Essential larger enterprises in the offshore wind farm industry

**P1:** SMEs can make an active contribution through ‘demand driven’ cooperation for innovation and competitiveness of wind energy.

**P2:** SMEs can make an active contribution through ‘supplier driven’ cooperation for innovation and competitiveness of wind energy.

**P3:** SMEs can make an active contribution through ‘partner driven’ collaboration for innovation and competitiveness of wind energy.

---

**Figure 1** Overview on cooperation and collaboration propositions.

- **Demand-driven Cooperation**
- **Partner-driven collaboration**
- **Limited ‘arms length’ cooperation**
- **Supplier-driven cooperation**

- **SME Suppliers**
  - In the offshore wind farm industry
Essential larger enterprises in the offshore wind farm industry

Figure 2 The SME routes for cooperation and collaboration with larger enterprises

- **P1**: The ‘demand driven’ route
  - Demand-driven cooperation
  - SME

- **P2**: The ‘supplier driven’ route
  - Limited ‘arms length’ cooperation
  - SME

- **P3**: The ‘partner driven’ route
  - Partner-driven collaboration
  - SME

SME Suppliers
In the offshore wind farm industry