

Case Study: Sandaig Engineering



A QA/QC consultancy services company providing unique, tailored support to the energy and renewables sectors.

Business profile

- A QA/QC consultancy offering a unique and tailored approach to large complex organisations.
- Operated predominantly within oil and gas with ambitions to diversify into renewables.
- A growing business with a presence in North East Scotland.

Support received



BUSINESS TRANSFORMATION PROGRAMME – WEST



Sandaig Engineering embarked on OWGP's WEST business transformation programme to help develop its strategy and enter the Offshore Wind market with confidence. The WEST programme takes a needs-focused approach and provided Sandaig Engineering with bespoke and structured business support as well as access to specialist delivery partners.

Impact of the support

- Gained a deeper understanding of the Offshore Wind sector and confirmed there was a market to enter.
- Incoming enquiries from the Offshore Wind sector has increased.
- Has won its first renewables contract and plans to enter new geographical markets.

A closer look at Sandaig Engineering

Sandaig Engineering is a QA/QC consultancy offering bespoke, tailored services to large complex organisations. It gains an understanding of a business' needs and develops a quality management system to fit the unique organisational structure and requirements of a company. With a natural synergy between oil and gas offshore services and Offshore Wind, its services are fully transferable to the renewables industry. As the Offshore Wind sector progresses and in-house quality management teams become stretched, Sandaig Engineering can support organisations in addressing issues in their supply chains in order to efficiently handle large scale projects with significant spend.



Sandaig Engineering makes a real difference to quality assurance and quality control in the oil, gas and renewables industries with an aim to enable positive organisational change and foster continuous improvement.

How did OWGP's support propel Sandaig Engineering's business into the Offshore Wind sector?



Before

Sandaig Engineering was established in 2018 and operated predominantly within the oil and gas sector, bringing in new business through its existing network and word of mouth. The company recognised the potential value and scope of markets within the renewables sector and was confident that its services were transferable to Offshore Wind. Entering the renewables market had always been part of its business plan and a goal for growing the business.

During

A recommendation from Scottish Development International (SDI) – and seeing the work OWGP was doing in strengthening the supply chain within Scotland for Offshore Wind – encouraged Sandaig Engineering to embark on OWGP's WEST business transformation programme.

The application process alone was a valuable exercise. By identifying five areas it wanted support with and its reasoning why, Sandaig Engineering was able to consider its needs, where the gaps were and how the WEST programme could help with that.

The programme supported Sandaig Engineering with addressing those five areas as well as providing market intelligence. This gave a better understanding of the Offshore Wind supply chain, potential entry points and helped to define how Sandaig Engineering could market its services to position itself in the sector.

After

Completing OWGP's WEST business transformation programme has enabled Sandaig Engineering to transform its business in terms of readiness to enter the offshore wind market with deeper knowledge of the sector and confidence that its expertise and services are transferable to the industry.

The WEST programme also enabled the business to make key connections within the sector through supply chain webinars and sector clusters. Being able to connect with the right people and get its message across through these channels has been hugely beneficial to Sandaig Engineering, as has the opportunity to participate as a speaker in Offshore Wind webinars.

Sandaig Engineering has seen an increase in enquiries from the Offshore Wind market and also won its first contact within the sector – a key milestone for the company in being able to provide evidence of its work in the industry. Sandaig Engineering also plans to enter new geographical markets with opportunities identified in UAE and Germany.

“ The WEST programme delivered what it said it would – and that was to transform your business to prepare for entering the Offshore Wind sector. It reaffirmed our belief that there was a market for us and provided us with the knowledge to develop our business to get ready for that market. ”

JACKIE OWEN
Director of Business Administration /
Development, Sandaig Engineering



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