



Sofar Ocean Technologies
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Chairman Ajit Pai
Federal Communications Commission
445 12th Street, SW
Washington, DC 20554
ajit.pai@fcc.gov

Letter of Support: Sofar Ocean Technologies

Re: Swarm Technologies Part 25 Authorization Application No. SAT-PDR-20200228-00021

Dear Chairman Pai,

On behalf of Sofar Ocean Technologies ("Sofar"), I am writing in support of Swarm Technologies' ("Swarm") petition for declaratory ruling seeking market access for a non-voice, non-geostationary satellite constellation in UHF satellites.

Sofar is a US-based ocean technology company that aims to deploy pervasive ocean sensor networks to understand and monitor ocean environments and provide critical data and insights to industry, science, conservation groups, and ocean enthusiasts. Sofar's products are used by thousands of customers around the world, including researchers studying the health of coral reef ecosystems, aquaculture farmers monitoring operations, and ocean scientists improving understanding of the ocean-atmosphere system. Our rapidly expanding global network of sensors provide important data to improve understanding and forecast skill of ocean processes and weather.

The world's oceans cover more than two-thirds of the surface of the planet, governs our climate, and supports trillions of dollars in resources and economic activity. Despite their importance, oceans remain largely unexplored, misunderstood, and vastly under-utilized. Sofar has a track record of success in developing and scaling tools for distributed ocean sensing and monitoring, and leveraging lower cost satellite technologies will further increase our impact.

Sofar relies on Swarm to provide us with the affordable connectivity we need to deploy and effectively monitor our sensors at scale. Swarm needs sufficient spectrum to deliver the throughput needed for narrowband IoT applications, including Sofar's technology. Granting Swarm's UHF spectrum petition will ensure that Swarm continues to deliver the throughput that IoT and maritime customers like Sofar require to be successful in achieving our mission goals.

Swarm's petition serves the public interest. The prohibitive cost of satellite connectivity is a key reason why there are so few connected devices gathering data from our oceans. Swarm's unique price point and technology solutions enable more devices to be deployed in the oceans, providing critical insights to both business and research organizations. Swarm is an innovative, American-based operator and manufacturer of state-of-the-art satellite platforms. Swarm pioneered the development of small form factor CubeSats, and has already begun launching its American-made VHF constellation of satellites. Swarm's ability to rapidly and cost effectively launch satellites is critical to ensuring American leadership in the dynamic and competitive space-based Internet-of-Things market.



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Sofar appreciates the FCC's attention to this matter, as well as the Commission's longstanding commitment to promoting commercial U.S. space interests.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Tim Janssen".

Tim Janssen, PhD
co-founder/CEO
Sofar Ocean Technologies

Date Submitted: June 28, 2020

Cc: Commissioner Michael O'Rielly (michael.orielly@fcc.gov)
Commissioner Brendan Carr (brendan.carr@fcc.gov)
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