



**NORTH, WEST AND HEBRIDES  
A TUATH, AN IAR IS INNSE GALL**



# ROV Opportunity

Fort William Campus

# The Opportunity



- 250 ROV Pilots certified through West Highland College
- Significant growth in Subsea market
- ROV OEM order books extending 1 year in advance
- Shortage of 1000+ at peak
- Unique ROV Qualification amongst limited certified training courses

# The Ask



- We have completed 75% of the development work for the Pilot Technician course
- After the embargo, we can utilise £250k worth of Industry 4.0 equipment in AMC
- £125k to launch the course
  - £25k to complete course material
  - £100k to complete the equipment required

# The Return



- One course will provide £70k profit and £18k additional contribution to overheads/staff costs
- Two courses will cover £125k set up cost
- Running up to 5 courses per year generating over £400k
- Additional income from development of other courses and modular delivery options



## The knock-on Opportunities



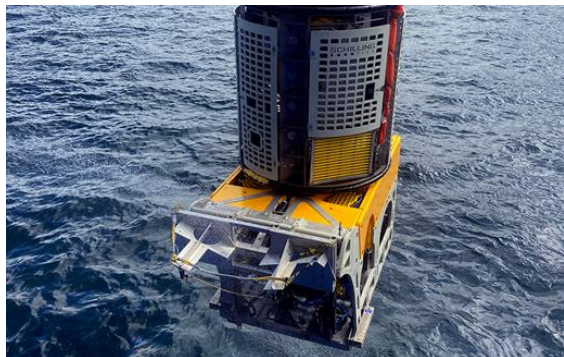
- ROV Training is 1<sup>st</sup> step to a Subsea Innovation & Skills Campus
- Research & Development linked to AMC
- Multimillion £ opportunity
- This is an attractor to ensure Fort William's viability
- Foundation for growth and support for local engineering

## Our Partner – Drift Offshore



- Rapidly growing presence in the marketplace with expansion in America & Middle East
- Successfully delivering training
- Challenges the norm - VR headsets to replace expensive simulators
- Partnering with UHI to add credibility & Qualifications
- International Recognition in sector - Speaker at Offshore Technology Conference, Houston
- Looking to develop future talent pool

# Industry Backing



Iain Beaton MD  
Subsea Testing &  
Evaluation



**UHI** | NORTH, WEST AND HEBRIDES  
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# Is there more demand for plumbers or ROV pilot/technicians?

plumber jobs globally  
(google.com)



rov jobs globally  
(google.com)



**Any Questions?**

## **Transcript from Iain Beaton, Managing Director and owner of Fort William Underwater Trials Centre**

“The Loch Linnhe underwater trials site offers a unique opportunity to build a world leading centre supporting the development of the vast array of new marine technology coming forward. We have clients from the renewable energy sector, defence, marine science all recognising the value of the sheltered deep-water sites that we can provide working alongside UHI and being part of the Fort William subsea campus concept, we can introduce the next generation of subsea engineers to the latest technology at first hand. We intend to build on the current trial support with a training centre allowing those entering the marine industry to gain the required knowledge of offshore health & safety in a live marine environment. The opportunities that this project will provide for the University, for Research, for the Commercial companies and for the local community are immense and I would recommend this project to you as being worthy of support.”