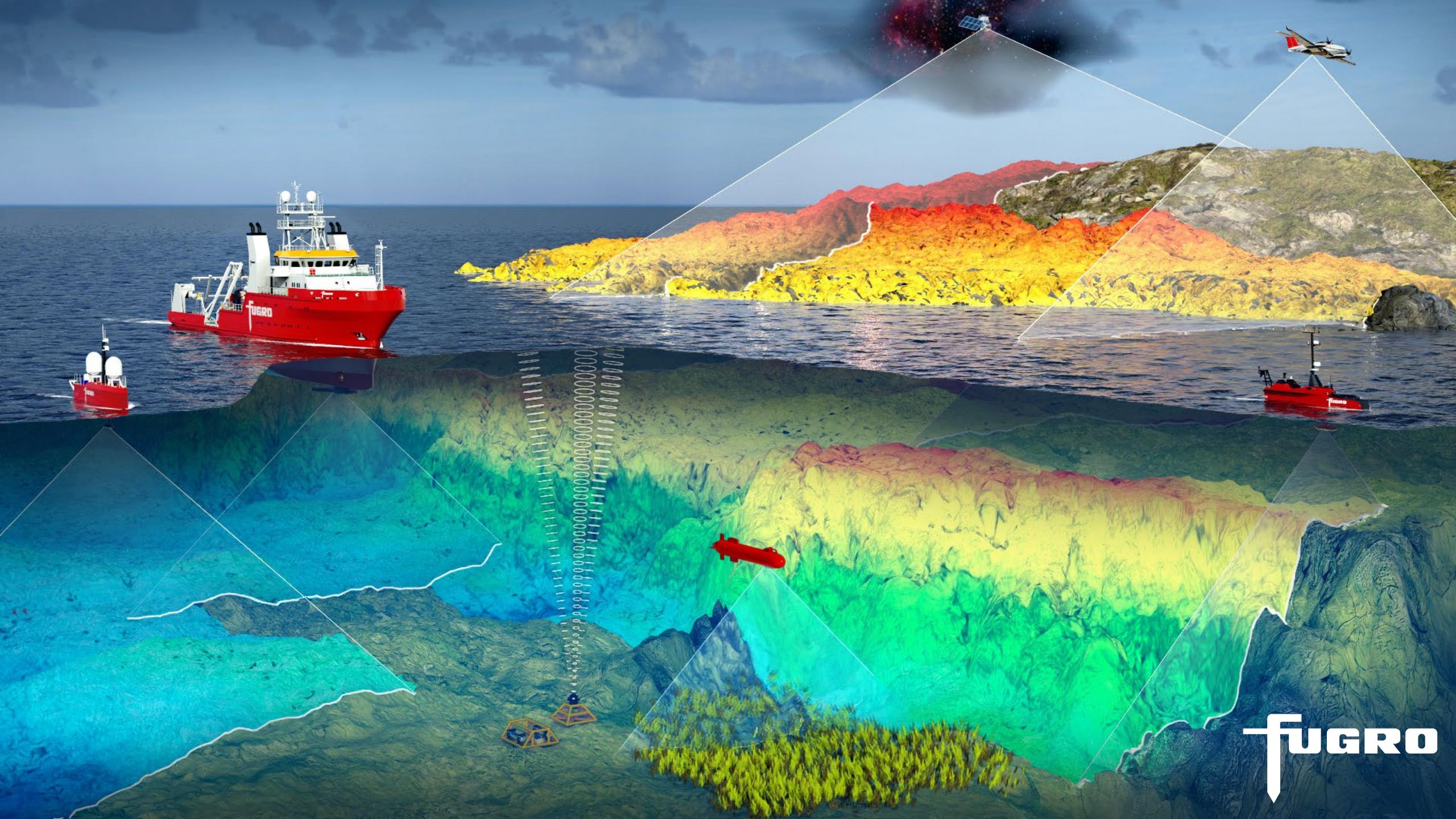




Ocean Emerging Technology: barriers, challenges, and potential mechanisms that expand opportunities for public-private partnerships

