



# PRIMaRE

**Peninsula Research Institute  
for Marine Renewable Energy**

A partnership between the universities of Plymouth and Exeter

A world-class team of academic and technical experts

For more info see: [www.primare.org](http://www.primare.org)



# Research Programmes



## Environmental Impact

Continuous monitoring of seabed and shoreline to assess impact and viability

## Resource Characterisation

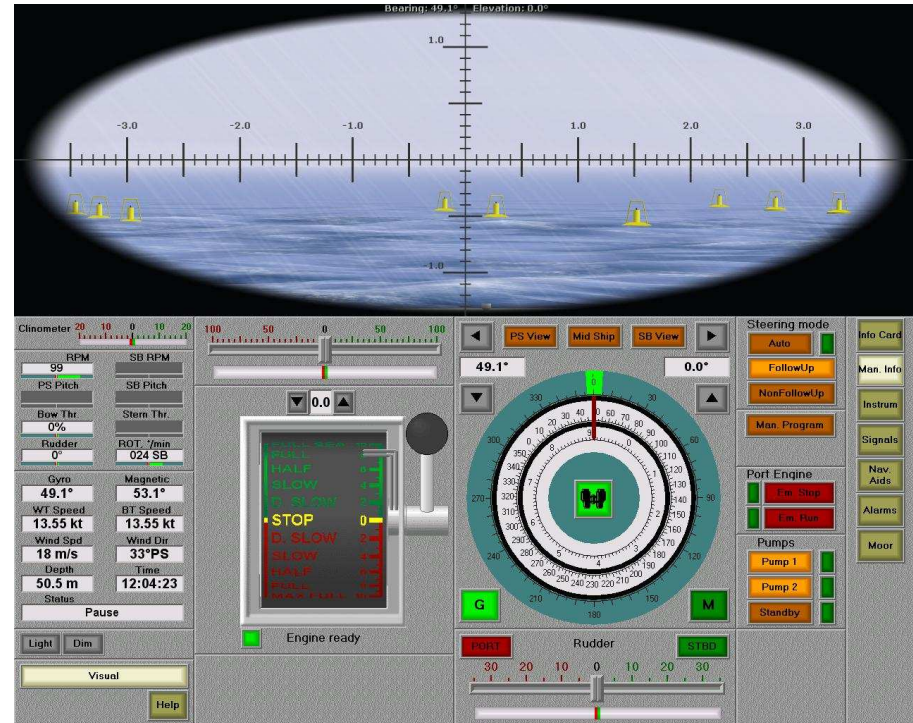
Wave and tidal modelling for device design and development

## Marine Operations

Investigation of mooring dynamics for array optimisation

cont...

# Research Programmes



## Safe & Economic Operations

Passive and proactive alerting systems for fishing, shipping and leisure users

## Marine Electrical Systems

Reliability and compliance issues from power take-off to grid connection

## Socio-Economic Factors

Improving the investment environment for Marine Renewables

# Knowledge Exchange Team



Rupert  
Lorraine

Leo  
McLeman

Clare  
Tremlett

Neil  
Crudgington

A dedicated team of 'frontline' knowledge exchange staff

Realising value from PRIMaRE's world-class research and expertise

Supporting the regional business community by:

- Connecting industry with the knowledge base
- Promoting the transfer of knowledge and expertise
- Building relationships between academics and businesses
- Establishing and maintaining an active presence within the networks

# Modes of Engagement



- Enterprises Solutions Service
  - Single telephone number to access University and PRIMaRE
- Attendance at PRIMaRE Seminars/Conferences
  - Regular events to update the research and business community and
- Direct contact
- Regen SW's company directory of Marine and Offshore Wind
- Referrals from Business Link, Regen SW, SWMAS, and other network organisations



# Engagement Process

**0800 052 5600**


[enquiries@primare.org](mailto:enquiries@primare.org)



