



**Innovation In Offshore Wind Solicitation 1.0
Updates and Frequently Asked Questions**
September 29, 2020

This document is updated periodically.

Note that the Assumption of Risk form is required of all submitted proposals and has been added to the solicitation documents page.

Update to the [Opportunity Notice](#) (Summary document):

On page 44 of 55, the table previously showed the “Commercial Potential of Proposed Solution” as being required for all three categories, rather than just B & C. The checkmark from the ‘A’ box has been removed to maintain consistency.

Updates to [Attachment A – Proposal Narrative](#):

On page 13 of 13, the document previously stated that the Business Model Canvas (Attachment B2) was required for funding Category B only. Consistent with the Summary document, this has been revised to state that the Business Model Canvas is required for both funding categories B and C.

On page 7 of 13, Category B requirements were clarified to state that Replication Potential and Field Testing Site sections are required ONLY if the Category B project includes pilot or validation testing.

QUESTION: Where can I find necessary forms to append?

ANSWER: See attachments located at the [solicitation announcement page](#) and click “Apply Today.”

QUESTION: How should I append my documents?

ANSWER: All References, Letters (of Support or Site Commitment), and Resumes should be appended to the end of the “Attachment A: Proposal Narrative” document and submitted in a searchable PDF format.

QUESTION: Is the Business Model Canvas required for submission with Category B proposals?

ANSWER: Yes.

QUESTION: Where can I find the solicitation documents and deadlines for submission?

ANSWER: You can locate this information by going to the Consortium's [solicitation announcement page](#) and clicking "Apply Today."

QUESTION: Can a proposer submit multiple proposals?

ANSWER: Yes.

QUESTION: Can a proposer submit a proposal under multiple categories?

ANSWER: Yes, multi-phase project proposals (i.e. a single project that spans more than one funding category) will be considered. These multi-phase projects may span Category A and Category B, or Category B and Category C. When submitting your proposal in the Salesforce portal please select "Category D: Multiple proposal categories."

QUESTION: Is it possible for non-American companies to submit a proposal?

ANSWER: Yes, but the proposal must benefit the U.S. offshore wind industry and will be subject to approval under the DOE-required Waiver for Performance of Work in the United States.

QUESTION: When will awards for this solicitation be made?

ANSWER: There is no fixed timeline for awarding proposals, but the Consortium's goal is to award all proposals by the end of 2020. This is subject to change.

QUESTION: How do I learn more about the opportunity to take advantage of state cost matching?

ANSWER: Please feel free to contact [Carrie Cullen Hitt](#) for more information about the opportunity for state cost matching. If you are interested in a Massachusetts state cost share, please feel free to contact [Nils Bolgen](#) or [Leslie Nash](#) at the Massachusetts Clean Energy Center.

QUESTION: Can you please confirm whether my offshore wind product/solution would make for a strong proposal under this solicitation?

ANSWER: No, this is a competitive solicitation and we are unable to provide specific guidance on proposals. Please see the solicitation documents for all information regarding proposal submission.

QUESTION: How can I find other entities to partner with for project proposals?

ANSWER: Those seeking an industry partner for their project team can access the MSSC 'Capable Partner' Registry [here](#). Prospective partners can be sorted and filtered by their name, service category type, geographic location, etc.

Those seeking partners in academia can utilize the Research and Development Advisory Group (RDAG) Member Registry, a similar tool identifying the Consortium's partnering academic institutions and their key capabilities and facilities. Access [here](#).

QUESTION: Who is the point of contact at InnovateUK?

ANSWER: Please feel free to contact [Roger Townsend](#) or see the [InnovateUK website](#) for more information.

QUESTION: Is a technical discovery call or a pre-proposal concept paper required before full proposal submission?

ANSWER: No.

QUESTION: Can more than one party submit a proposal together?

ANSWER: Yes, but the Consortium asks that one party be identified as the lead.

QUESTION: What are the intellectual property guidelines?

ANSWER: Please see the sample agreement attachment in the solicitation. Additional information may be found in the Consortium's Intellectual Property Policy. Please contact info@nationaloffshorewind.org for a link to that policy.

QUESTION: Does the Consortium or NYSERDA provide training on how to submit a proposal?

ANSWER: Yes, a training video can be found [here](#).

QUESTION: Is it okay to include graphics in the proposal sections that don't specifically require graphics?

ANSWER: Graphics and figures may be included in a proposal wherever they may be helpful or clarifying. If many graphics are required and they become unreasonable or distracting, please include an appendix and reference the graphics and figures in the text.

QUESTION: What are the correct Budget Periods for this solicitation?

ANSWER: The correct Budget Periods are listed in [Attachment A – Proposal Narrative](#) as:

Budget Period 2: from January 1 2021 to December 31 2021

Budget Period 3: from January 1 2022 to December 31 2022

Budget Period 4: from January 1 2023 to December 31 2026

QUESTION: Is [Attachment B3 – TRL/CRL Calculator](#) required for all proposals?

ANSWER: Yes.