



Offshoreenergy.dk invites to OWIB 2017

# OFFSHORE WIND INTERNATIONAL BUSINESS2BUSINESS EVENT 2017

*Meet and network with the companies of your choice at OWIB*



**May 17<sup>th</sup>-18<sup>th</sup> 2017**

**Day 1:** Visit to Danish Offshore Wind companies and reception  
**Day 2:** Workshop and Pre-booked Business2Business meeting

**Venue:** Hotel Legoland · Åstvej 10 · DK-7190 Billund



# What is OWIB?

OWIB is an annual network event dedicated to making contacts and contracts within the offshore wind industry. It's an alternative to conventional conferences and exhibitions where the right people are often difficult to find. OWIB is efficient. At OWIB, participants pre-book meetings with participating companies.

OWIB is visited by businesses from every stage of the supply chain. Developers, turbine manufacturers, engineering companies, construction, installation and service companies, etc. Participants are primarily from Europe, although some participation is expected from other parts of the world too.

## OWIB IS

### **Dedicated to networking**

Hundreds of pre-arranged meetings take place during the one-day event.

### **A unique chance to meet new contacts**

The entire supply chain is represented and willing to meet you.

### **The easy way to create new orders**

OWIB results in new contracts.

### **An opportunity to reconnect**

Why not use the event to stay in touch with established contacts.

**A forum** to help you keep up-to-date with the latest developments in the industry by means of presentations by key offshore wind people.

## **MEET THE WORLD IN DENMARK – the centre of offshore wind**

Since the world's first offshore wind farm was erected in Denmark in 1991 a significant renewable industry has emerged.

Operators, producers and sub-suppliers of products and services plus a range of research and educational institutions are involved in this sector in a very active and focused way.

On behalf of this sector it is a pleasure for us to invite you to the 11<sup>th</sup> Offshore Wind International Business2Business event in Denmark – OWIB.

OWIB 2017 is a 2-day event offering optimal opportunities for both networking and gaining new knowledge.

## AGENDA

### Day 1: 17<sup>th</sup> May 11.00 – 20.00

Visit to Danish Offshore Wind companies and reception.

Kindly note:

- Fellow OEM's are omitted from the Siemens visit.
- The visits are limited to 50 participants.

Time	Program
10.45	Departure from Hotel LEGOLAND in bus – sandwich bag handout
11.00	Pick-up of international guests in Billund Airport
12.00	Visit at Siemens Windpower, Brande
15.00	Visit at LM Wind Power, Lunderskov
19.00	Reception in LEGOLAND

### Day 2: 18<sup>th</sup> May 9.00 – 18.00

B2B meeting and workshop

Time	Program
09.00 - 09.30	Registration and breakfast
09.30 - 09.45	Welcome <i>Hans A. Pedersen, Director Renewables, Offshoreenergy.dk</i>
09.45 - 10.05	World trend can bring Danish off-shore wind back at a leading position <i>Morten Basse, CEO, NSG Wind</i>
10.10 - 10.30	ODIN-WIND the full process of offshore wind decommissioning - Project resume and lesson learnt <i>Johan Finsteen Gjørdvad, Project Manager, Niras</i>
10.35 - 10.55	Decom, lesson learnt Yttre Stengrund <i>Bent Acher Johansen, Head of Generation, Nordic, Vattenfall</i>
10.55 - 11.15	Lunch
11.15 - 11.35	Decommissioning of Vindeby – the world's first offshore windfarm <i>Leif Winther, Head of Region DK, &amp; Lars Bie Jensen, Project Manager, DONG</i>
11.40 - 12.00	Business opportunities in East Anglia <i>Johnathan Reynolds, Business Development Manager, OrbisEnergy</i>
12.05 - 12.35	Q & A <i>All speakers</i>
12.30 - 13.30	LUNCH incl. coffee
13.30 - 15.30	B2B meetings - Session 1 max. 6 meetings à 15 min
15.30 - 16.00	Coffee Break
16.00 - 18.00	B2B meetings - Session 2 max. 7 meetings à 15 min
17.00 – 18.15	Sandwichbag handout <i>Friendly sponsored by Vattenfall</i>

Please note that small changes in the program may occur.