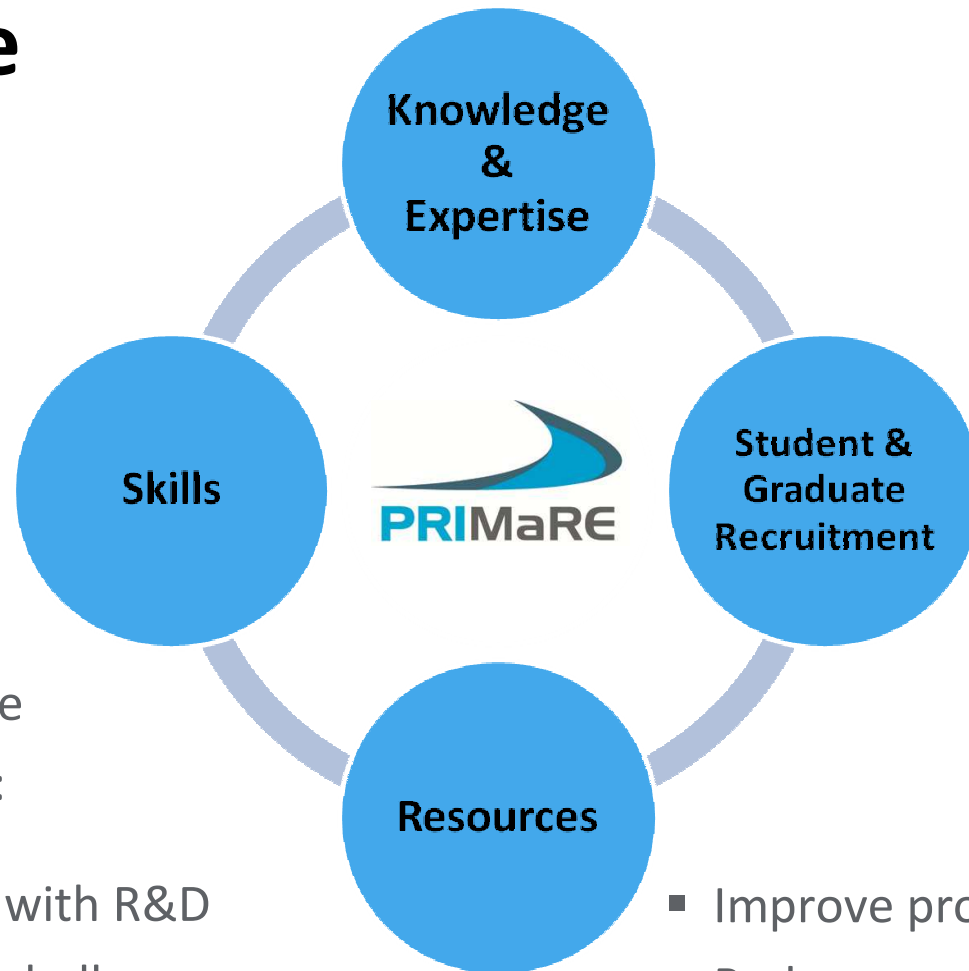
- Working in partnership
- Offering free and impartial support
- Providing a single point of contact
- We can't help everyone!
- Signposting to our support partners



