

## **GUIDE**

# 1. Accessing the platform and searching for companies via the interactive map



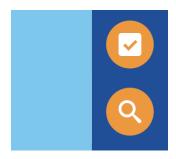
To start using the Company Directory, just go to - <a href="http://www.inn2power.eu/mapping">http://www.inn2power.eu/mapping</a>. Registration isn't required to access it and it's completely free to use. When you enter the platform, you'll see an interactive map which can be navigated using your mouse.

Each location displays a number, which can be clicked on to zoom in further to the map - so if you want to look at businesses in a specific location, this is a good place to start. Once you zoom in a couple of times, you will see circles for individual businesses, which can be clicked to display information on a company. This information includes a bio, supply chain roles, supply chain categories, contact details and the 'Introduce Me' button (please see section 3. The 'Introduce Me' system).





## 2. Searching for companies by Capabilities and Keywords.



If you're looking for companies based on their supply chain role (such as operator) or supply chain category (for example, decommissioning and abandonment) you can click on the orange tick box button positioned at the right-hand sidebar.

This will reveal a filter menu, with a number of options. By ticking various boxes, the main map will adjust the number of companies displayed based on your preferences.

Follow the same steps detailed above in section **1. Accessing the platform and searching for companies via the interactive map** to zoom into the map and find specific companies. We've also added a handy **Reset Filter** button in the top right corner, to remove any of the ticks from the checkboxes, returning the number of companies displayed back to the default.





Alternatively, click the magnifying glass button to search by keyword, which is ideal if you know the name of a company, or certain details.





## 3. The 'Introduce Me' system

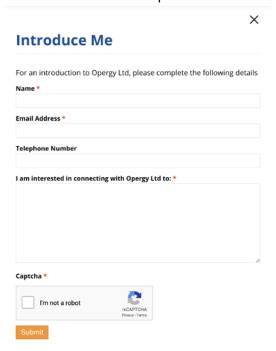
#### **Contact**

- **4** +44 (0)333 370 4429
- https://opergy.co.uk/

#### Introduce Me

At the bottom of each business profile is the 'Introduce Me' button - if you've found what you're looking for and want to take the next step along the networking journey, use this button to reveal a contact form, fill in the details and submit - our team will do the rest of the work for you. With vast knowledge of the sector and the organisations in the database, our experts will take a look at your details and liaise with the client if it's a match to see if they are interested in the opportunity. If the client confirms their interest, we will contact you.

To ensure the best results, our team communicates with companies they have an established relationship with.





## 4. Innovation Challenges

Home About Inn2POWER Add My Company Innovation Challenges Industry Events Contact

You can access further options at the bottom of the screen such as Add My Company (if you'd like to list your business on the Inn2POWER Company Directory), Industry Events (for relevant upcoming offshore wind events) or by clicking the **Innovation Challenges** option you can take advantage of the various Innovation Challenges.

These have been listed by operators, developers, and research bodies. The challenges range from installation cost reductions and damage prevention for offshore cabling to the establishment of centres for the testing and development of large component lifting solutions. You can register your business' interest for these bespoke projects to demonstrate your expertise.



### **Innovation Challenges**

The following list are innovation challenges are posed to the supply chain by operators, developers, and research bodies across Europe as areas with the potential to drive down the cost of offshore wind energy significantly in the short to medium term.

Browse theses challenges and register your interest where your company could contribute to developing technology/services in these areas, or view the supply chain for potential partners to work with in addressing these challenges.



# The benefits of using the Inn2POWER Company Directory

By utilising the power of the directory, as opposed to other methods of client acquisition such as cold-calling and email campaigns, you can easily find businesses who have similar goals to your organisation.

Not only do you get to harness our team's already-established relationships with the businesses, something you don't get with cold-calling (which as you may know can get people to switch off relatively quickly), but the platform is available to use at any time and at no cost. Our experts will take on the task of introductions, freeing you and your staff up to focus on other parts of the business.

If you'd like any more information on the system, please don't hesitate to get in touch Inn2POWER.