

Liaising with Industry: A Viewpoint from the Marine & Maritime Research Sector

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Four Key Challenges



Climate & Environment



Energy & Resources



Society & Governance



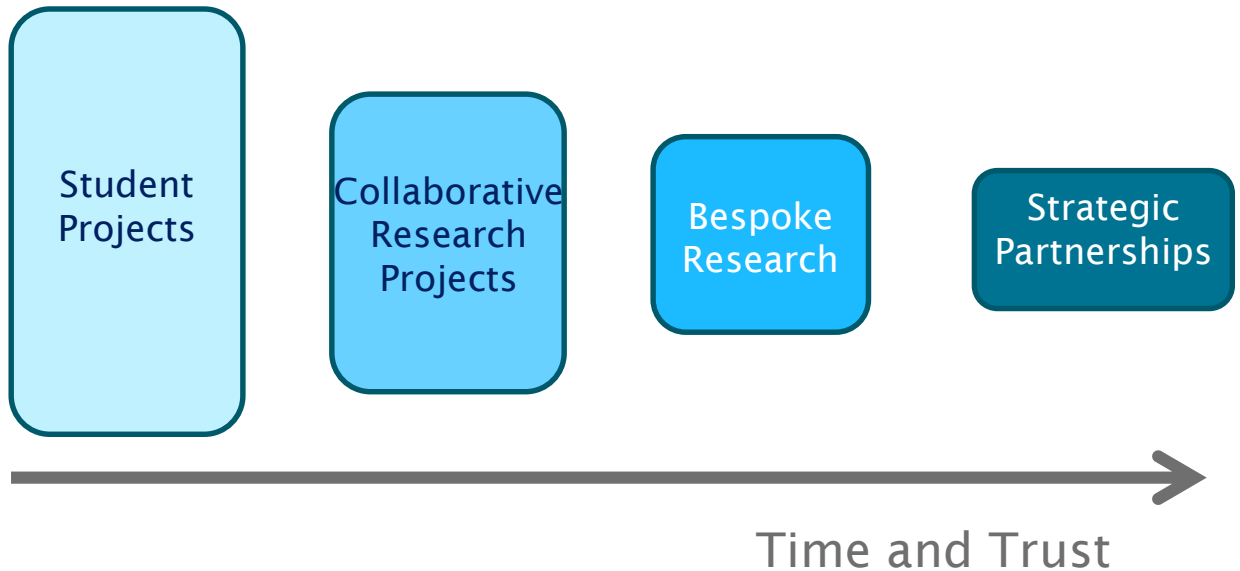
Trade & Transport

Nine Business Topics

1. Safety, Risk & Regulation
2. Impact, Culture and Heritage
3. Environmental Modelling & Mapping
4. Big Data & Cybersecurity
5. Vessel Design & Performance
6. Tourism, Ports & Logistics
7. Robotics & Autonomous Systems
8. Energy & Resources
9. Materials, Structures & Testing



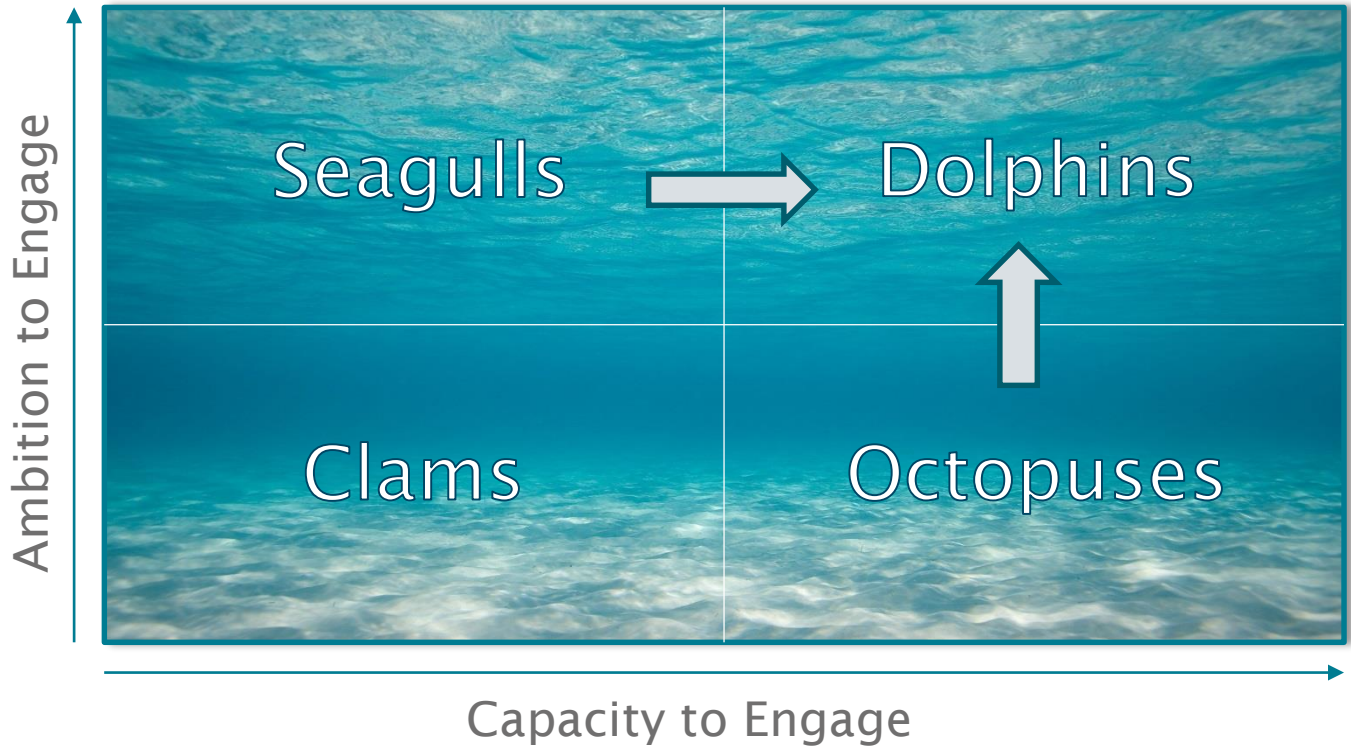
Working with Industry



Recent Output



Segmentation



Shifting Sands

Research
Activity

- Economic growth & jobs
- Making use of previous research

0 3 5 7 9

Technology Readiness Levels

SMMI Sandpits

- New fund to support initial discussions on potential proposals
- SMMI organises all of the administration



Four Key Lessons Learned

1. Be prepared to learn new languages.
2. Carefully manage preconceptions and expectations.
3. Recognise alternative timescales and priorities.
4. Focus on people. Build trust.