

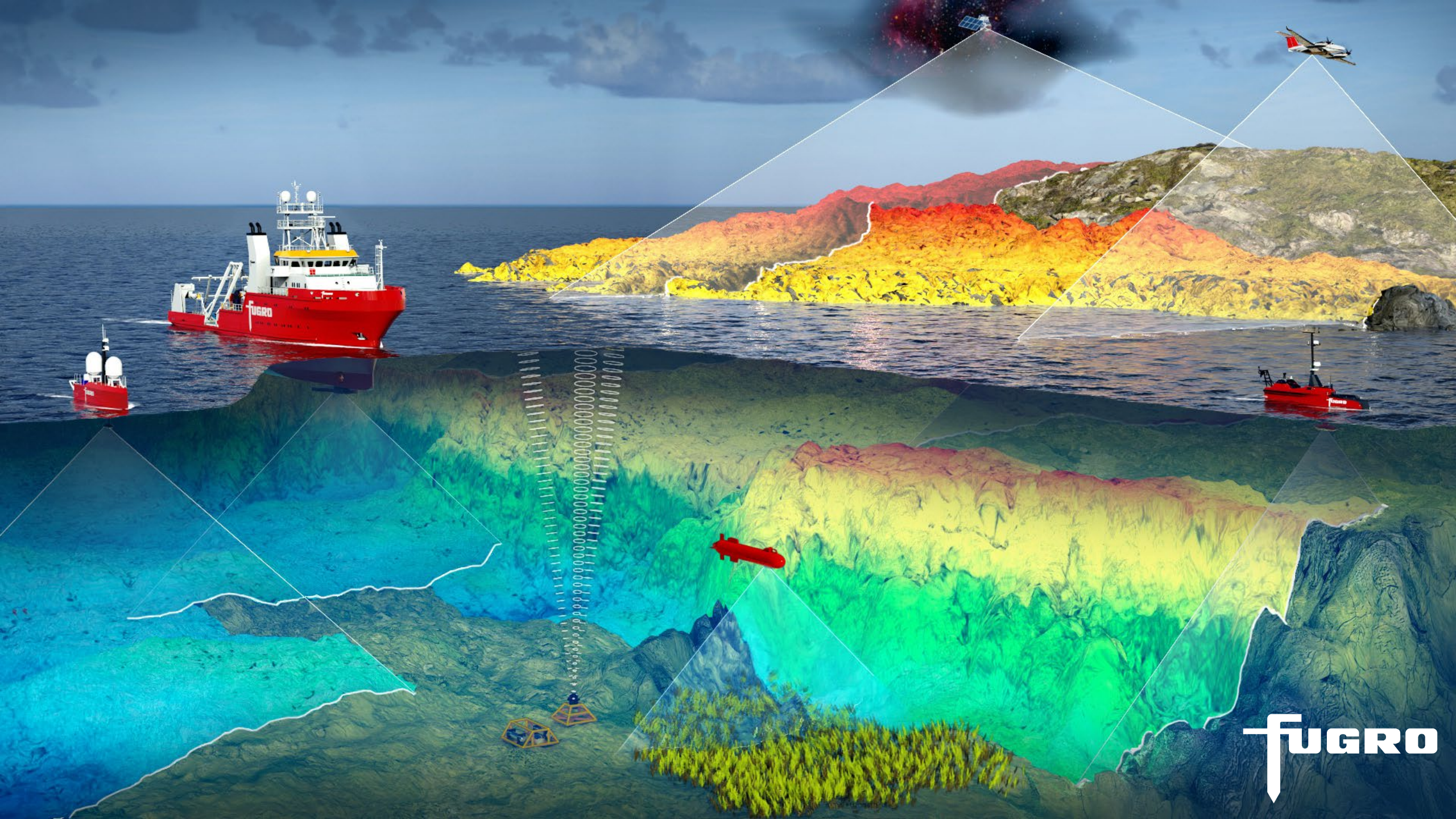


# Ocean Emerging Technology: barriers, challenges, and potential mechanisms that expand opportunities for public-private partnerships

