



The following are answers to questions submitted in relation to Solicitation 3.0. Proposers are encouraged to review the Solicitation 3.0 RFP for full and final guidance on the topics mentioned below. All information related to Solicitation 3.0 is linked on NOWRDC's webpage here: <https://nationaloffshorewind.org/solicitations/>

1. Are proposals from beyond Maryland, Massachusetts, or New Jersey eligible to apply?

Proposals are welcome from anywhere within the geographic United States. The project scope should be applicable to the offshore wind challenges faced by Maryland, Massachusetts, and/or New Jersey.

2. Please elaborate more on multi-phase project proposals – are you referring to a project proposal composing several phases and each of these phases are focusing on a different category?

Projects that span multiple categories listed in the Solicitation RFP under Section II A – Funding Categories comprise multi-phase project proposals.

3. Can U.S. applicants identify a proposed U.K. partner in their application?

Proposers must identify a proposed U.K. partner in their application and also provide a summary of this project that will be led by the U.K. partner. Additional questions related to the U.K. scope are included in Attachment A – Proposal Narrative.

4. Are the same application materials needed for the Innovate UK partners application or is it a different set of application materials?

Yes, it is a different set of application materials. At its core, NOWRDC and Innovate UK are trying to assess the same project in its entirety, but there are separate processes with differences in the specific questions, forms, submission requirements, etc.

5. Is there expected to be a division of successful projects between the three challenge areas?

There is no requirement to award projects in each of the challenge areas.

6. Is there guidance on the expected award size or the size of the total funding pot as well as an estimated number of awarded projects?

Responses to Questions Related to Solicitation 3.0

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There are eligibility parameters for budget in the RFP. Depending on the project category proposers select for the NOWRDC side, there is a cap on the total budget they may propose. More information is included in the Solicitation RFP under Section II A – Funding Categories.

The size of the total funding availability is approximately \$5 million. NOWRDC does not have an estimated number of awarded projects. That will be determined during the scoring process.

7. In the Go-To Market Section, do we need to demonstrate a strategy to-go-to-market with the UK partner, or do we only need to address it for our own company?

In the Go-To-Market section, there are no explicit geographic requirements. This section depends on what will be most effective for the technology you're working on.

8. What is the project duration for an award?

Depending on the category selected for the project, there are specific recommendations in the RFP on what the time range can be for that project. More information is included in the Solicitation RFP under Section II A – Funding Categories.

9. What is the expectation around the complementarity and coordination between the US and UK projects.

It is important to start by finding a project partner that makes sense, and ensure that the UK applicant understands the UK competition in-depth – what the eligibility criteria is, exactly what Innovate UK needs to see to support a project. Likewise, it is important to ensure that the US applicant understands the NOWRDC process – what NOWRDC needs to see in order to award a project. There is flexibility regarding how the collaboration works in the project scope. Overall, as long as the project meets the key eligibility criteria and the proposal evaluation criteria, then it's up to the proposers on how they shape what the collaboration looks like.

10. Can the proposal can contain elements of workforce training?

So long as the proposal responds to the challenge areas identified, workforce training is theoretically eligible. It is encouraged to review the challenge areas and the scoring criteria to ensure the project meets the goals of the solicitation.

11. Will it be possible to have multiple UK or US partners such as a US national lab, a UK start-up, and a UK or US developer?

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Yes, projects are eligible to have multiple UK or US partners of different organization types.

12. Can a person or entity participate in more than one proposal submission with a different focus?

Yes, NOWRDC has a limit of 3 different proposal submissions per person or entity.

13. Can you elaborate on the caps for each funding category in the RFP for Innovate UK?

NOWRDC has caps for each funding category whereas Innovate UK does not have any caps per project type. However, the overall cost for the UK project must be between a 115,000 pounds and 600,000 pounds.

14. Should the US partner be officially registered in the US, or would it be fine if they just have an operating office/branch in the US?

The intent of the solicitation is to form UK-US partnerships and bring together distinct entities from each country. Therefore, it is preferred that the US partner is officially registered in the US.

15. If submitting a Category C proposal focused on *software development*, what does it mean in the RFP, “All projects proposed under Category C must have the U.S. portion of the innovation demonstration take place in Maryland, Massachusetts, and/or New Jersey”?

Demonstration refers to any physical equipment demonstration that may require permitting or other approvals. Work that is limited to computers and under the category we would call 'desktop work' does not apply here.

16. Our company has both US and UK-based technical teams, does these meet the requirements for a UK-US partnership? That is, can our US-based staff lead component(s) of the scope and our UK staff lead separately scoped component(s) of the project? For reference, our UK colleagues are part of a wholly owned subsidiary of our US headquartered parent company. Or must the UK-led and US-led scopes be led by individuals from unaffiliated entities in the UK and US?

The UK entities you intend to collaborate with must be separate legal and non-linked entities with your US organisation. Linked companies are considered a single entity under the parent company. This is to ensure that projects encourage genuine

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international collaboration, not internal company research. UK project eligibility criteria are outlined here: Competition overview - UK-US Offshore Wind Collaborative R&D - Innovation Funding Service (apply-for-innovation-funding.service.gov.uk)

17. Cost-sharing is addressed in the RFP. Does that correspond to additional funding from an outside entity/organization other than NOWRDC? Please confirm and indicate how those details should be provided in the proposal, if applicable.

Cost share means additional funding for the project that is provided by an entity other than NOWRDC, or Innovate UK. This should be documented in Letters of Support and also the Attachment C1 - Milestone Payment Schedule.