



Minutes • *7 September 2026*

Directorate for Energy Supply Chain (DESC)



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MINUTES - GLOBAL COMPETITION SUB-GROUP

Present

Neil Golding, EIC (NG)
Rebecca Groundwater, EIC (RG)
Ian Molloy, EIC (IM)
Jack Boggis, EIC (JB)
Chris Shirley, EIC (CS)
Miles Jackson, Wolf Safety Lamp Company (MJ)
Giles Richardson, Rotork (RG)
Sheena McGuinness, RSM (SM)
Jasmina Tuncheva, FRACHT (JT)
Stuart Billingham, KOSO Kent Introl (SB)
Paul Ashton, Powertherm Contract Services (PA)
Dan Rigby, Wood Group UK (DR)

Apologies

Andrew Smith, Denholm Industrial Services (AS)
Carl Townsend, Sentinel ICCS (CT)

1 Discussion

Christopher Shirley presented SupplyMap analysis for companies within 50 miles of Liverpool Bay and Net Zero Teesside. The data showed substantial local capability, particularly in oil and gas and service provision, but limited visibility of bidding outcomes. Members agreed that further evidence is needed on successful and unsuccessful bids, competitors and contract locations.

Members discussed overseas government support, early access to EPC and FEED stakeholders, inconsistent pre-qualification requirements, unclear project pipelines, export licensing delays, tariffs and import duties. Norway and Brazil were highlighted as examples of market barriers. Concern was also raised that UK manufacturers may move production to the UAE or Saudi Arabia because of stronger project visibility and more competitive operating conditions

2 Agreed approach

- Use the SupplyMap analysis as a baseline and strengthen it with member evidence.
 - Offer confidential one-to-one discussions where evidence is commercially sensitive.
 - Develop an evidence-led case for senior civil servants and a cross-departmental roundtable targeted for late October.
 - Use regional committees and membership managers to widen participation.
 - Include project visibility, EPC access, pre-qualification, trade barriers and offshoring risk in the work programme.
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3 Actions

- Organise discussions on a one-to-one basis with members of the group to discuss. (*JB, CS, NG, and RG / ASAP*)
 - Activity on projects that have been shortlisted to review. E.g. Liverpool Bay / Net Zero Teesside. Provide evidence on bids / outcomes / cost.
 - Experience of in-country value requirements
- To gather further evidence from the regional committees, including the Northern Committee, on the work the group is doing. (*EIC team / Forthcoming committee meeting*)
- Develop questions, linked to success on bidding for work on the ET projects identified, for EIC membership managers to ask members in engagement sessions (*NG, RG, EIC team / work underway*).

- Follow up discussion on tariffs, trade agreements and export licencing. (*EIC Team / Ongoing*)
 - Deliver a cross-departmental civil service roundtable with members of DESC (*RG / Late October*)
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4 Close

The Chair thanked members and closed the meeting, reiterating the request for evidence and offers of one-to-one discussions.



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