



SARGASSO



Providing infrastructure for open
innovation and collaboration



Background

- Swedish Maritime Technological Forum (SMTF)
- How to work with open innovation and collaboration in clusters networks?
- Lack of a maritime innovation platform

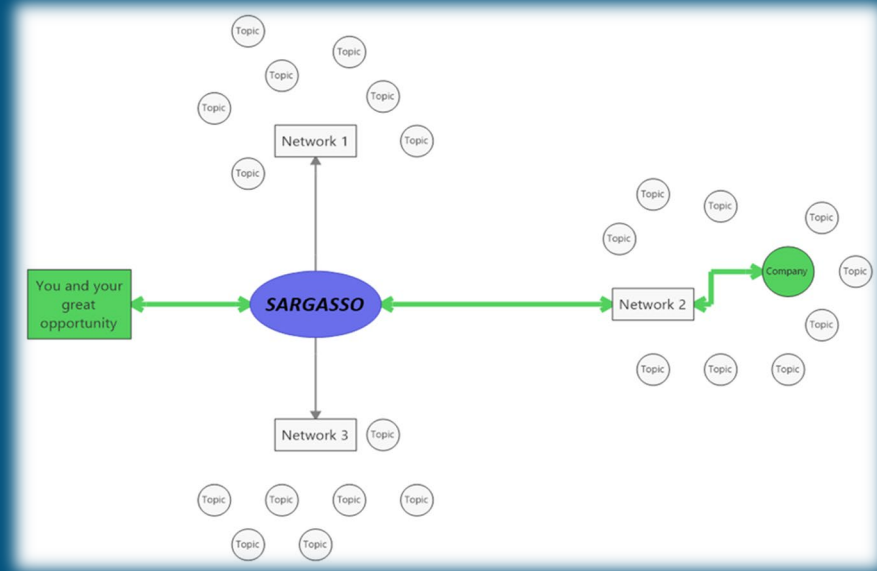
Why should I use SARGASSO

- Limited network
- Often same industry segment
- Time consuming
- Risk



The SARGASSO way

- Vast network & intelligent network
- Diversified industry segments
- Process that saves time



What's SARGASSO all about?

- A maritime innovation - and collaboration platform
- An independent platform
We do not have any business interest in your opportunity
- Builds on existing innovation structures
Not another platform
- A structured process
- Non profit
- Need and value driven
- Large network from different industries - We like diversity!
- Full non-disclosure set-up allowing you to investigate potential interest without losing ownership of your idea

The details

- It all starts with a pitch (NABC)
- Deals with 2 types of cases

Request For Development (RFD)

Request For Proposal (RFP)



Request For Development (RFD)

The Request for development (RFD) defines your innovation. It is a rough outline of the roadmap needed to develop **the idea** into a commercialized product or service. The RFD is typically **not yet mature enough** to put on the TRL-scale*.

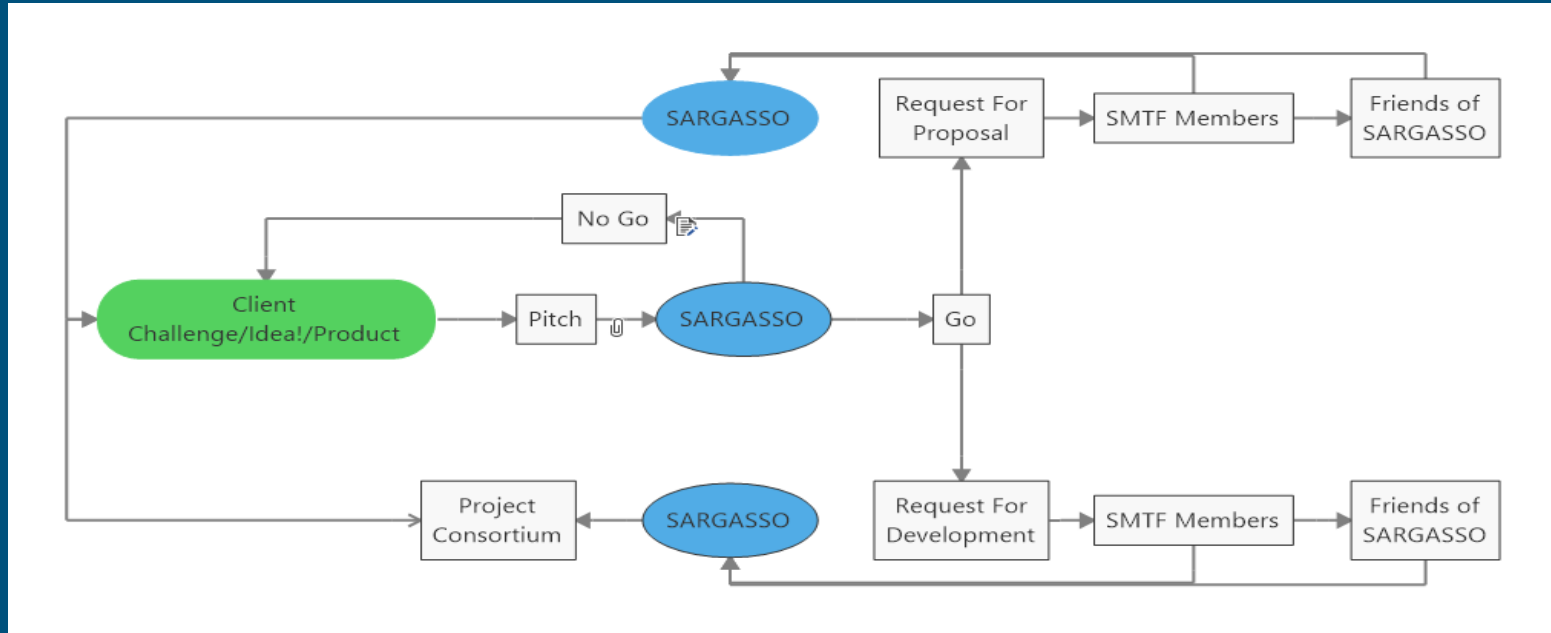
* Technology Readiness Level

Request For Proposal (RFP)

The Request for proposal (RFP) defines your **technical and/or service based challenge**. It is typically on the **middle/higher end of the TRL-scale***. It should state the scope of your challenge and the business case.

* Technology Readiness Level

The process



Example Cases

- Shipbuilding Asia requested a turnkey pumpsystem (RFP)
- Development of an alternative drivetrain for a Sublift (RFP)
- Project partner request (RFD) for aerial drone inspection of ship structures
- Development of a high speed rim-jet (RFD)



Planned work ahead

- Open open platform
- 2019 – focus on Sweden
- 2020 – Europe
- SARGASSO Innovation day
- Funding
Pay what it is worth!

Contact

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Friends of SARGASSO – The process

