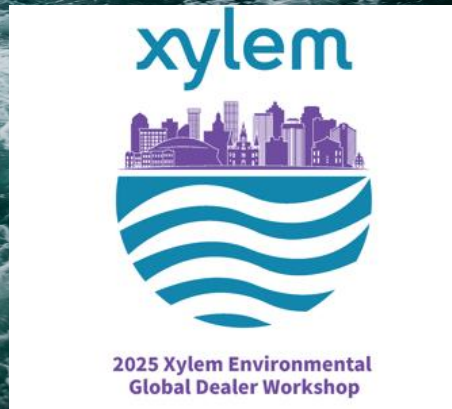


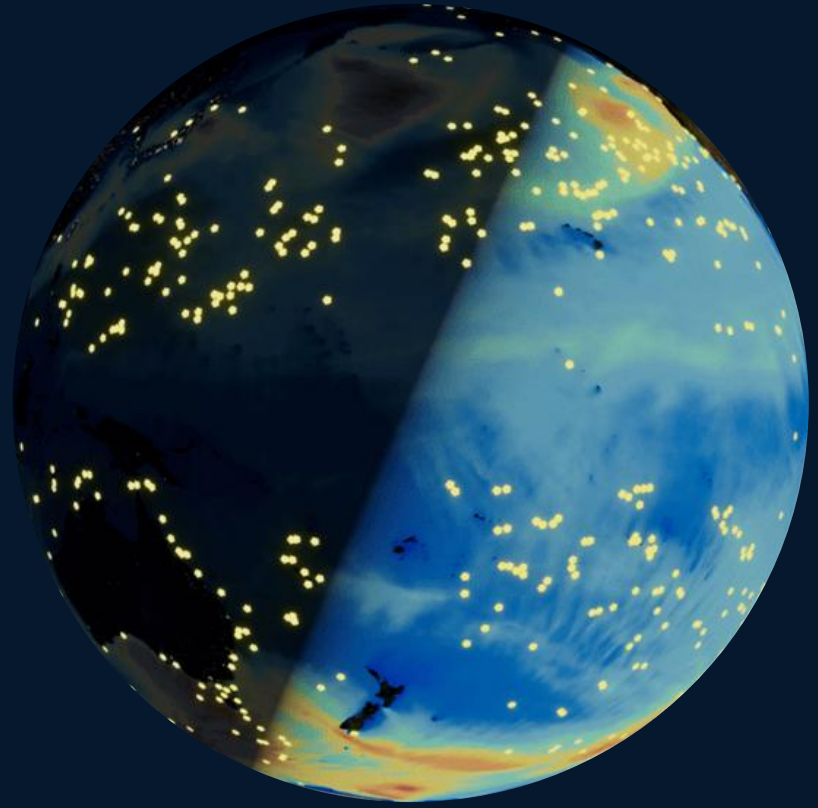
Xylem- Sofar Ocean OEM/Sales Relationship

Jon Fajans, Ocean & Coastal Applications Manager
Xylem Analytics, Americas



THE SPOTTER PLATFORM

Ocean Intelligence *Made Simple*



Building Ocean Intelligence

1

Spotter Platform

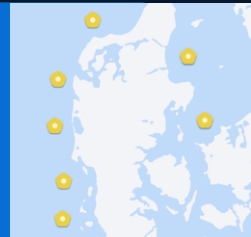
Hardware foundation for collecting ocean data at scale



2

Networks & Intelligence

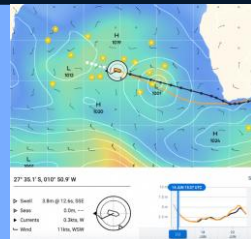
Enhanced insights through geospatial coverage



