

OFTO Tender Round 11 Launch Webinar: OFTO-related service providers

OFTO Tender Round 11 Launch Webinar: OFTO-related service providers

People registered for the OFTO Tender Round 11 Launch Webinar on 14 February 2024 were invited to provide brief details of their organisation and the services it offers, to be shared with other people registered to attend the event. The table below presents the information submitted.

The information provided is for information only and is intended for use by those organisations that attended the OFTO Tender Round 11 Launch Webinar. The information should only be used in connection with OFTO tenders. The information has been provided by the organisations listed. Ofgem does not warrant the accuracy, quality, legality or reliability of any information or content contained or linked to in this document and no reliance should be placed on the information provided. Ofgem does not endorse any of the organisations listed and nothing contained within this document should be taken as constituting or implying Ofgem's endorsement or recommendation of any such organisation, its business or its employees.

Organisation name	Contact details	Introduction and summary of services	URL
Addleshaw Goddard LLP	Karen Rowe karen.rowe@addleshawgoddard.com	International law firm	https://www.addleshawgoddard.com/en/
Amberside Advisors	Marta Kolodziejska marta.kolodziejska@amberside.uk	Amberside Advisors is a full-service financial and commercial advisor to investors and companies in the infrastructure and renewables sectors. With a team of over 40 advisors, analysts and financial modellers, Amberside combines senior-level commercial analysis with financial modelling expertise, layered with industry-specific experience. We have worked with majority of the winning bidders since the beginning of the OFTO programme (e.g. the Hornsea One), to provide evidence to lenders and enhance the Clients' position and understanding of their portfolio performance.	https://amberside.uk/
ARUP	James Tunney james.tunney@arup.com	Arup has been involved in all OFTO Tender Rounds since its instigation in 2009. Our integrated team provide lead financial advice and technical due diligence. Our Corporate Finance team has acted as lead financial adviser across multiple rounds including helping new entrants structure bids commercially and financially. Our technical specialists, electrical transmission and offshore experts have supported a number of bidders through ITT and successfully into PB stage and operational stage as LTA.	https://www.arup.com/

Assured Guaranty	Joel Turner joelturner@agltd.com	Assured Guaranty can lower the cost of debt financing and increase the accessible pool of investors for infrastructure projects by providing an unconditional and irrevocable guarantee of the timely payment of scheduled senior debt principal and interest raised by the project. The guarantee typically provides an uplift in credit rating, leading to cheaper funding rates for the project company. Investors can benefit from the credit enhancement through lowered credit risk , improved liquidity of their investment, and more favourable regulatory capital treatment.	https://assuredguaranty.com/
------------------	-------------------------------------	---	---

<p>BDO LLP</p>	<p>Marios Gregori marios.gregori@bdo.co.uk</p>	<p>BDO has a team of industry and financial specialists including chartered accountants, chartered tax advisers and chartered engineers. We can advise at any stage of the project lifecycle from initial development, financing and investment, project procurement, restructuring and divestment.</p> <p>We have collective expertise across our international network which operates in over 160 countries and the range of specialist teams at BDO UK. There are renewables and energy transition industry experts in all the following areas:</p> <ul style="list-style-type: none"> Business restructuring Transaction services Audit and assurance Financial modelling Due diligence Valuations Tax including R&D, corporate tax compliance, transfer pricing and VAT Strategic advisory Business services and outsourcing 	<p>www.bdo.co.uk</p>
----------------	--	--	---

