

Accelerating Ocean Technology Innovation Public Private Partnerships

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Appreciation to:

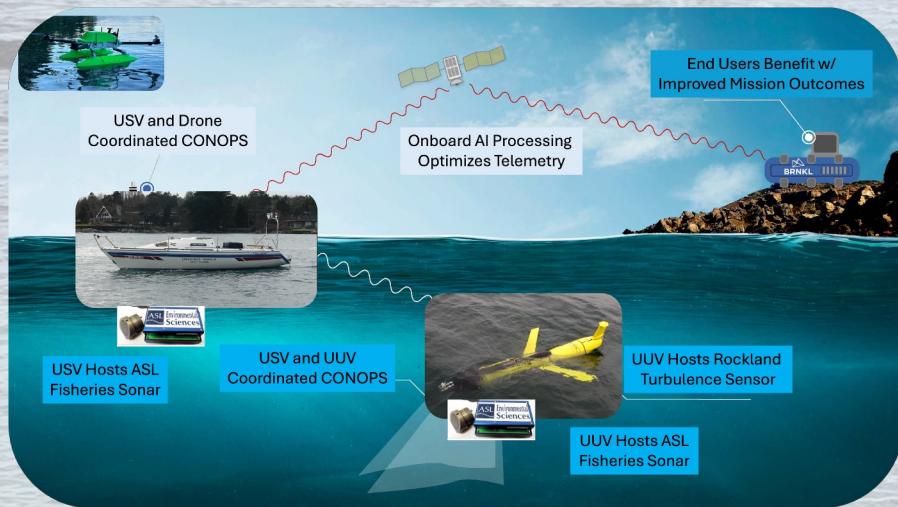


Bottom Line Up Front

- **Government programs are typically slow and inflexible**
- **Oceantech innovation is fast, and accelerating**
- **Successful examples and lessons learned suggest there is significant room for improvement to:**
 - **Inform markets**
 - **Shape investment**
 - **Deliver economic and societal value**

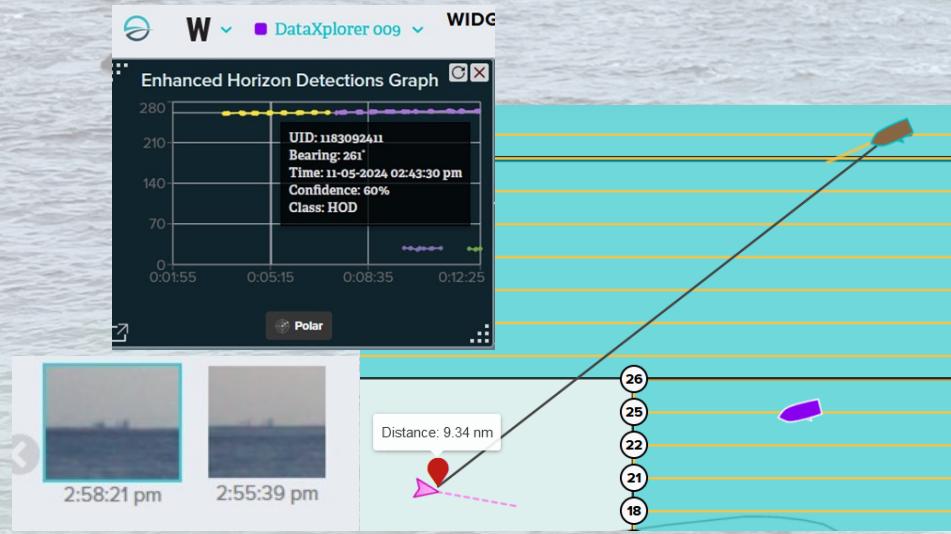
Case Study: Canada's Ocean Supercluster

- (+) Matches industry \$ for innovative technology
- (+) Focuses calls on key topics e.g. AI
- (+) Drives industry collaboration (in Canada)
- (+) Drives global cooperations
- (-) Is administratively demanding



Case Study: MPAbots

- (+) NOAA end users engaged industry/philanthropy
- (+) Rapid test cycles shaped technical outcomes
- (+) NOAA users adapted their own efforts
- (+) Successful philanthropy demo in Caribbean
- (-) Some tech providers proved incompatible with mission/vision



SBIR: Mixed Results

- (+) Focuses \$ on small businesses
- (+) Clear phases, budgets, schedules
- (+/-) Clear end user needs (sometimes)
- (-) Not always connected to actual budgets
- (-) Not administered consistently
- (-) Not always commercially informed



OTAs: Driving Innovation

- (+) DIU is rapidly shaping UUV/USV/UAS market
- (+) Inspiring significant venture investments
- (+) Delivering new tools (prototypes) rapidly
- (+) Exposes new providers to Gov. users
- (-) Not widely used outside DoD



Emerging Markets

- Marine carbon credit
- Biodiversity credit
- In situ eDNA
- Marine mammal monitoring
- Seafloor minerals
- Ropeless fishing



All demand government input but agencies lack awareness of innovations, or ability/interest to discuss openly. How do we develop best practices?

Recommendations

How can the private sector support effective adoption of novel ocean technologies by government agencies?

- **Make solutions available for sale but . . .**
- **Agencies need to be open to buying them**
- **Endeavor to close the communications gap**
- **Advocate for innovations**
- **Listen for distinctive government needs**

Recommendations

What can the ocean agencies and departments do to better harness the innovation occurring in the private sector?

- Commit to buying commercial solutions
- Find faster and more flexible paths to both testing and acquisition
- Engage private sector early in product/technology development
- Get out and see innovation at work

Recommendations

What challenges exist with respect to entering into public-private partnerships and how could new models address them? What would new models look like? Would the executive branch have the power to enact them, or would a change in legislation be required?

Bureaucracy and inertia stifle innovation, eliminate them!

- Use OTAs
- Train contracting officers to say yes first
- Award incentive prizes
- Buy data/services (GOCO/COCO)

Recommendations

What incentives could the government offer to attract partnership from industry?

- **Shape best practices through multi-party conversations using honest brokers**
- **Provide clear guidance on technical needs**
- **AND guidance on procurement plans**
- **Offer to test/trial/debug collaboratively**

A wide-angle photograph of a beach at sunset. The sky is filled with dramatic, wispy clouds colored in shades of orange, yellow, and blue. In the foreground, the sandy beach slopes down to the water. A wooden pier or boardwalk extends from the left side into the ocean. Several palm trees stand on the right side of the frame, their silhouettes contrasting against the bright sky. The overall atmosphere is peaceful and scenic.

Innovations are out there!

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