Panel 1: Industry Perspective

ORAP Public Meeting – December 3, 2024





**FUGRO**



# Providing geo-data, information, and knowledge

Through specialized sensors, flexible platforms, competencies, and expertise

20

environmental  
landers



100

metocean  
buoys



10

remote  
operations  
centres



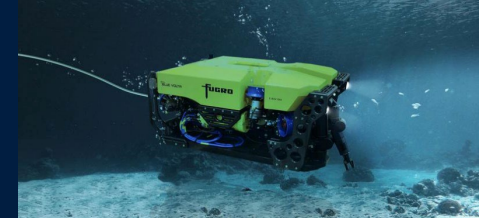
7

uncrewed  
surface vessels



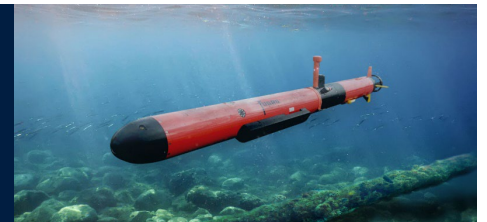
65

remotely  
operated  
vehicles



4

autonomous  
underwater  
vehicles



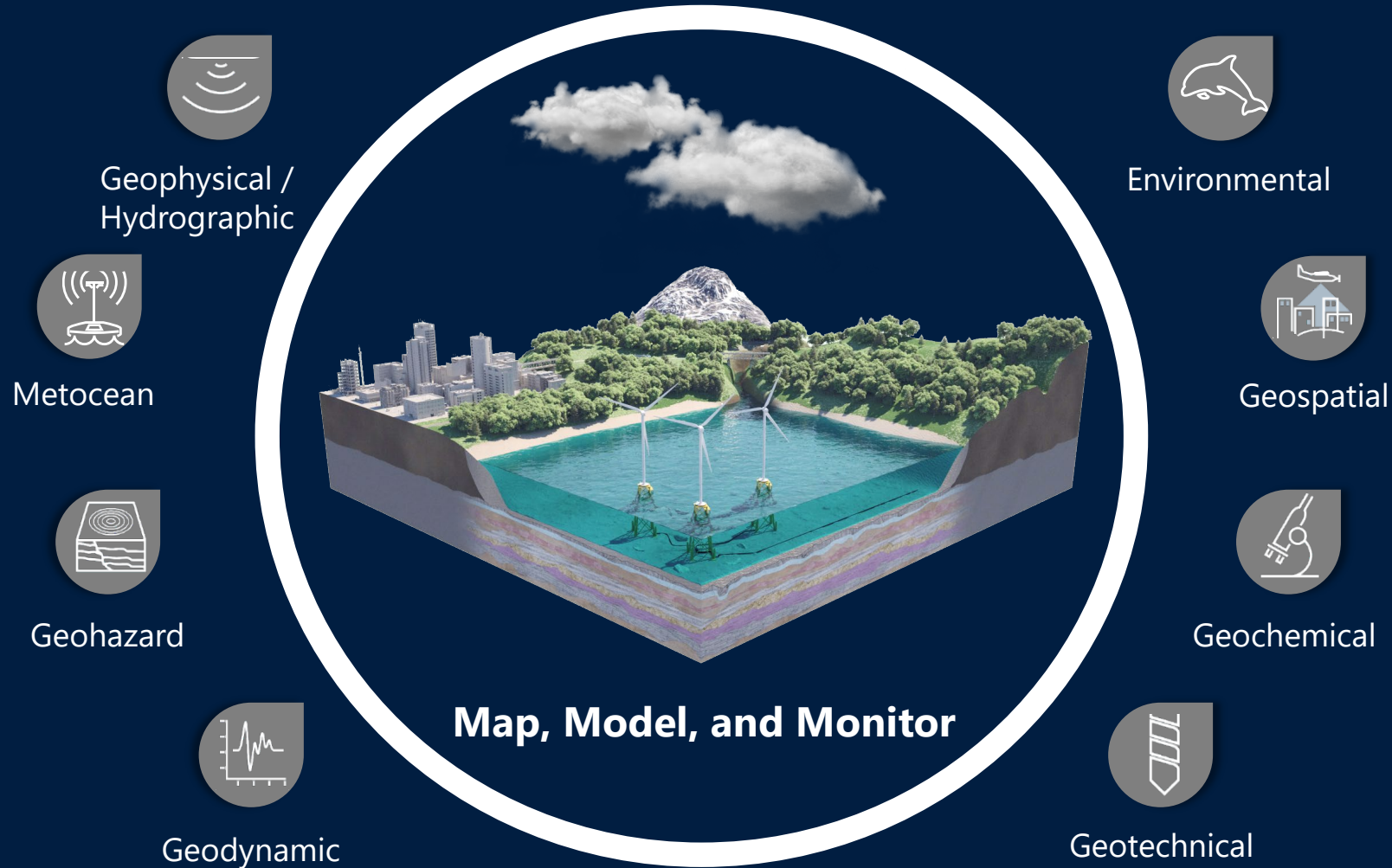
27

specialised  
service vessels



● Remote operation centers

# Integrating ocean geo-data to unlock insights



# Fugro in the USA

## Fugro USA:



~1,200 employees



17 offices



7 states



- Major office locations
- Office locations

## Americas Region and U.S. headquarters in Houston, TX

supporting and executing projects  
throughout the Americas Region

# Differentiating through innovation

We develop differentiating technologies for client solutions and applications

28

Innovations brought to the market  
since 2022

29

Priority patents filed in 2022



Mobile,  
autonomous  
robots and sensors



Remote operations  
and support  
services



Analytics and cloud  
automation  
services



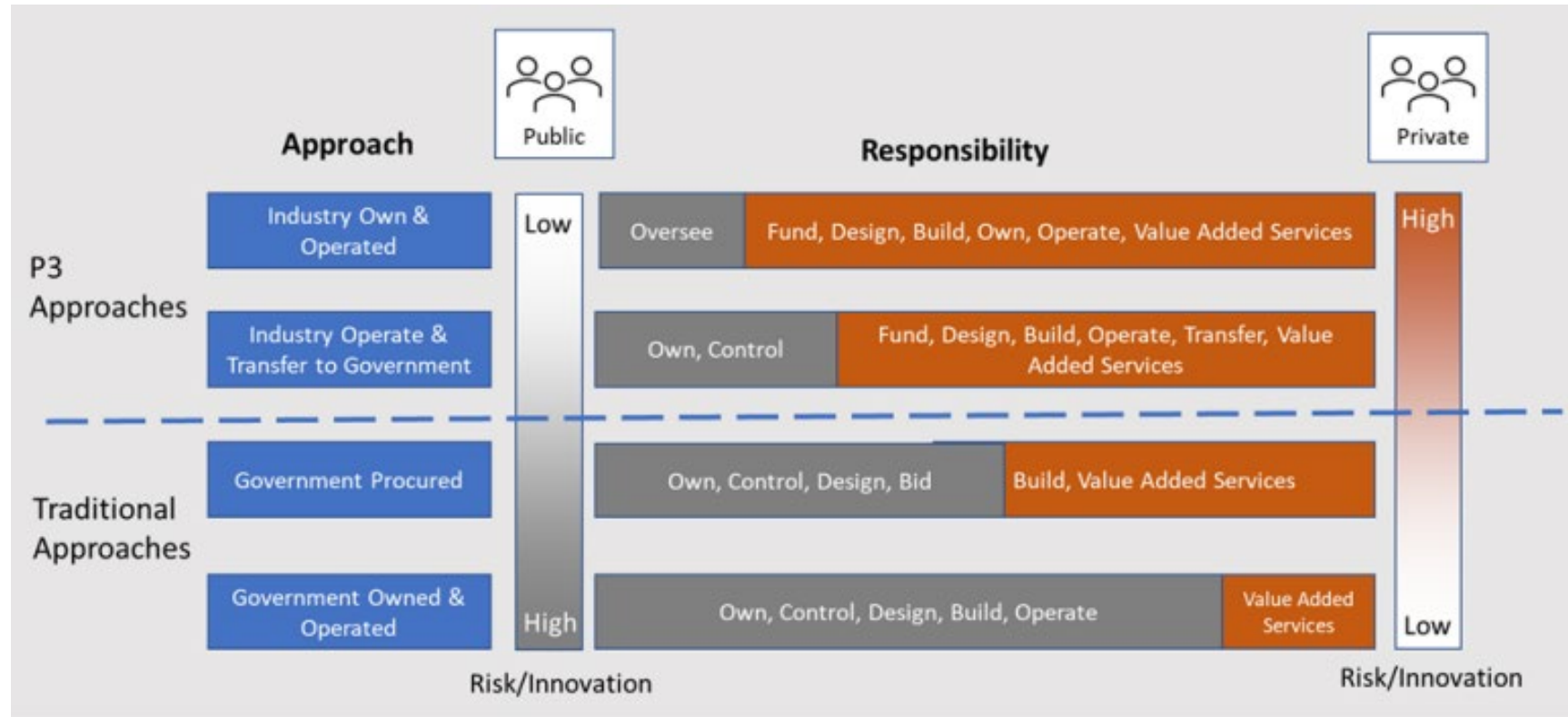
Insights and  
delivery





# What is a public-private partnership?

Approaches and levels of responsibility for public and private sector partners



From "Advancing the National Spatial Data Infrastructure Through Public-Private Partnerships and Other Innovative Partnerships" – A Report of the National Geospatial Advisory Committee, December 2020

