



INTERNATIONALISATION SERVICES

Support for Offshore wind SMEs targeting South Korea

JCI Project: ELBE Eurocluster

FOR WHOM?

European SMEs interested in promoting their offshore wind related solutions and/or products in South Korea.

To apply for the support, it is 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 wind value chain: project development & siting, assembly & installation, foundations, design and manufacturing of converters (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, Liechtenstein, Iceland and Norway.

WHY GET THE SUPPORT FOR OFFSHORE WIND SMEs TARGETING SOUTH KOREA?

South Korea plans to realize 12 GW of offshore wind projects by 2030, including floating wind. European expertise will be necessary to achieve this goal.

WHAT DOES THE SUPPORT INCLUDE?

The ELBE Alliance will select 15 SMEs to receive financial support of 2000 €. This support will enable the SME to start and deploy its market strategy towards South Korea.

The support received from the ELBE Eurocluster should be dedicated to actions looking for a market development in South Korea.

Successful applicants may use the financial support received to join the ELBE Alliance mission to South Korea that will be held from November 26th to 30th in Seoul and Ulsan/Busan.

The ELBE Alliance offshore wind mission to South Korea will include:

- Meeting with KOTRA (Korea Trade- Investment Promotion Agency) and KWEA (Korea Wind Energy Association) explaining the offshore wind potential South Korea;

- The Korean offshore wind permitting process;
- Presentation of Floating Wind Projects in Ulsan;
- Presentation of Smart Mooring solutions promoting co-existence between floating offshore wind and fisheries/ aquaculture;
- Technical Seminar;
- Presentation by Busan Port Authorities (BPA) and Busan 2030 World expo;
- Visit to a Shipyard;
- Visit to a production yard (industrialisation opportunities for producing floaters and optimal use of the Korean supply chain).

Please contact Hanne DEPREZ: hanne.deprez@blauwecluster.be for more information on the South Korea mission.

FINANCIAL SUPPORT PROVIDED

If you are an SME, you will receive a support of 2000 € to finance part of your South Korea international development in the form of a lump sum.

SELECTION

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

- Maturity of the solution to be exported;
- Knowledge and identification of the markets and stakeholders to be approached;
- First steps that have been already deployed to reach the South Korean market.

Each criterion will be scored up to 5. The total score is comprised by adding the scores of the three criteria and will be of maximum 15 points.

Each sub-criterion is rated between 1 and 5 points. No half points are allowed (decimal points may arise during normalisation, but not as an individual evaluation grade).

In case of proposals with equal scores, the prevailing one would be the one that have already conducted preliminary steps to understand, know and reach the South Korean market.

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.

Submitted applications will be assessed by the representatives of the ELBE Eurocluster partners (2 ELBE reviewers per application). The assessment period shall take max. 40 days, starting from the closing date of the call and will be complete with the development of a ranking list. 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 in the case the applicant is awarded. The successful applicants will be requested to sign a formal Contract with ELBE partners within 30 days from the notification of the application approval.

For any complaints against the internationalisation services selection process, these have to be submitted by the applicant on behalf of the project to msuarez@clusterenergia.com or 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 partners 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 and the consortium 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 Hanne DEPREZ: hanne.deprez@blauwecluster.be and copy your contact point.

REPORTING

No justification of costs is expected for the use of the lump sum. However, SMEs are expected to answer a very short impact assessment report after the mission (number of meetings, type of collaboration). The data collected as part of this short survey will only be used for the purposes of ELBE Eurocluster project.

DEADLINE

Applications shall be submitted by September 11th 2023, 05:00 pm CET at the latest, on the EU Survey platform: <https://ec.europa.eu/eusurvey/runner/ELBEInternationalservices>

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	Hanne Deprez	hanne.deprez@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	Gustavo Ferra de Luna	gfl@energycluster.dk

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

ABOUT THE ELBE ALLIANCE

The [ELBE Alliance](#) gathers eight leading European clusters in Offshore Renewable Energy. It aims to contribute positioning Europe as the world technological and industrial leader in Offshore Renewable Energy by supporting internationalisation of European SMEs and other relevant stakeholders, with a focus in North America (US, Canada), South America (Brazil), Asia (Japan, Korea, Taiwan) and Australia.

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 Logo, including the proper citation " This project has received funding from the European Union's Joint Cluster Initiatives programme under grant agreement No 101074230".

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. This document does not reflect the views of the European Commission nor EISMEA.

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.