<p>Chubu Electric Power Co., Inc.</p>	<p>Wataru Yamaguchi yamaguchi.wataru@chuden.co.jp</p>	<p>We, Chubu Electric Power, are one of the largest utility companies in Japan, focusing on renewable energy business, nuclear power business, overseas business, and community support infrastructure related business. We are expanding our energy business globally and locally by establishing “Global Business Division” in April 2022 that we strengthen our investments in diverse businesses related to “decarbonization” in Europe and the Asia- Pacific region. For the OFTO business in the UK, we have joined since 2019.</p>	<p>https://www.chuden.co.jp/english/corporate/outline/</p>
<p>CMS</p>	<p>Chris McGarvey chris.mcgarvey@cms-cmno.com</p>	<p>CMS has a wealth of experience advising on all sides of OFTO projects with members of our team having advised bidders or sellers in every single Tender Round to date. Our experience sets us apart. Our team has spent years advising offshore wind farm developers giving us key insights into the commercial arrangements and the regulator giving us unparalleled knowledge of the regulatory framework and process. Our role extends throughout the full project lifecycle and we regularly advise OFTOs and interconnector owners on operational matters.</p>	<p>https://cms.law/en/gbr/</p>

Cubelynx	<p>Mayur Gondhea mayur.gondhea@cubelynx.co.uk</p>	<p>Cubelynx which is a consultancy firm specialising in financial modelling and spreadsheet solutions. We have experience in working with funds and developers across a range of energy/infra sectors (including OFTOs). Some of our clients include Ofgem, Vinci, Big Society Capital and the charity Mind. We provide employment opportunities for neurodiverse financial modellers (founder's is autistic). As well as consulting, we also are involved with initiatives to promote awareness of neurodiversity in the workplace: ED&I committees for IPFA and the TIDE Taskforce which is a industry-wide initiative to improve inclusion and diversity across the energy sector.</p>	<p>www.cubelynx.co.uk</p>
Doble Power Test Ltd	<p>Carlo Di Leo cdileo@doble.com</p>	<p>Doble has been the trusted energy infrastructure advisor, partnering with clients to complement their in-house expertise, for over 100 years. Doble Services, Doble's expert testing and consulting group, builds on that foundation by providing service solutions that allow clients to improve operational performance and infrastructure reliability, by detecting and managing problems before they lead to unplanned incident or catastrophic failure.</p> <p>Doble provides service solutions that allow clients to improve operational performance and infrastructure reliability, helping to manage critical electrical asset risk by detecting and managing problems before they lead to unplanned incident or catastrophic failure.</p>	<p>https://www.doble.com /</p>

EY	Thomas Fletcher tfletcher@uk.ey.com	EY has provided independent financial advice for the OFTO programme since the first tender round. The experienced team offers bid advisory, finance raising, tax and accounting, financial modelling, capital markets and hedging advice. EY has a global reach with 400,000 people across the world providing strong connections with international investors and funders. EY has also been deeply involved in transactions in adjacent sectors including interconnectors, distribution, storage and offshore wind.	https://www.ey.com/en_gl/energy-resources/global-renewables
Føn Energy Services AS	John Dicom john.dicom@fonenergyservices.com	FØN is a joint venture between the Aker and IKM group of companies, set up to provide holistic services on large and long term O&M contracts in the Wind Industry. We bring specialist know how and experience from our long history in delivering HVDC and HVAC transmission system projects and O&M services in the Energy industries.	https://www.fonenergyservices.com/
FTI Consulting	Rob Williams rob.williams@fticonsulting.com	FTI Consulting is an independent global business advisory firm dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political, regulatory, reputational and transactional. Collectively, FTI Consulting offers a comprehensive suite of services designed to assist clients across the business cycle. Our OFTO core services include tax, capital allowances, accounting and debt advisory, and model review, bid strategy and strategic communications support.	www.fticonsulting.com