# Needs Analysis Document

 <b>PRIMaRE Needs Audit</b> Peninsula Research Institute for Marine Renewable Energy		<b>PRIMaRE Staff</b> Name: Clare Tremlett Institution: UoP Phone: 01752 555005 / 07590 945490 Email: clare.tremlett@plymouth.ac.uk		
<b>Introduction &amp; Purpose</b> This document provides a framework for engaging and interacting with businesses in order to: <ul style="list-style-type: none"> <li>Interpret their needs</li> <li>Identify support opportunities</li> <li>Agree next steps and timescales</li> <li>Facilitate signposting to our support partners</li> </ul>				
Source of Enquiry		Date of Enquiry		
<b>Organisation</b> Name: _____ Address: _____ Postcode: _____ Website: _____		<b>Organisation Contact</b> Name: _____ Position: _____ Phone: _____ Email: _____		
<b>Organisation Details</b> Product or service: _____ SIC code or sector: _____ Legal status: Sole Trader / Partnership / Ltd Company / PLC / Not for Profit / Other: Employees: Total: _____ FT: _____ PT: _____ Company number: _____ Trading start date: _____ Financial year end: _____				
<b>Management Ethnicity (if required)</b> <input type="checkbox"/> White <input type="checkbox"/> Black - Caribbean <input type="checkbox"/> Other <input type="checkbox"/> Mixed <input type="checkbox"/> Black - Other <input type="checkbox"/> Prefer not to say <input type="checkbox"/> Asian <input type="checkbox"/> Chinese <input type="checkbox"/> No clear majority <input type="checkbox"/> Prefer not to say <input type="checkbox"/> Black <input type="checkbox"/> Chinese - Vietnamese <input type="checkbox"/> No clear majority <input type="checkbox"/> Black - African <input type="checkbox"/> Indian Sub Continent		<b>Gender (if required)</b> <input type="checkbox"/> Male managed <input type="checkbox"/> Female managed <input type="checkbox"/> Prefer not to say		
<b>Gross Value Added (if required)</b> Source of data: Sales Payroll Depreciation Net profit before tax Average employee number		Current	Projection	% Change
<b>Background (How the organisation has grown and developed so far)</b>				
<b>Vision (What you want the organisation to be going)</b>				
<b>Goals &amp; Objectives (What you need to be doing / changing in order to achieve this)</b>				
<b>Supporting Notes</b>				
<b>Appropriate PRIMaRE Research Areas</b> <input type="checkbox"/> Resource Characterisation <input type="checkbox"/> Safe & Economic Operations <input type="checkbox"/> Marine Operations <input type="checkbox"/> Marine Electrical Systems <input type="checkbox"/> Environmental Impact <input type="checkbox"/> Socio-Economic Factors		Academics / Centre of Expertise		
<b>Agreed Actions / Next Steps / Referrals</b>		By whom	By when	
<b>Acknowledgement</b> Please seek written acknowledgement / confirmation from the client that: <ul style="list-style-type: none"> <li>This document accurately summarises your discussions</li> <li>PRIMaRE may share data with its partners</li> </ul>				
<small>PRIMaRE Organisational Needs Analysis Version 2.0</small>				

# Enterprise Solutions



Delivering tangible business benefits:

- Access support with R&D
- Solve technical challenges
- Exploit new market opportunities
- Reduce time-to-market
- Speed-up development cycles
- Improve products and processes
- Reduce manufacturing costs
- Attract and retain talented staff
- Increase productivity
- Improve quality



# Methods of Knowledge Exchange used in PRIMaRE



- Student projects
- KTP's
- PhD
- Research Collaborations
- PRIMaRE Seminars/Conferences
  - Regular events to update the research and business community and stakeholders
- Presenting at National and International Conferences
- Direct contact
- Collaborations and links with regional/national networks eg Regen SW, British Marine Federation, SWMAS, Business Link
- Marketing communications .....

# How PRIMaRE Fits

## PRIMaRE



### Knowledge Base

- Knowledge & Expertise
- Research
- Facilities & Equipment
- Students & Graduates
- Higher Level Skills & CPD



### Supply Chain Support

- Understanding Regional Capability
- Highlighting Business Opportunities
- Encouraging Uptake of Resources
- Producing Company Directories



### Physical Test Facility

- Demonstration Site for WEC Arrays
- Grid Connectivity
- Capacity for 30 Devices in 4 Berths
- Online in 2011

