

From: Jay Gnowles

To: Doug Young

Date: June 04, 2020

Subject: Request for Info - File # 0301-EX-CN-2020

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Message:

What is the applicant "marketing"?

Digital Ocean Exploration will be marketing high-speed ultra-wideband digital satellite transfer of large ocean datasets directly from ships at sea mapping the offshore geophysical and oceanographic data.

What is the market and who are the customers?

The market is offshore vessels conducting ocean exploration activities, primarily in the oil and gas industries.

Why can't this experiment be done by buying service from a satellite provider?

These ocean exploration vessels are generating Terabytes of data, which currently are stored on hard media (HD disk/IBM tape) and physically transported by service boat or helicopter to a shore site. This physical data transfer can delay the analyses by days or weeks. Such delays reduce the efficiency of the mapping activities. For example, near real time analyses would allow the vessels to re-map areas or focus on specific areas showing promise. In order to provide near real-time transfer of this data requires ultra-wideband digital satellite transfers, however, and such capacity to offshore locations is available only via the TDRSS satellites.

Do you have an agreement with NASA to do this, and if so, can you provide the agreement?

We are in the process of finalizing an agreement with NASA. NASA is reviewing our revisions to the draft contract they provided us.