

Organization Profile Form

Date: 24 Jan 2017

Company name: Exocetus Autonomous Systems



Exocetus Autonomous Systems develops and manufactures autonomous underwater vehicles (AUVs) for a variety of commercial, research and government applications. We specialize in coastal applications and approach our products with an open mindset. We are proud to work with customers to provide versatile vehicles that can meet a variety of needs.

Product: The Coastal Glider

Our flagship product, the Coastal Glider, is a superior platform providing modular sensor packages for long duration mission capability. We are dedicated to providing a versatile platform that will meet any need you have. Whether for scientific research, commercial activities or some other end, we will provide you with a vehicle that is suited for your specific application. We take an open approach to our glider, both in the programs that direct and the physical housing of the vehicle itself. Modifications, adjustments, and changes to almost any aspect of the vehicle can be accommodated, and many can be performed by the user themselves, if desired.



As the name suggests, our gliders is designed to be effective in coastal operations, and it stands out from the competition for three main reasons:

- It has the highest speed capability of any vehicle in its class, up to 2 kts.
- It has adaptive ballasting capability allowing it to overcome large changes in salinity, making ideal for coastal applications.
- It has a very large, customizable electronics bay to accommodate your sensor needs, with the ability to add your own science computer.

Designed for Coastal Waters - The vehicle features a buoyancy engine which automatically compensates for variations in water density. Water density varies coastal waters due to fresh water rivers and tidal action. Conventional gliders must be manually calibrated in advance for changes in water density, and thus do not operate well in coastal waters. The large buoyancy engine also enables operation in relatively high coastal currents, up to 2 kts.

Modular sensor design – The Coastal Glider sensor interface readily accommodates a variety of sensors. The modular design includes: a watertight, universal sensor bay with power for sensor electronics; a bus connection to the vehicle's computer to record data; changeable bulk head connectors for sensor cables; and a hull that accommodates sensors with minimal changes or no changes to the glider housing.

Large Payload – The 5 kg (11 lbs) payload is exceptional for a glider of this size, allowing integration of any number of sensors. Payload can be further increased by adding syntactic foam in flooded areas fore and/or aft.

The glider was developed over a 6-year period through a contract from the US Navy's Office of Naval Research and is the result of extensive hydrodynamic and maneuvering modeling. Eighteen gliders were delivered to the US Navy, and the glider fleet has accumulated thousands of hours of operation. The gliders remain in use today at the US Navy's Naval Postgraduate School.

Company Name: Exocetus Autonomous Systems**Core Competencies:**

Expertise in Harsh Environment Design & Manufacturing. Our gliders are designed to move seamlessly through all water environments without interruption or interaction from the user. Additionally, the majority of our engineering team has spent significant time in the Oil & Gas industry, furthering their harsh environment knowledge.

Expertise in Small Lot Manufacturing. Our production operation can be scaled to meet jobs of all sizes, producing specialized vehicles custom tailored to specific needs.

Expertise in Flexible Platforms and Customization. Our engineers have designed flexibility into almost every aspect of the vehicle. We work with customers to develop a vehicle that meets their specific needs and is optimized for their mission requirements.

Current foreign representation: X No Yes

- ☐ Company subsidiary, joint venture or affiliated company (identify)
- ☐ Distributor or agent (identify)
- ☐ Licensing arrangements (identify)
- ☐ Other (explain)

Relationships: Exocetus Autonomous Systems is seeking the following:

- ☒ Channel/distribution partners
- ☒ Investment in the company
- ☐ To invest in other companies
- ☐ Licensing opportunities (in or out)
- ☐ Other (explain)

Meeting interest: Exocetus Autonomous Systems would like to meet with the following:

- ☒ Meet with companies for collaborations, projects and synergies
- ☐ Meet with military
- ☒ Meet with universities and research centers for collaborations, projects and synergies
- ☐ Other (explain)

Primary contact information:

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Mission attendees with contact information (if different from Primary Contact):

Same as Primary contact