



B2B EVENT
OFFSHORE WIND
DENMARK 2010

**Network Event
November 17**

Offshore Wind



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NEW CONTACTS

EXPAND YOUR NETWORK

**Offshore Wind International
Business2Business Event**



Offshore Center Denmark



Expand your network through B2B meetings

The offshore wind industry have experienced a growth of 75% over the past year. This makes offshore wind one of the fastest growing industries. With more than 100 GW new installations under planning, there is no indication of slow down - things are expecting to move even faster in the near future. Keep up with the pace by participating in the world's leading event dedicated towards networking within the offshore wind industry.

"A really good way to establish contact to potential customers. For us, the outcome has been direct orders"

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, 2008 and 2009 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 between 10 and 20 minutes and you have the possibility to plan a max of 17 meetings.

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.



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

1) Register online at www.owib.dk

We need the following information from you:

The name of your company, the names and job 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 17 companies you wish to book meetings with.

3) A few days 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 sessions.

Programme

10.00 - 12.00	B2B meetings round 1 (10 minute meetings)
12.00 - 13.00	Lunch
13.00 - 15.00	B2B meetings round 2 (20 minute meetings)
15.00 - 15.30	Coffee break
15.30 - 18.00	B2B meetings round 3 (20 minute meetings)
18.00	Dinner



Promote your company at the exhibition area

This year we offer your company the opportunity to promote yourself at a dedicated exhibition area. The exhibition area is located in combination with the coffee break area and will thus have a heavy flow of visitors. Square meters are sold at a first come first serve basis. Please contact Offshore Center Denmark for further info (info@offshorecenter.dk / +45 3697 3670)

Practical information

Time: November 17 2010 starting at 10,00
Location: Esbjerg Performing Arts Centre , Esbjerg, Denmark
Price: € 375 / DKK 2,791.
Registration: www.owib.dk no later than 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 no later than October 16 – www.britannia.dk. Please use booking code OWIB for a favourable price.

Examples of pre registered companies:

A2SEA
powered by knowhow

DONG
energy

SEMCO
maritime

SIEMENS **VATTENFALL**

Vestas

Your company logo can be included here.
Contact Offshore Center Denmark for info.

"A very nice and informative event"

"I was pleasantly surprised at how useful the short B2B meetings were. We all joked that it was like "speed dating", but it was useful to meet many people in a short period of time"



Offshore Center Danmark

Offshore Center Danmark is the official national competence and innovation center for the Danish offshore industry. On behalf of its +230 member companies and institutions Offshore Center Danmark push development with the aim of growth within the Danish offshore industry.

Focus areas are oil & gas, offshore wind, the offshore maritime area and wave energy.

Core activities include: Facilitation of networking activities in between businesses and between businesses and universities, Management of technical and industry-wide development projects, Knowledge sharing activities including conferences, B2B events and promotion of the Danish offshore sector in an international perspective.

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

Since initiation in 2003, more than 230 companies and knowledge institutions have joined the centre, more than 50 conferences and workshops within offshore related subjects have been hosted and more than 40 industry development projects have been coordinated.

Further information can be found at 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