



Growing an Unmanned Marine Systems company

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The Blue Economy Conference

Ocean Business

Overview

- Starting ASV
- Growing ASV
- The Future

ASV Origin

- Stephen Phillips and Hugh Young, 1998
- UK Smart award
- SASS prototypes



ASV Origin

- Early Dstl USV research
- First target boats
- Project with ONR and C&C Technologies



Growing ASV

- Full time focus in June 2010
- Dan Hook as MD, Rich Daltry as TD and Thomas Chance as Chairman and principal shareholder
- Invested in waterside facility, support boat and testbed ASVs.



Important early contracts

- Singapore export
- C-Cat 4 export
- Dstl support
- CDE with Roke Manor



How we grew

- Approximately 1 employee a month since 2010, currently at 55
- Managed a mixture of Defence, Survey, Science and Oil and Gas projects.
- Maximised our own internal R&D spend by getting additional (sometimes match) funding from Innovate UK and other sources
- Focussed hard on software development
- Focussed hard on testing on the water
- Became vertically integrated. Design, build, operate and maintain.

What we are now



What we are now

- Rolling out standardised products
- Introducing a lease model
- Just sold 20% to Oceaneering so looking to grow on the synergies and links that will bring
- Have a well developed technical roadmap and funding in place for at least the next two years to move through that map.
- Actively engaged with other businesses, universities, working groups and centres such as MARSIC.

The future for us

- See continued growth within a growing market
- In the UK, marine facilities and skills are a challenge
- Growing our links to Universities (GDP project example)
Building more links with sensor/equipment suppliers to deliver complete systems.
- Entering some new markets
- Export, export, export





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