<p>Gravis Capital Management Ltd</p>	<p>Matteo Quatraro matteo.quatraro@graviscapital.com</p>	<p>Gravis Capital Management is an investment management firm founded in 2008 and is based in London, United Kingdom. The firm invests in companies operating in the sector of infrastructure & clean energy. The firm manages six funds (two closed-ended and four open-ended) focused on infrastructures including renewable assets, asset-backed investments, UK listed infrastructure and clean energy, digital infrastructure and real estate. The firm provides debt financing facilities such as loans and secured debt to small and medium-sized companies. The company is 70% owned by Orix Corporation.</p>	<p>https://www.graviscapital.com/</p>
<p>Gutteridge Haskins & Davey Limited (GHD)</p>	<p>Chris Jones chris.jones@ghd.com</p>	<p>GHD is a global network of over 11,000 multi-disciplinary professionals providing integrated solutions through engineering, environmental, design and construction expertise. Our future-focused, innovative approaches connect and support communities around the world, building resiliency and sustainability for coming generations. GHD team members have been engaged on OFTO projects since Tender Round 1 with technical services through all project phases including feasibility, planning and consenting, detailed design, system studies and technical due diligence.</p>	<p>https://www.ghd.com/en/index.aspx</p>
<p>Howden Insurance</p>	<p>Sean Jukes Sean.jukes@howdengroup.com</p>	<p>Howden is the largest insurance broker and advisor headquartered outside North America. The Howden Lenders' Insurance Advisory (LIA) team provides insurance due diligence to lenders on debt financings. We have significant experience advising lenders on OFTOs and have advised lenders across the last five round of the OFTO regime.</p>	<p>www.howdengroup.com</p>

Howden Specialty	Chris Nourse Chris.Nourse@howdenspecialty.com	With over 100GW of renewable energy assets under management, Howden Specialty is your leading insurance partner with an exemplary track record in supporting our clients and partners to insure a cleaner tomorrow. Our services include specialist due diligence advisory services, insurance broking and dedicated claims advocacy for OFTO assets and other renewable energy technologies.	https://www.howdengroup.com/uk-en/industry/natural-resources/sustainable-energy
Indeximate Ltd	Dr Chris Minto chris.minto@indeximate.com	Indeximate was founded to help prevent the failure of subsea power cables. We employ proven fibre optic sensing techniques to gather raw data of the state of every point on the cable and couple this to our proprietary risk intelligence algorithms to profile the state of a range of risks such as fatigue, abrasion, vibration, burial status, armour deterioration as well as environmental metrics related to the neighbouring region of seabed. Clients use this to inform on preventative maintenance, to build and sustain asset value, decrease insurance costs and ultimately de-risk cable ownership.	www.indeximate.com
LSEG	Rod Morrison rod.morrison@lseg.com	Information service providing update on major projects.	www.pfie.com

Marlinks	<p>Liesbeth De Baere liesbeth.debaere@marlinks.com</p>	<p>Marlinks provides cable integrity monitoring services for submarine power cables. By using fiber optic technology, Marlinks measure the cable's health status without the need for any additional sensor installations. A solution that can be retrofitted to existing wind farms and deployed to new projects. By continuously crunching data, Marlinks provides owner/operators with real-time actionable insights to drive timely and informed decisions allowing for a predictive maintenance strategy, maximizing energy availability, and resulting in a cost, risk and carbon footprint reduction. Services include but are not limited to Depth of Burial monitoring, Real-Time Thermal Rating through Distributed Temperature Sensing (DTS) and the more recent services by means of Distributed Acoustic Sensing (DAS) include Cable Protection System health monitoring, electrical fault localization, impact monitoring and environmental monitoring (e.g. detecting certain endangered mammals or earthquake detection).</p>	<p>https://marlinks.com</p>
----------	--	---	--

<p>PA Consulting</p>	<p>Sabire Ipek Demir sabire.demir@paconsulting.com</p>	<p>PA Consulting is a leading adviser to the offshore generation and transmission sectors. PA's highly successful offshore wind team and energy markets & regulation team work together to support players across the value chain.</p> <p>Having worked on OFTO transactions and bids since TR1, we have expert knowledge of the regulatory regime and the competitor landscape. We provide detailed commercial due diligence reports for transactions, bidding strategy advisory, financial modelling support (including of the OFTO regime, such as availability incentives), and help writing submissions/bid documents to Ofgem.</p> <p>We can assist OFTO bidders build in maximum terminal value from EOTRS through our insights into extended offshore wind lives, extensions to seabed leases and/or repowering of sites and our long-term power market forecasting capabilities.</p>	<p>https://www.paconsulting.com/</p>
<p>Prospect Mutual Management</p>	<p>Edward de la Billiere edlb@prospectlaw.co.uk</p>	<p>Prospect Mutual Management (a trading name of Prospect Law) provides insurance and mutual management solutions that align with the ever-evolving landscape of today. Our commitment is to reimagine insurance to suit your unique needs. Our team of experts provides specialized guidance on mutual management and risk across diverse sectors, and the firm itself has been a specialist in the renewable energy sector since 2010. We are currently working on several alternative risk management projects in the renewable energy sector, including advising the OFTO's on the possibility of establishing a mutual to assist with their risk management practices.</p>	<p>https://prospectlaw.co.uk/services/risk-transfer/</p>

