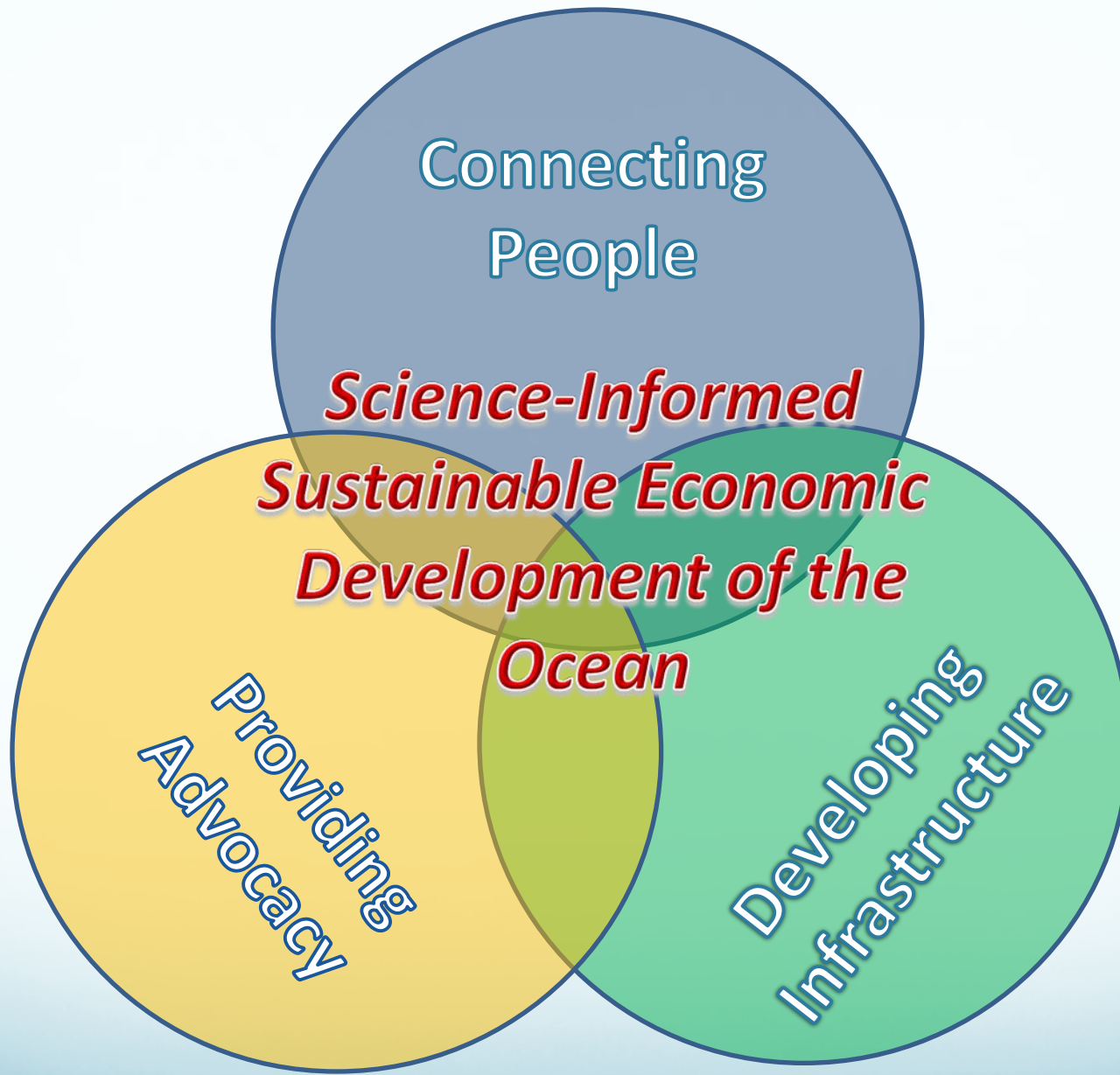


Institute for **OCEAN RESEARCH** *Enterprise*



The Role of Industry - University -
Government Research Collaboration in
the Development of Marine Renewable
Energy Supply Chains

ICOE, Halifax NS, Canada
November 6, 2014
Jim Hanlon, CEO



The Institute for Ocean Research Enterprise

- An incorporated, not-for-profit, collaborative ocean research and marine innovation vehicle
- Involvement from Universities + Government Labs + Private Industry
- Facilitates project engagement and product commercialization
- Invests in shared infrastructure where appropriate



Institute for **OCEAN RESEARCH** Enterprise



What Are Each Good At?

Government

- Funding Strategic Infrastructure
- Managing Social Licence
- Creating Regulatory & Tariff Regimes
- Developing Economic Value Propositions
- Facilitating Long Term Strategic Research

Universities & Colleges

- Training Personnel
- Conducting High Risk / High Return Research
- Factualizing Debate

Industry

- Prioritizing Activities
- Conducting Applied Research
- Monetizing Research
- Capitalizing Projects
- Building and Operating Sites



Why Collaborate?

- MRE Industry Is Young and Still High Risk – collaboration allows More optimal risk management and efficient use of resources
- Renewable Energy Resource Alternatives are not inherently cost competitive in the business planning horizon, but need to be made economically viable in the long term – this requires strategic public investment by the public.
- There are choices among renewable energy sources and not all will thrive; it is a competition. Collaboration can move the innovation process more quickly in MRE.



What's in it for Each?

Government

- De-risking a renewable energy source
- Local economic development
- Getting Value from Academic Investment

Industry

- Access to leveraged R&D funding
- Access to Strategic Research Resources
- Development of Trained Workforce

Universities & Colleges

- Validation of Research Relevance by Industry
- Access to Government Academic Funding
- Demonstrating value to the public
- Real-world Teaching Opportunity



The Role of a Collaboration Facilitator (Like IORE)

- **Promoting**
 - Advocating for the value of collaborative research among all three sectors
- **Connecting**
 - Identifying appropriate partners among Gov't, Industry & Universities & Colleges
- **Proposing**
 - Assisting with proposals
- **Co-managing**
 - Contracting, procuring, project managing