## PRICES

### Day 2\*

- B2B Meetings
- Workshops

**DKK 4.300,-**

### Day 1 & 2

- B2B Meetings
- Workshops
- Visit to Danish Offshore Wind companies

**DKK 5.300,-**

\* Register before February 17<sup>th</sup> 2017 and save DKK 1.000,- (only day 2)

## Member discounts

Members of Offshoreenergy.dk **60% discount**

Members of Offshoreenergy.dk cooperation partners **25% discount**

*NOF, WAB, Team Humber Marine Alliance, INTPOW, Kriegers Flak Service Group, Wadden Sea Offshore, Djurs Windpower, Hvide Sande Service Group and North Sea Offshore Service Group.*

Please contact us to obtain your reference code  
*lh@offshoreenergy.dk* or  
*mma@offshoreenergy.dk*







## BILATERAL MEETINGS – HOW IT WORKS

<i>16 May</i>	<b>Registration</b> Publish your business focus & collaboration wishes
<ol style="list-style-type: none"> <li>1. Register</li> <li>2. Publish your organisational focus and your collaboration wishes. The better your profile the more meeting requests you will receive.</li> </ol>	

<i>17 May</i>	<b>Personal meeting schedule</b>
<ul style="list-style-type: none"> <li>• You receive your preliminary meeting schedule by email.</li> </ul>	



<i>17 Apr - 16 May</i>	<b>Book B2B meetings</b>
<ul style="list-style-type: none"> <li>• Send meetings requests to selected participants of your choice.</li> <li>• Meeting requests have to be accepted to be scheduled.</li> </ul>	

<i>18 May</i>	<b>Bilateral face-2-face meetings</b>
<ul style="list-style-type: none"> <li>• You receive your updated schedule at the reception desk.</li> <li>• Your schedule contains time and table number of each single meeting.</li> </ul>	

## 1: ONLINE REGISTRATION

### Register online and submit your own cooperation profile.

In your profile you can state what kind of technology/product/expertise you are offering, what kind of cooperation you are looking for and which ideas you would like to discuss with potential collaboration partners. All cooperation profiles will be published online and will be for everyone to see. You can change your profile any time.

NOTE: The better the quality of your profile the more meeting requests you will receive.

Your business proposal is your business card, therefore spend some minutes to insert a high quality and meaningful profile.



## 2: PROMOTION OF PUBLISHED PROFILES

All published profiles will be extensively promoted by the organisers of this event. Furthermore, all participants of the event will view your cooperation profile. A statistical analysis of 40 matchmaking events showed that high quality profiles are visited about 50 to 150 times BEFORE the event and will still be viewed AFTER the event.

## 3: SELECTION OF BILATERAL MEETINGS

### Email notification

You will be informed by email when you can start booking bilateral meetings. Check which cooperation profiles are most promising. Intelligent search options allow a quick identification of the most suitable participants/cooperation profiles. Within a few minutes you should be able to identify future potential business partners.

### Booking of bilateral meetings

Once you have found the most promising business partners you can select them for bilateral meetings. You can add further meetings any time but please be aware that the bookings are managed on the principle "first come - first served". You can book meetings BUT you can also be booked for bilateral talks by other participants! For more information see FAQ.

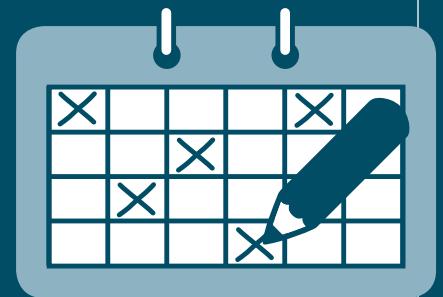
### Your personal meeting schedule

A few days before the event you will receive your personal meeting schedule (furthermore you can constantly check your meeting schedule online). This meeting schedule gives information about the time, the number of the table and who you are going to meet.

### Confirm your participation

In case you have meetings the organizer needs to be sure that you will attend the event. Therefore please confirm or cancel your participation once you are asked to confirm.

Otherwise the event organizer has to inform all your meeting partners that meetings are/could be uncertain. This causes additional work and makes the event less reliable.



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## 4: AT THE EVENT

At the registration desk, you will receive an updated version of your meeting schedule including last minute bookings. Your personal meeting schedule lists in chronological order for each meeting the

- names of your conversation partners
- number of table for each meeting

Our staff will be at your disposal during the whole matchmaking event.

## Terms of participation

- The final meeting schedule for registered participants will be put together based on both own meeting requests and requests made by other participants.
- There is no guarantee that your meeting requests will be fulfilled (we do however strive to accommodate as many requests as possible)
- It is possible to reject meetings, but we kindly ask that you are accommodating
- Because of the nature of the event (pre-arranged B2B meetings) any cancellations must be done no later than 2 weeks prior to the event, in which case a 90% refund will be provided. Later cancellations are non-refundable and may result in pre-arranged meetings being cancelled which is an inconvenience for the other participants. A substitute may be sent at any time by providing reasonable advance notice to Offshoreenergy.dk.

www.grafskedilbitum.dk

*OWIB is initiated and owned by Offshoreenergy.dk*



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