<p>Renewable Risk Advisers Ltd.</p>	<p>Michael Bullock mjb@renewablerisk.com</p>	<p>Renewable Risk Advisers is active across the renewables space, with a strong focus on offshore technologies, and with an unparalleled depth of experience of risk identification and mitigation in the renewable energy sector. Our services include:</p> <p>Risk & Insurability Consultancy</p> <p>Insurance / Risk Management</p> <p>Retail Insurance Broking</p> <p>Alternative Risk Solutions Design</p> <p>Post Loss Advisory</p>	<p>www.renewablerisk.com</p>
<p>SBI Shinsei Bank, Limited</p>	<p>Yuki Taniguchi Yuki.Taniguchi03@sbishinseibank.co.jp</p>	<p>Offering Project Finance services to global infrastructure projects such as Solar PV plants, Onshore/Offshore Wind farms, IWPPs, Data Centers, Fibers, Smart Meters, Transmission Lines</p>	<p>https://www.sbishinseibank.co.jp/institutional/en/</p>

THREE60 Energy	<p>Brian Pye brian.pye@three60energy.com</p>	<p>1. Integrated Site Investigation survey services (survey vessel procurement and related services (inspection, audit etc), project management, provision of client reps (geophys / geotech, HSE), 2. Electrical services and WTG O&M including NERS certified Independent Connection Provider (ICP) (main Electrical and ICP contractor to EMEC). 3. EPC for specialist / innovative Foundation Stabilisation technology and tools, EPC for bespoke and innovative marine handling lifting and tooling. 4. Subsea specialist flexible risers / cabling - Cable Protection System (CPS) studies and design, Power cable and ancillaries (FEED), cable installation, dynamic cable analysis, mooring analysis & cable integrity management.</p>	<p>https://three60energy.com/</p>
<p>TX (Transmission Excellence)</p>	<p>Sean Kelly sean.kelly@transmissionexcel.com</p>	<p>I have been involved in all but six of the OFTO bids - either as a writer of part of the bid text, as a preparer of technical inputs to the financial model, or undertaking due diligence for potential investors. From 2008 to 2015 I was the Technical Director of an OFTO.</p>	<p>https://www.transmissionexcellence.com</p>
<p>UK Power Networks Services</p>	<p>Gordon Napier gordon.napier@ukpowernetworks.co.uk</p>	<p>We solve your energy challenges through innovative solutions, delivering resilience, cost efficiency and sustainability. We are at the forefront of the energy transition, to a more sustainable, affordable and secure system. We provide energy technology consulting, financing, major project delivery, design and build, operation and maintenance and asset management across industries such as aviation, rail, defence, water, logistics, manufacturing, ports, government, and commercial buildings.</p>	<p>www.ukpowernetworkservices.co.uk</p>

We Are Salt Consultancy	Dr George Cobb wearesaltconsultany@gmail.com	We Are Salt Consultancy is a boutique regulatory consultancy firm based in Scotland which provides services to the offshore wind industry. Within the OFTO space, we offer bespoke regulatory and policy consultancy services to clients who are: <ol style="list-style-type: none">1) seeking to successfully bid for an OFTO licences2) wishing to extend their current OFTO licences term3) developers who require support with their OFTO transaction.	
-------------------------	---	---	--