



Business support for the UK oil, gas and energy sectors



Introduction to NOF Energy

Who are we

NOF Energy's main objective is to be *the* UK's leading business development organisation for businesses involved in the oil, gas and energy sectors.

A not-for-profit membership organisation focussed on providing effective business support to the UK energy supply chain.



NOF Energy – facts and figures

History:

Established 1988. Originally North East of England focussed, now nationally recognised.

Location:

Located in Durham, working with many partners throughout the UK

Membership:

320 members UK wide with 8 Global Partners (32 members based in Yorkshire Humber region)

Board:

Private sector led, driven by industry

Main sector focus:

Core activity relates to oil and gas , now expanding portfolio to the nuclear sector and an interest in offshore wind



NOF Energy – benefits of membership

Networking:

Grow your network, remember there is strength in numbers

Intelligence:

Access industry information and updates, keep one step ahead of the competition

Opportunities:

Receive regular sales leads, we are always on the look out for new business opportunities

Promotion:

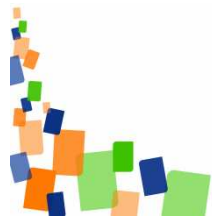
Let us help you stand out from the crowd, we can raise and maintain your profile in the sector



NOF Energy - Services

Networking & Events

- **50 plus events per annum:**
 - **Networking lunches with presentations from key clients in the sector**
 - **Seminars on specific themes or with a country focus**
 - **Training workshops**
 - **One-to-one meetings**
 - **Overseas market visits**
 - **Inward visits of buyers to the UK**
 - **Exhibition stand share**
- **External events service – let us organise your events and market/recruit for you**
- **Conference and training room hire (Durham and Aberdeen)**



NOF Energy - Services

Marketing & Media Support

Global promotion using the following channels:

- NOF Energy Membership Directory
- Online directory entry with option to upload corporate literature or company presentation
- Opportunity to take skyscraper banners on website
- News4Energy quarterly magazine with option to add editorial/advertising
- Press release service
- Negotiated rates with trade press
- Notification of forward features in trade press
- Involvement in energy supplements
- North Sea maps and technical wall-charts produced with members advertising, sent to clients and handed out at exhibitions
- Corporate gifts sourced, branded and produced on members behalf



NOF Energy - Services

Member-to-Member Business

Direct hands on approach with members:

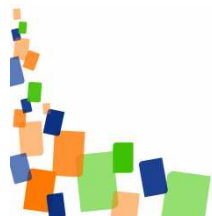
- **Member visit programme**
- **Exchange (referrals and exchange of information/contacts)**
- **Proactive introductions to other members, no more cold calling!**
- **Door opening**
- **Encouraging inter-trading and collaboration amongst members**
- **Procurement Exchange**
- **Buyer contact details from within the membership**



NOF Energy - Services

Industry intelligence (Intell4Energy)

- E-bulletin detailing projects, contract awards, business opportunities, members news/ profiles
- Tailored research
- Industry updates
- Country reports
- Key contact identification
- Opportunity alerts
- Exchange – referrals to other members to gain advice and guidance on markets or topics



NOF Energy - Services

Nuclear Business Development

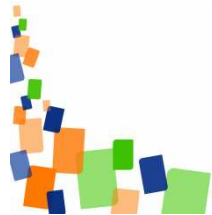
- Access to NOF Energy nuclear champions and guidance on doing business in the sector
- Presentations from key clients on:
 - Future new build
 - Decommissioning
 - Operations and maintenance
 - ITER project
- Information on global projects and contract awards
- NuclearRep (using specialist consultants to undertake an individual contract to assist members target the nuclear sector). NuclearRep can be used for:
 - Business research
 - Potential clients in nuclear
 - Partner identification to collaborate on projects
 - Positioning to supply/service the sector
 - Client presentations
 - Exhibition attendance



NOF Energy - Services

International Business Support

- Advice on trading internationally
- Access to NOF Energy export champions (International Steering Group)
- Market visits to meet overseas clients in priority energy regions
- Information on global projects and contract awards
- Globalrep (commissioning specialist consultants to undertake an individual contract overseas). Globalrep can be used for:
 - International business research
 - Potential clients in overseas markets
 - Partner identification
 - Setting up in-country
 - Client presentation
 - Competitor analysis
 - Exhibition attendance



NOF Energy - Services

Recruitment Support (Jobs4Energy)

- **Jobs area on website to list your vacancies**
- **Candidates area on website to browse through CVs**
- **Links with other energy recruitment sites to negotiate rates**



NOF Energy – Gateway

We act as a gateway to the UK oil, gas and energy supply chain and encourage global clients to use us to:

- **Find new suppliers**
- **Find UK products and services**
- **Find new technologies**
- **Find solutions**
- **Find potential partners**
- **Find out which UK companies are interested in doing business in particular export markets or with particular companies**
- **Identify and assist with inward investment to the UK**



NOF Energy – How we have helped

How members have benefited:

- **Globalrep – Member identifies new partner in Asia**
- **Large engineering design contract for member following potential supplier list given to client**
- **Agent identified in Libya**
- **Contracts won in Perth, Australia through market visit**
- **Inward visit from Saudi Arabia results in 2 year contract**
- **Research - member provided with subsea buyers list**
- **Research - member provided with a list of contact points in offshore fabrication yards in Asia**
- **Marketing & Media - Operator requests batch of North Sea maps for internal distribution**
- **Member receives contract in Norway following attendance at DOT exhibition with NOF Energy**
- **Member receives contract from Engineering Contractor following visit to Madrid and Cadiz**
- **Member wins contract from OTC through Stand Share with NOF Energy**
- **New member wins 2 contracts from dedicated workshop organised for company by NOF Energy**



NOF Energy - Partners

UK and Regional Partners

- NAMTEC , Yorkshire Forward,, UK Trade & Investment, Business Link, NEPIC, NaREC, NDI, FPAL, THMA, Scottish Enterprise, BERR
- Aberdeen and Grampian Chamber of Commerce (international trade alliance)

Global Partners: Building a global network of support

- State of Louisiana, USA
- OTANS, Canada
- NOIA, Canada
- Malaysian Oil & Gas Services Council, Malaysia
- British Venezuelan Chamber of Commerce, Venezuela
- Camara Petrolera, Venezuela
- South Africa Oil & Gas Alliance, South Africa
- IRO, Netherlands



NOF Energy – Resource

George Rafferty
Chief Executive
graafferty@nofenergy.co.uk

Joanne Leng
Director Business
Development
jleng@nofenergy.co.uk

Helen Edge
Membership & Marketing
Manager
hedge@nofenergy.co.uk

Caroline Lofthouse
Events Manager
clofthouse@nofenergy.co.uk

Clare Weirs
Finance & Business services Manager
cweirs@nofenergy.co.uk

Kristie Leng
Events & Finance Coordinator
kleng@nofenergy.co.uk

Jenna Gray
Events Coordinator
jgray@nofenergy.co.uk

Luci Gray
Administration Assistant
lgray@nofenergy.co.uk

NOF Energy Board and Network

Tel: +44 (0)191 3846464 www.nofenergy.co.uk



NOF Energy – the impact

**Over £40million worth of new business generated
for members in last three years**

Share in our success

