

**Network Event  
November 17**

**Offshore Wind**

# **Business2Business Meetings**



Offshore Center Danmark



# Expand your network through Business2Business meetings

**The offshore wind business is developing at a rapid pace. Studies indicate that the targets set by governments are difficult to fulfill in time due to missing capacity in the current supply chain. This is highly attractive for business development and as a result new businesses are entering the market constantly and existing businesses are expanding their production capacities. Keep up with the pace by participating in the network event.**

Nurturing and expanding your network is an excellent way to improve your success in the offshore wind business. On November 17, we offer you the opportunity to meet a wide selection of international offshore wind businesses. Previous events in 2007 and 2008 have been highly successful and resulted in new contracts for many of the participating companies. Being a highly international industry, the event will have participation from many different countries.

## How the Business2Business event works

The purpose of the Business2Business event is to offer the frames for short personal meetings between your company and potential business partners. By joining the event you will be able to meet companies of your own choice. Each meeting lasts 10 minutes and you have the possibility to plan for a max of 14 meetings.

## In order to join the event, please follow these 3 steps:

**1)** Send your registration by using the registration form or by contacting Offshore Center Danmark by email or phone. We need the following information from you:

The name of your company, the names and titles of the participating persons and finally a short company profile describing your competences in the offshore wind industry (5-10 lines of text).

**2)** 3 weeks before the event you will receive a list of all participants including company profiles. Use this list to choose a maximum of 14 companies you wish to book meetings with.

**3)** Prior to the event you will receive a time schedule informing you of the times of your meetings. Use this as your agenda during the Business2Business session.

## Who will participate

International business from all parts of the supply chain participate in the event. That includes

developers of offshore wind farms, turbine manufacturers, training providers and all kinds of sub suppliers. We expect the majority of participants to be from Denmark and Germany, but do also expect representation from the United Kingdom, France, Spain and other important and upcoming offshore wind nations.

## Time, location and price

Time: November 17 2009 starting at 11.00

Location: Hotel Britannia, Torvegade 24, Esbjerg, Denmark

Price: € 350 / DKK 2,625

Last chance of registration: October 16

Should you wish accommodation, a limited number of rooms have been pre-reserved at Hotel Britannia. Participants must book and pay for accommodation themselves.

## Offshore Business Meeting and Conference 2009

The Business2Business event is part of the Offshore Business Meeting and Conference (OBMC) 2009 jointly coordinated by Offshore Center Danmark and *windcomm* Schleswig-Holstein.

The conference part of the event takes place by November 16 in Husum, Germany. Coach transfer will be arranged between the two locations and a reduced price is obtainable by joining both events.

More information about OBMC at [www.offshorecenter.dk/obmc](http://www.offshorecenter.dk/obmc)

