

Entry to wind sector



Technology Company

A leading subsea communication services provider contracted us to evaluate options for extending the use of their existing fleet of vessels to provide installation for inter array cables in offshore wind applications.

In support of these plans, our client required information on the market size, barriers to entry (e.g. competition, vessel requirements) and supply chain (e.g. manufacturers, customers).

We examined the market for inter array cable installation, the technical barriers to entry including cable handling and vessel requirements, the commercial barriers to entry including existing suppliers and the supply chain and customer requirements.

A robust market model using Monte-Carlo simulation helped to quantify the potential size of both markets.

We characterised the market in terms of size, supply chain drivers and needs of the client, highlighted main competitors and their capabilities through case studies.

Our findings and recommendations enabled the client to realise the size and potential of both markets and to understand what vessel modifications would need to be completed for them to compete in either market.

