

Agenda Item	Preparatory document for Session Technology strategy #3 on 12 March 2025
Purpose	This cover document introduces the above referred session of the EMSO strategic workshop with a summary of the EMSO achievements so far, the strategic options the EMSO community shall think about and the questions asked to the EMSO community.
Reference documents if any, (can be in annex, URL or else)	Preparation meeting slides: https://docs.google.com/presentation/d/1BVG4L100um05n0pRK6HonODD-5kIped/edit?usp=sharing&ouid=110375863835688222034&rtpof=true&sd=true
Expected outcomes	<ol style="list-style-type: none"> 1. Identification of Industry Needs for EMSO Services and Infrastructure Expansion <ul style="list-style-type: none"> • Private sector representatives will outline specific requirements related to EMSO’s Physical Access, Data Portal, and Consulting & Training Services. • Companies will express expectations for EMSO’s infrastructure, including potential new services such as tailored data analytics, calibration facilities, and real-time data access. • Outcome: Suggestions for expanding EMSO’s capabilities to better serve industry needs. 2. Development of Collaborative Research and Business Partnerships <ul style="list-style-type: none"> • Discussions will explore how private sector companies can contribute to EMSO’s scientific community. • Companies could eventually indicate interest in forming long-term partnerships for data sharing, co-funding opportunities, and technology integration. • Outcome: A clearer path towards partnerships between EMSO and private industry stakeholders. 3. Integration of Private Sector Advanced Technologies into EMSO’s Technology Roadmap <ul style="list-style-type: none"> • Companies will present innovative technologies (e.g., IoT sensors, AI for marine data, next-gen submarine cables) that could enhance EMSO’s observation systems.

	<ul style="list-style-type: none"> • Discussions will identify feasible technology adoptions within EMSO’s regional facilities and possible integration into the long-term EMSO Technology roadmap. • Outcome: A prioritized list of private-sector innovations that EMSO can integrate into its Technology roadmap.
Version date and lead person.	28/02/2025: Marco galeotti

Background Considerations (1/2page max, ideally no more than 10 lines)

The EMSO Strategic Workshop 2025 private sector session is designed to enhance collaboration between EMSO and industry stakeholders. Given the evolving European research and innovation landscape, EMSO must adapt its infrastructure, data services, and partnerships to remain at the forefront of marine environmental monitoring. Key considerations include aligning EMSO’s technological roadmap with industry needs, fostering mutual benefits through data sharing and co-development, and exploring new business models for sustainable service offerings. Additionally, understanding private sector expectations, whether for physical access, data services, or consulting, will help shape EMSO’s future services. The session is also an opportunity to integrate emerging technologies, such as AI, IoT, and smart sensors, into EMSO’s long-term strategy while ensuring scientific and commercial alignment.

Points of attentions and asked questions to the attendees (1page max)

Presentation given by private companies would include answers to the following questions:

- What are the parts of your R&D programmes that align with the EMSO scope?
- How could EMSO help you tackle your challenges?

Discussion

- Did you already have a collaborative experience with the EMSO consortium that you would like to tell? If yes, what was the most beneficial? what would you envisage in the future with EMSO (if any?) If not, would you be interested in further collaboration? or would you expect some specific services or support (like for physical access to the RI, or virtual access to the data, or training or anything else?)