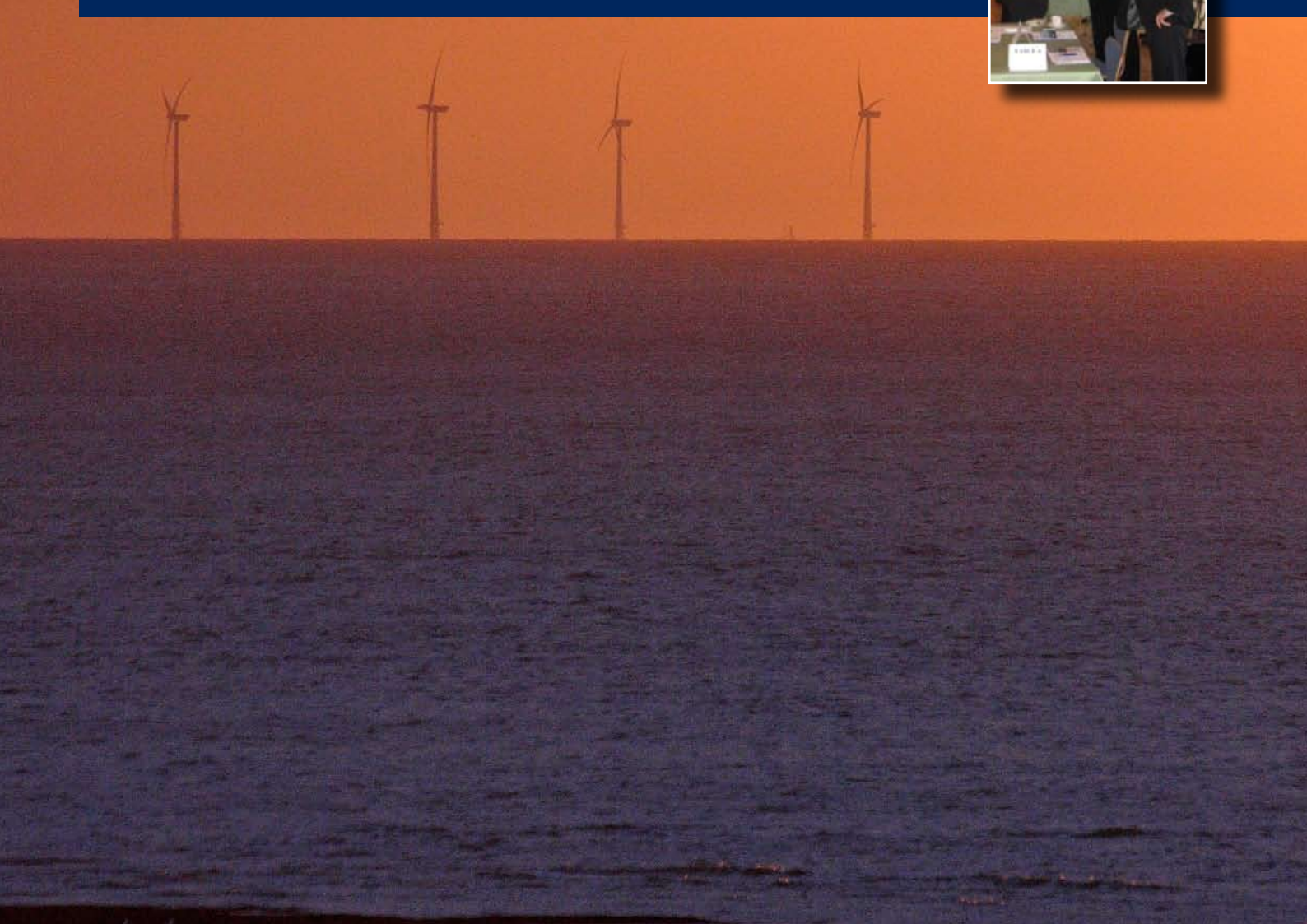
## Side Event

On November 18 there will be an opportunity to visit Falck Nutec Training Centre. The centre is one of the most experienced in the field of safety training and will offer a tour around their facilities. There will be coach transfer from the hotel at 9.00 and expected return at 11.00. Interested parties are to register directly at Falck Nutec at [falcknutec@falcknutec.dk](mailto:falcknutec@falcknutec.dk). For more info see [www.falcknutec.dk](http://www.falcknutec.dk)



# Programme

- 11.00      **Introduction to the event**  
by Morten Holmager, Offshore Center Danmark
- 11.20      **Danish Offshore Wind**  
by Rebekka Falk, Danish Energy Agency
- 11.40      **German Offshore Wind**  
by Martin Schmidt, *windcomm* Schleswig-Holstein
- 12.00      **Lunch**
- 13.00      **Business2Business meetings**  
Individual meetings according to personal time schedule
- 17.00      **Tour around the port of Esbjerg**  
Presentation of the world's leading offshore wind port
- 19.00      **Dinner**





## Offshore Center Danmark

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Offshore Center Danmark is a member based organization working nationally and internationally to strengthen the Danish offshore sector. Focus areas are oil and gas, offshore wind, and the offshore maritime area.

The main activities include: Coordination of network activities, technical development projects, sharing of knowledge and promotion of the Danish offshore sector.

The centre works through initiatives and activities which develop knowledge and promote the co-operation among all the players in the Danish offshore sector: Industries, consultants, educational institutions and the authorities.

Five years after the establishment, more than 200 companies and knowledge institutions have joined the centre, more than 50 conferences and workshops within offshore related subjects have been hosted and more than 30 industry development projects have been coordinated.

Further information can be found at [www.offshorecenter.dk](http://www.offshorecenter.dk)



The POWER cluster project is a direct successor of the successful North Sea Region (NSR) Interreg IIIB's programme POWER project. It is centred on the development of a strong Offshore Wind Industry (OWI) cluster in the NSR.

From late summer 2008 and for a course of three years, eighteen partners from six countries – Germany, The United Kingdom, Denmark, The Netherlands, Norway and Sweden – will push the further development of offshore wind energy in Northern Europe in general and in the participating regions especially.

The participating regions have varied settings due to their diverse domestic wind markets and are characterized by individual strengths and weaknesses. Whilst no individual region can demonstrate excellence in every aspect of the supply chain, together the individual regions have full capability throughout all identifiable supply chain activities.

There is a clear benefit of establishing a real offshore wind POWER cluster with close relationships between the companies in the different regions, both for the economic regeneration of the involved regions, and for confirming the NSR as the global engine for the offshore wind.

Core project activities include creating a strong stakeholder and business-to-business network leading to knowledge transfer and bringing together complementary expertise to create more innovation in the sector.

Furthermore offshore wind skills training courses will be developed to create benefits for restructuring regions, and the project partners will work to raise the social acceptance for offshore wind energy through various awareness raising activities targeting a wider public and key stakeholders as a basis for the wider roll-out of the technology.

The project is funded 50% by the Interreg IVB North Sea Region Programme. Total budget amounts to almost 5 million EURO (2.5 million EURO ERDF).

Further information on [www.power-cluster.net](http://www.power-cluster.net)



Offshore Center Danmark



# Offshore Business Meeting and Conference

**November 16, Husum, Germany: Conference**  
**November 17, Esbjerg, Denmark: Business2Business meetings**

**Registration to be sent to:** Offshore Center Danmark  
Niels Bohrs Vej 6, 6700 Esbjerg,  
Denmark  
Fax nr. (+45) 3697 3679  
Email: info@offshorecenter.dk

**Or:** windcomm schleswig-holstein  
Schloßstraße 7, 25813 Husum,  
Germany  
Fax no.: (+49) 04841 6685-16  
Email: info@windcomm.de

Please fill out your contact information below:

### I wish to join

- Conference in Husum (Nov. 16):  € 100 / DKK 750
- Business2Business event in Esbjerg (Nov. 17):  € 350 / DKK 2,625
- Both events:  € 400 / DKK 3,000

I wish to use the coach transfer between Husum and Esbjerg:

I wish to join the tour around the port of Esbjerg

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Zip code & City: \_\_\_\_\_

Country: \_\_\_\_\_

Telephone no.: \_\_\_\_\_

E-mail: \_\_\_\_\_

Name and titles of participants: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Short company profile (*can also be emailed to info@offshorecenter.dk*):

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Special dietary requirements: \_\_\_\_\_  
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Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**Prices are not including VAT**  
**Last chance of registration is October 16 2009.**