

DUAL Ports

De-carbonizing port business today

Call to tender

EXPERT FOR THE DEVELOPMENT OF THE SAILING CARGO NETWORK PLATFORM

North Sea region

DUAL Ports

Developing Low carbon Utilities, Abilities and potential of regional entrepreneurial Ports. J-No.: 38-2-7-15

1 - DUAL PORTS FRAMEWORK

J-No.: 38-2-7-15 - DUAL Ports - Developing Low carbon Utilities, Abilities and potential of regional entrepreneurial Ports (10/11/2015-30/06/2019) is a €5,2m project, 50% co-funded by the North Sea Region Programme 2014 - 2020; Eco-innovation priority. DUAL Ports aims to decarbonise Regional Entrepreneurial Ports (REPs)´ resources through a shared eco-innovation port programme that minimises their environmental footprint. The objective is to specifically develop sustainable utilities and abilities of REPs. This will be achieved by collaboratively piloting and managing technologies and processes that tackle targeted measurable direct/indirect emission/pollution sources. The project will ultimately enhance ports organizational/operational (energy) efficiency and performance, facilitating port low carbonization at reduced cost and with knowledge/investment added value. As demonstrated by last years´ offshore wind energy developments in EU & beyond, ports can be key centres of innovation, testing and uptake of emerging technologies, leveraging participation and multiplier effects, e.g. by triggering value-for-money clustered activities that generate employment and benefit the environment. A transnational approach will be adopted to allow the DUAL small & medium size ports capitalise on this potential, overcoming their individual limited staff, funding and capability to identify the most effective solutions on their own. Only few measures have been selected due to the project duration and size of the partnership, but they are expected to have a considerable impact on the way ports can act as facilitators between enterprises, research centres and public authorities to enable user - driven eco-innovation in the North Sea area.

2 - BACKGROUND

For the implementation of the Interreg North Sea Region project DUAL Ports - Developing Low carbon Utilities, Abilities and potential of regional entrepreneurial Ports - approved by the Steering Committee as per contract signed by the Programme´s Joint Secretariat and the Central Denmark Region representing the Managing Authority on 01/07/2016 and 02/07/2016

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respectively, and by the Lead Beneficiary on 02/09/2016-, the project is carrying out activities that relate to the realisation of one of the key pilot projects, namely the Sailing Cargo Network. Due to limited internal human resources, Fair Winds Trust, the Sail Cargo Network pilot lead requires external support and expertise to be able to effectively support the construction and the low cost and innovative management of the Sailing Cargo Network platform.

3 - CONTRACTOR

Fair Winds Trust

4 - PROJECT OVERALL MANAGEMENT and PILOT MANAGEMENT

Overall pilot management: Fair Winds Trust, assisted by the SCN management team

Overall Dual Ports project management: AG Port of Oostende (AGHO)

5 - OBJECTIVE OF THE WORK

The expert is required to contribute to the development and the realisation of the Sailing Cargo Network Platform, whereby SME Ports, cargo owners, ship owners, agencies and travelling agencies are working together in order to bring goods and/or passengers over the North Sea with sailing ships or wind propulsed ships in a cost effective way. Moreover, particular attention is given to the low carbon quality of the operations, to the innovative approach of the management of the platform, to the identification of the goods that are transported on the SCN and to the support for bridging the link to new wind and wind-hybrid technologies, designs and vessels.

Specifically, this shall include:

- Liaise with the pilot leader, Fair Winds Trust and the other members of the SCN management team in order to support the development of a business model and business tools which are suitable and comprehensible for cargo owners, ship owners and ports, whereby a win-win situation is created for all concerned parties, especially related to the business and economic driven factors.
- Assisting the members of the SCN management team in the development of the SCN network, considering all the key stakeholders all over the North Sea region. This includes the economic and the legal issues of the sailing and mooring of vessels, as well as the economic and legal issues related to logistic operations.
- Working directly with sail cargo companies in the development of cargo operations, identifying cargo-owners, routes and potential users of the platform.
- Support with the preparation of project meetings and events, with a focus on stakeholder engagement and dissemination, related to SCN.

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6 - METHODOLOGY AND IMPLEMENTATION

- Appointment of expert,
- Assistance to and cooperation with the pilot leader and SCN management team on the construction and the functioning of the Sailing Cargo Network
- Development of constructive proposals to improve the quality of the delivered services in the Sailing Cargo Network
- Participation in joint management meetings related to the Sailing Cargo Network Platform
- Joint reporting to management team of Sailing Cargo Network Platform

7 - PROFILE OF EXPERT FOR SAILING CARGO NETWORK SUPPORT SOUGHT

The skills required are

- 1) An integrated knowledge and experience of:
 - market development for sailing cargo, including: vessel operators, cargo owners, traders, consumers and other key stakeholders.
 - policy framework relating to the development of a sail cargo network, the operations of sail cargo vessels and the barriers and drivers affecting these operations.
 - new and existing wind propulsion technologies and designs within the EU and internationally.
 - working with sail cargo stakeholders in the development and delivery of sail cargo within the EU or internationally.
 - Knowledge of;
 - the English Channel and North Sea area
 - the functioning of INTERREG Programmes with a particular emphasis on the North Sea Programme
- 2) Active current participation in the development of sail cargo in the English Channel, North Sea region. Experience and network contacts in wider international sail cargo operations.
- 3) A post graduate degree (or equivalent) in a relevant field of study, including maritime transportation, international trade or sustainable development or other related fields
- 4) Extensive experience in working in a transnational team, involving partners from different countries and industries.
- 5) Track record of holding shipping industry advisory roles and/or publications on sail cargo, wind propulsion technology or related fields.
- 6) Excellent spoken and written English.

8 - RESULT

A contribution that leads to the successful innovative development and cost-effective management of the Sailing Cargo Network Platform, in coordination with the pilot leader, Fair Winds Trust.

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9 - TIMING OF THE TENDER

- 01.09.2018 quotes request
- 01.10.2018 closing of quotes and selection
- 01.11.2018 appointment of consultant and start of work
- 01.11.2018 negotiation and contractualisation
- 01.11.2018 contract entering into force

10 - BUDGET & PAYMENTS

A maximum budget is fixed for the period of 11 months from the appointment of the expert until the date of 30/09/2019 (30/06/2019, i.e. end date of the project, plus 3 months for project closure). The payments will be made in monthly instalments. If there are either changes or extensions to the project, the pilot leader Fair Winds Trust may potentially discuss an extension to the contract with the expert.

11 - CANDIDATES

All candidates should submit a letter of application indicating the way they propose handling the follow-up of the different tasks as described above in point 5 above. The letter should include their proposed financial quote, as well as a recent CV.

12 - REPLY

All interested candidates should respond to:

Madadh MacLaine (Pilot Leader)
Fair Winds Trust
Stilloch, Lunga
Craobh Haven
PA31 8UU Argyll
Scotland

or by email to: info@fairwindstradingcompany.org

DEADLINE : 01.10.2018 at 24h00