## South West RDA

Looking to support the growth of Marine Renewable Energy in the South West

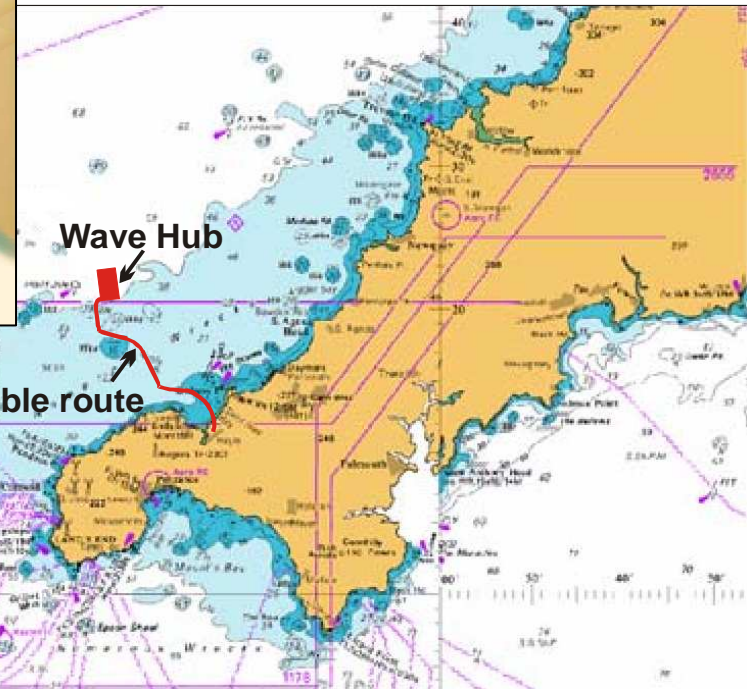
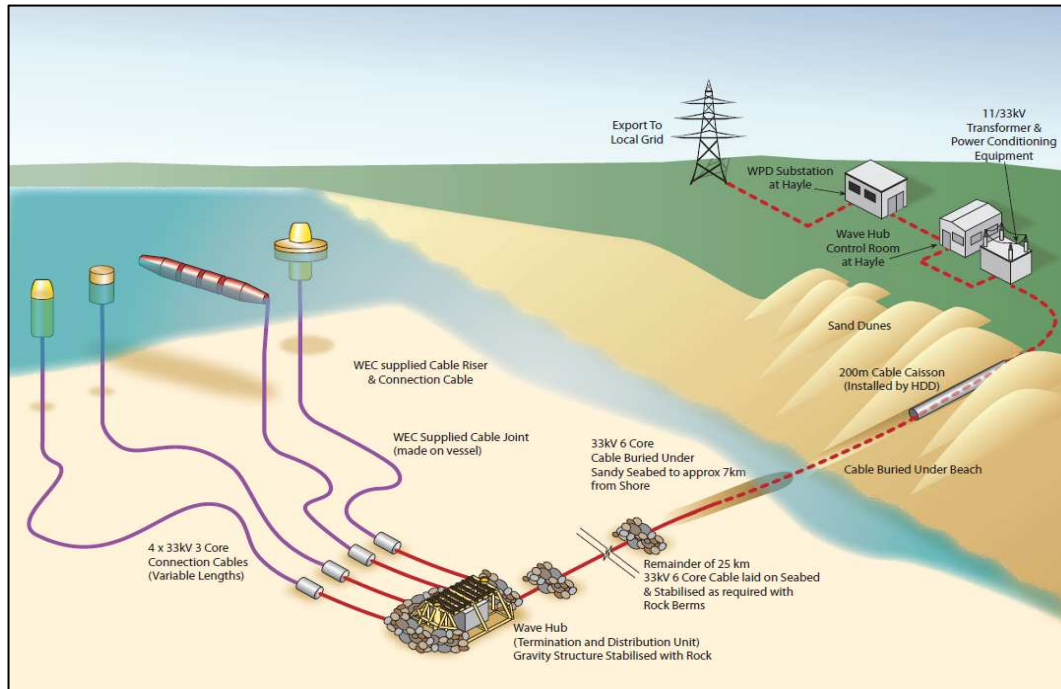
Have commissioned several initiatives, leveraging central finance and additional EU funding through the ERDF Competitiveness & Convergence Programmes



## Other Agencies



# Wave Hub - Hayle



# Example Projects



- **CFD modelling of wave device for HydroGen Kinetics**
- **Student projects with TNEI Services on wave interactions with a Wave Device**
- **Spot surveying cable route at the Wave Hub for JP Kenny**
- **Use of Rapid Prototyping to develop concept hull models for a boatbuilding firm**
- **Potential project to develop a tidal stream energy device in collaboration with another university**
- **Technical marketing / sales graduate internship for an engineering firm**
- **In planning - new PRIMaRE Business Event – June  
With Regen, RDA, BMF and others**



**Any Questions / Comments!**