Panel 1: Industry Perspective



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



● Remote operation centers

27

specialised
service vessels



7

uncrewed
surface vessels



65

remotely
operated
vehicles

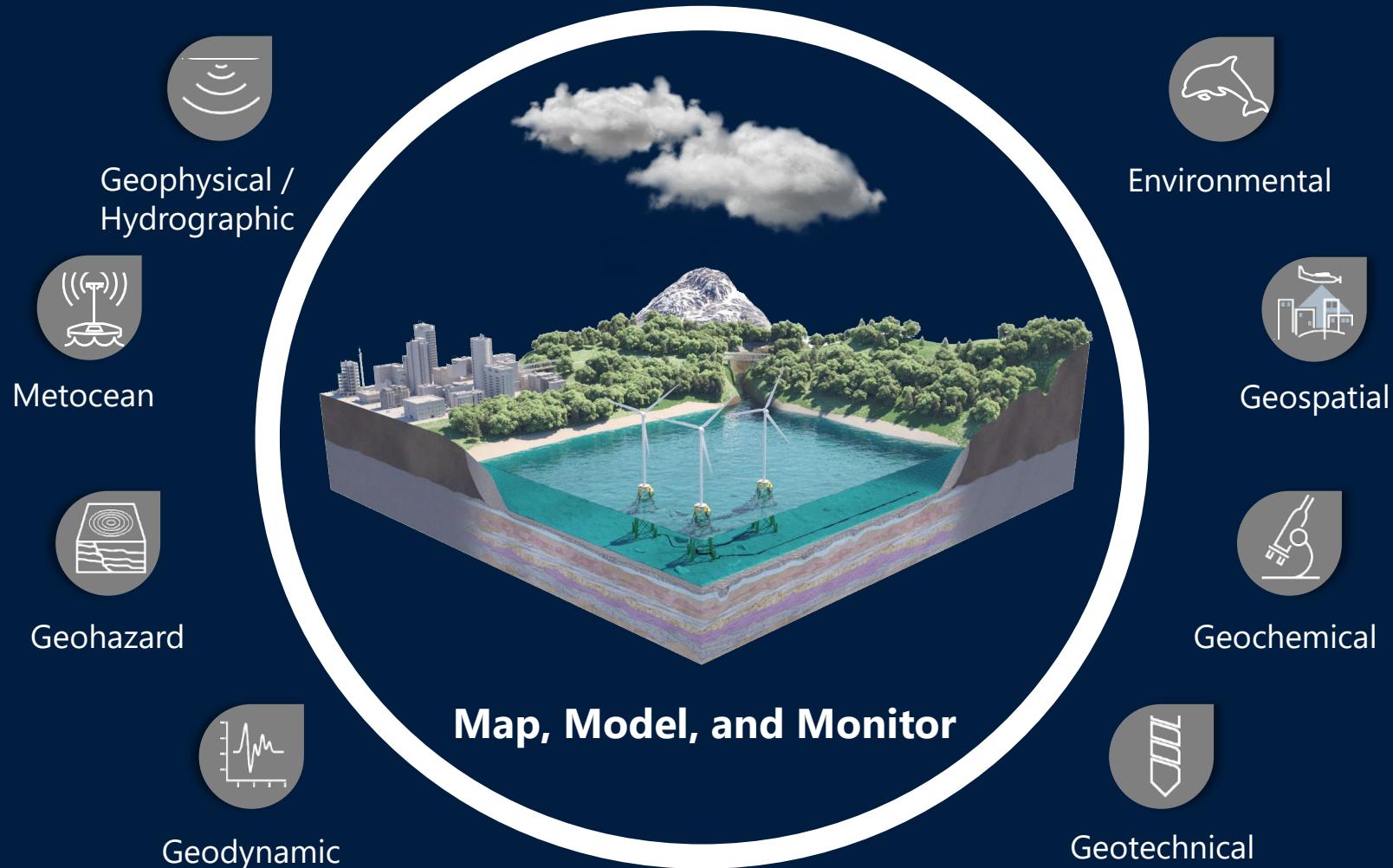


4

autonomous
underwater
vehicles



Integrating ocean geo-data to unlock insights



Fugro in the USA

Fugro USA:



~1,200 employees



17 offices



7 states



**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

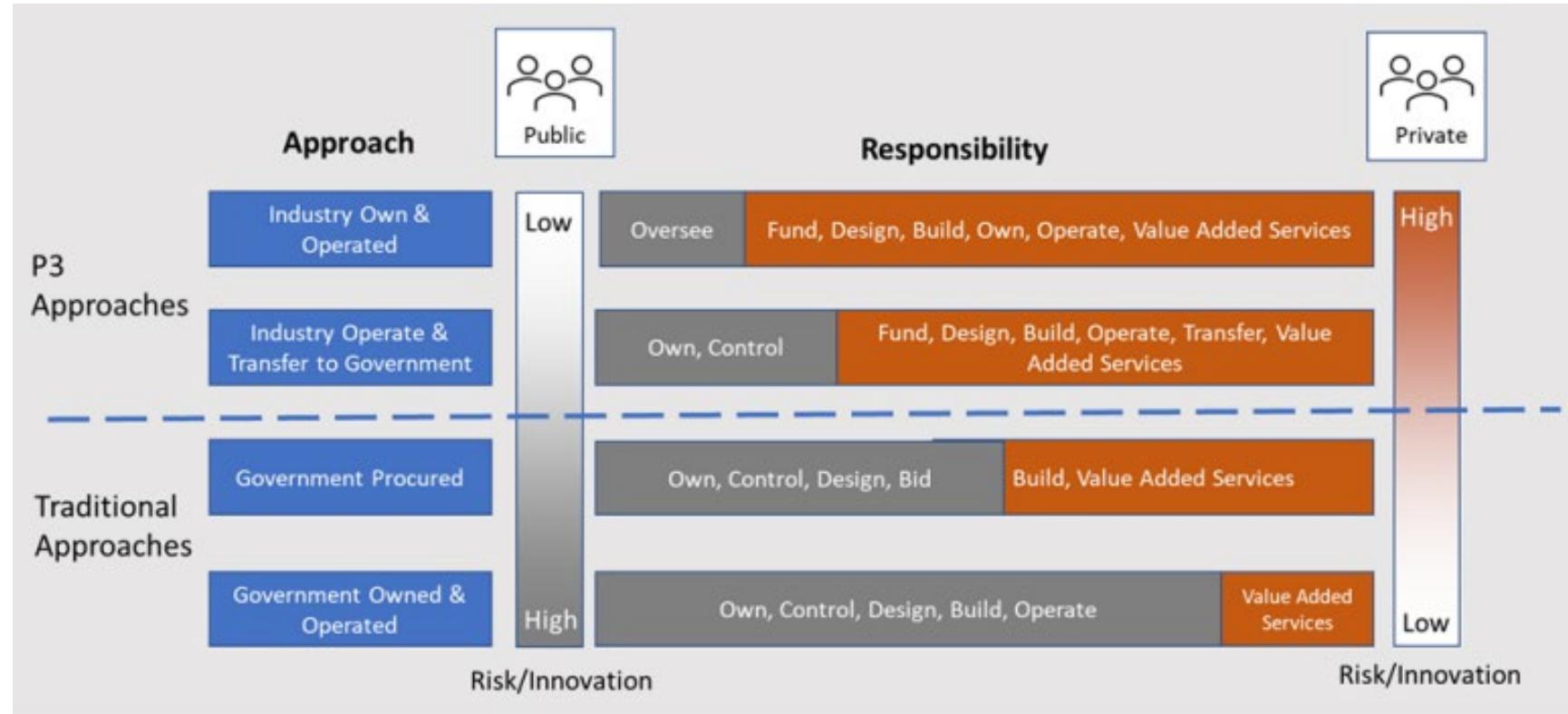


Insights and
delivery



What is a public-private partnership?

Approaches and levels of responsibility for public and private sector partners



"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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