3. Differentiate through digitalisation

by Wim Herijgers and Terry McConnell
Higher quality data
Increased productivity and faster delivery
Safer operations
Real-time delivery and visibility
New ways to view your world
Powerful analytics and algorithms
Our experts become increasingly important
In this world we differentiate by focusing on two things:

- **DIGITAL**
  - Digitally Transforming Fugro
  - Transforming the way we work

- **INTEGRATED**
  - Fugro Digital Foundation
  - Transforming our relationship with our clients
Fugro’s Digital Foundation is the cornerstone for our client’s digitalisation effort.

The Digital Foundation is a digitised, spatial and Geo-data framework; a four dimensional model that provides our clients with a deep understanding of their site and their assets.
Fugro’s Digital Foundation is the cornerstone for our client’s digitalisation effort.

The Digital Foundation is a digitised, spatial and Geo-data framework.
We are digitally transforming Fugro through six key building blocks

ACQUISITION
- REMOTE OPERATIONS

ANALYSIS
- ROBOTICS
- AUTONOMOUS
- ADVANCED ANALYTICS
- CONNECTED DATA

ADVICE
- CLIENT INTERFACES
Remote operations to increase safety and improve efficiency

Client benefits
- Improved safety (HSSE)
- Operational flexibility
- Real-time decision making
- More sustainable operations

Status & roadmap
- >100,000 project hours
- 6 active operations centres
- Remote ROV operations

Reduction in offshore exposure
30%

Operational efficiencies
>10%
Autonomous operations to increase safety and faster delivery

**Client benefits**
- Improved safety (HSSE)
- Faster data collection (multiplier)
- More efficient solution
- More sustainable operations

**Status & roadmap**
- 2 vessels operational
- Shallow water USV (Q2 2019)
- ROV capable unmanned solution (2020)

**Operational efficiencies**
- >20%

**Faster delivery**
- >30%
Robotics make our processes faster and more reliable

Client benefits
- Better sample quality
- More efficient operations
- Multi-mode
- Extended weather windows
- Reduced risk profile

Status & roadmap
- Operational since 2017
- Continuous improvement

Operational efficiencies
>30%

Weather window
>10%
Advanced analytics focuses on added value

**Client benefits**
- Real-time and predictive analytics
- Direct analysis of compliance to clients' key business rules
- Cloud based

**Status & roadmap**
- Automated analytics confidence metric of 95%
- 75% of Australian power network under contract
- Replicated from Land to Marine

Vegetation management cost
- 40% savings

Time from capture to action
- From weeks to hours
Decision support & client interface: Gaia Insight

Client benefits

- Agile planning and safer operations
- Reduction of subsurface risk
- Faster project realisation

Status & roadmap

- >200 users to date (beta)
- Global commercial launch - Today
- Streaming analytics and Artificial Intelligence in pipeline for 2019

Faster delivery

Real-time

Unique users

>2,000
by HY 2019
Developing differentiating digital solutions and changing the way we work

Corporate program in place

Fugro Digital Foundation

Digitally transforming Fugro

Resulting in differentiating value propositions

SAFER

FASTER

SUSTAINABLE

MORE EFFICIENT

HIGHER QUALITY
Differentiate by integrated digital solutions