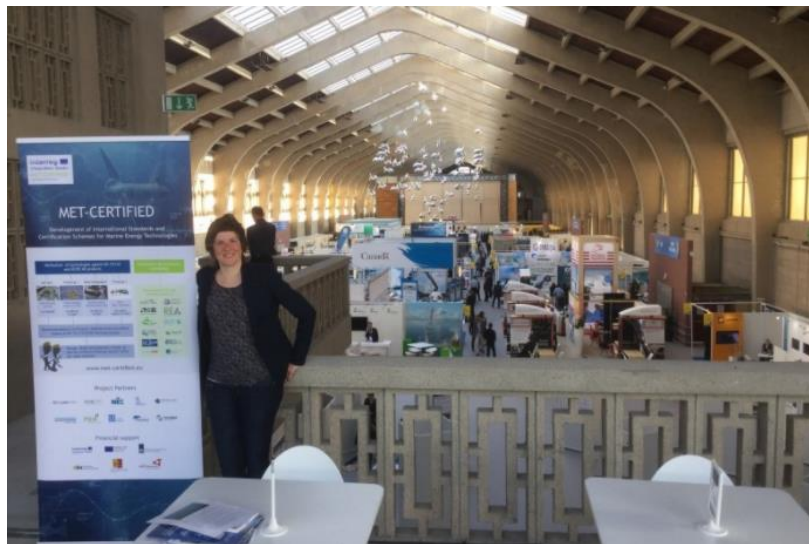


FIGURE 06 - MET-CERTIFIED PROJECT COORDINATOR AT THE B2B MEETINGS AT ICOE 2018



FIGURE 07 - MET-CERTIFIED B2B MEETINGS AT ICOE 2018



FIGURE 08 - PRESENTATION OF MET-CERTIFIED BY PROJECT MANAGER PETER SCHEIJGROND



FIGURE 09 - A MET-CERTIFIED BROCHURE/FLYER WAS PROVIDED IN EVERY RECEPTION BAG

6. Networking lunch @ Innovative Business Network (IBN) event 2018

October 2018, Ostend, BE

On 5th October, the MET-CERTIFIED project and the Innovative Business Network (IBN) Offshore Energy organised a workshop on Emerging Offshore Technologies. Over 70 participants were present, being representatives from the Belgian and European Blue energy sector. This was scheduled after the SGM05, and the site visits. Hence Andrew Smith (finance workshop) participated in this event as well.



FIGURE 10 - MET-CERTIFIED BUSINESS DEVELOPER PRESENTS THE PROJECT AT IBN EVENT

After the morning sessions, including a presentation by the MET-CERTIFIED business developer on the project and an update on the marine energy market, there was a B2B networking lunch hosted by MET-CERTIFIED. This

networking moment brought stakeholders in contact with each other, and introduced them to several business opportunities, to the project and the benefits of certification of marine energy technologies.



FIGURE 11 - MET-CERTIFIED B2B MEETING AND NETWORKING LUNCH AT IBN EVENT 2018

7. B2B @ Ocean Energy Europe (OEE) 2018 annual conference

October 2018, Edinburgh, UK

On 30th and 31st October, the annual Ocean Energy Europe Conference & Exhibition took place in Edinburgh, UK. OEE2018 is an important meeting point for the whole ocean energy sector. Over 400 professionals from all parts of the industry and from 20+ countries yearly come to meet the right people in the busy exhibition hall and get an update on the sector's latest news in the conference.

At the conference, MET-CERTIFIED co-hosted 2 side events: a B2B network meeting and a finance workshop by Andrew Smith of Deja Blue Consulting.

The B2B Meetings event brought together visitors and exhibitors, Marine Energy sector professionals and experts, seeking business or technological collaborations. It was a quick and easy way to meet potential partners for future projects. A number of MET-CERTIFIED partners were present there on behalf of the business development for the certification and standardisation of Marine Energy Technologies.



FIGURE 12 - MET-CERTIFIED B2B MEETINGS AT OEE 2018

8. B2B @ ELBE-seminar at De Meyer - Temse BE (collaboration with the ELBE project)

February 2019, Temse, BE

The goal of this seminar was to strengthen the supply chain for “blue energy” in Europe and to explore opportunities in growth markets around the world, with focus on wave, tidal and floating wind energy. International and local speakers highlighted the state of the art and demonstrated ways to overcome specific challenges of blue energy, by looking at small scale solutions, integration in multi-use platforms and the role of certification in developing new technologies. The sessions focused on themes such as cost reduction, standardisation processes or the identification of niche markets. The seminar also offered the possibility to network with key players from the Belgian offshore energy scene, facilitated by the opportunity of the Ocean Energy ERA-Net call.

In the afternoon section of the programme the MET-CERTIFIED business developer Pieter Mathys presented on the development of technical specification for marine energy convertors under the International Electrotechnical Commission.

The event also included a matchmaking and B2B session in which all participants had the chance to have individual meetings (43 in total).



FIGURE 13 - ELBE-SEMINAR WITH B2B MEETINGS

9. B2B @ TC114 plenary meeting - network dinner

April 2019, Delft, NL

The plenary meeting of the IEC Technical Committee TC114, developing standards for marine energy converters, was hosted by NEN in Delft (NL) in 2019. From 8 to 12th April, over 60 experts from more than 10 countries convened at the Standardisation Institute for the Netherlands (NEN). The plenary was chaired by Mr. Jonathan Colby from US-based turbine developer Verdant Power.

The objective of the meeting was to make decisions in various teams and groups developing and maintaining standards. The scope of TC114 is to develop international standards for the conversion of wave, tidal and other water current energy into electrical energy, although other conversion methods, systems and products were also included, such as Ocean Thermal Energy Conversion.

During the week, national delegates presented on progress made in marine energy in their countries. Prior to the plenary meeting, 12 working groups were scheduled to discuss progress and actions on individual standards. The meetings and plenary were accessible by invitation or on special request.

During network dinners Dutch and Belgian stakeholders from industry and government got an opportunity to meet with the experts.

Delegates from the international committees IEC TC114 on developing standards for marine energy sector got the opportunity to meet with Dutch stakeholders and invited guests from the Dutch Energy from Water Association (EWA) and Netherlands Water Partnership (NWP). Pieter Mathys, Innovation Manager for the MET-CERTIFIED project, attended the network dinner on the train (with more than 40 attendees) on 10th April.



FIGURE 14 - MET-CERTIFIED SPONSORED DINNER TRAIN AT TC114 MEETING

10. B2B (informal) @ Seanergy Conference

June 2019, Dunkerque, FR

MET-CERTIFIED was represented at the 2019 edition of Seanergy, the international forum dedicated to Offshore Wind and Marine Renewable Energy. MET-CERTIFIED hosted a joint stand with PoM West-Flanders in the exhibition hall (stand C41) to welcome all interested parties to talk about the value of certification for marine renewable energy. Furthermore, the MET-CERTIFIED team took the time to visit all other interesting stands in the fair, so hold informal B2B's, to ask them about their certification needs and progress and to talk to them about the project.

Amongst the visited entities were FEM, Seeneoh, Sabella, Hydroquest & GEPS.





FIGURE 15 - INFORMAL MET-CERTIFIED B2B MEETINGS AT SEANERGY 2019, DUNKERQUE