"A long-term agreement between one or more public agencies (Federal, State, and/or local) and private sector entity or entities that includes shared responsibility, risk, and reward among the parties. Through this agreement, the skills and assets of the private sector are employed in delivering a product, service, or infrastructure for use by the public at large."

# Barriers

for public and private sector partnerships (P3s)



- Few mechanisms to support P3s at scale
- Few agencies with contribution authority
- Absence of a national collaborative governance process to guide the implementation of P3s
- Regulations prevent “data sharing” or “public access” to some types of data
- Lack of clarity with respect to environmental compliance



# Challenges

for public and private sector partnerships (P3s)



- Lack of understanding of what P3s are and what is required to implement at scale
- Lack of willingness and/or commitment to transfer responsibility from government to private sector
- Lack of willingness and/or commitment to address barriers
- Lack of dialog between government and private sector regarding needs and capabilities (both directions)
- Lack of willingness and/or commitment to establish meaningful and sustainable mechanisms to explore P3s development
- Perception that emerging technology in the private sector only comes from small businesses

# Potential mechanisms

for public and private sector partnerships (P3s)



- Contribution authority
- Other transaction authority
- Commercial solutions opening
- NOPP expansion
- SBIR phase 3 commercialization
- Data buys
- Co-investment
- P3s for some functions / capabilities





# Thank you

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