3

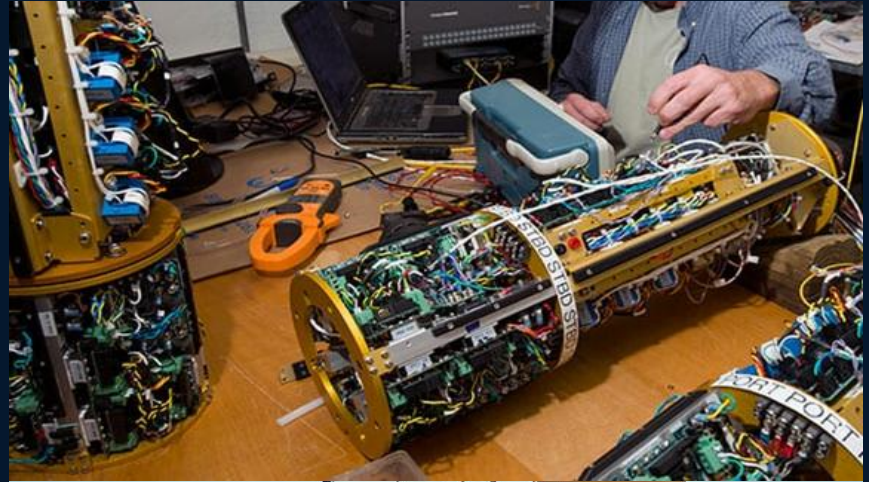
Applications

Data-driven solutions that turn insights to action



Collecting ocean data at scale is *hard*

- ✗ Complex
- ✗ Expensive
- ✗ Rigid



What if it was *easy*?



The Spotter Platform

A turnkey, all-in-one solution for real-time ocean data

Simple

Deploy in minutes from any vessel.
Get real-time data instantly.

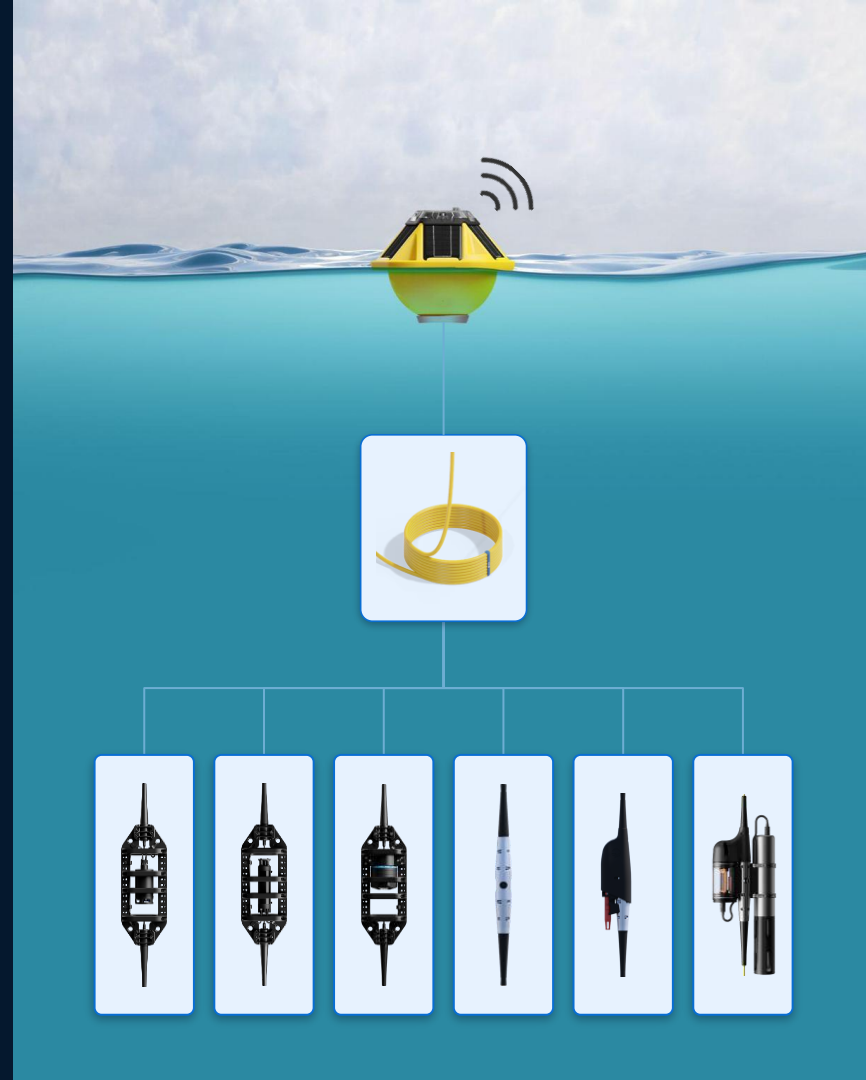
Affordable

10x lower cost than traditional buoys.

Adaptable



Easily add or swap sensors any time



SURFACE

The Spotter Buoy

The foundation of the Spotter Platform and hub for power and communication. Measures surface conditions:



Wave & Wave Spectra



Wind (Derived)



Sea Surface Temperature



Atmospheric Pressure

*Can be moored or free-drifting.

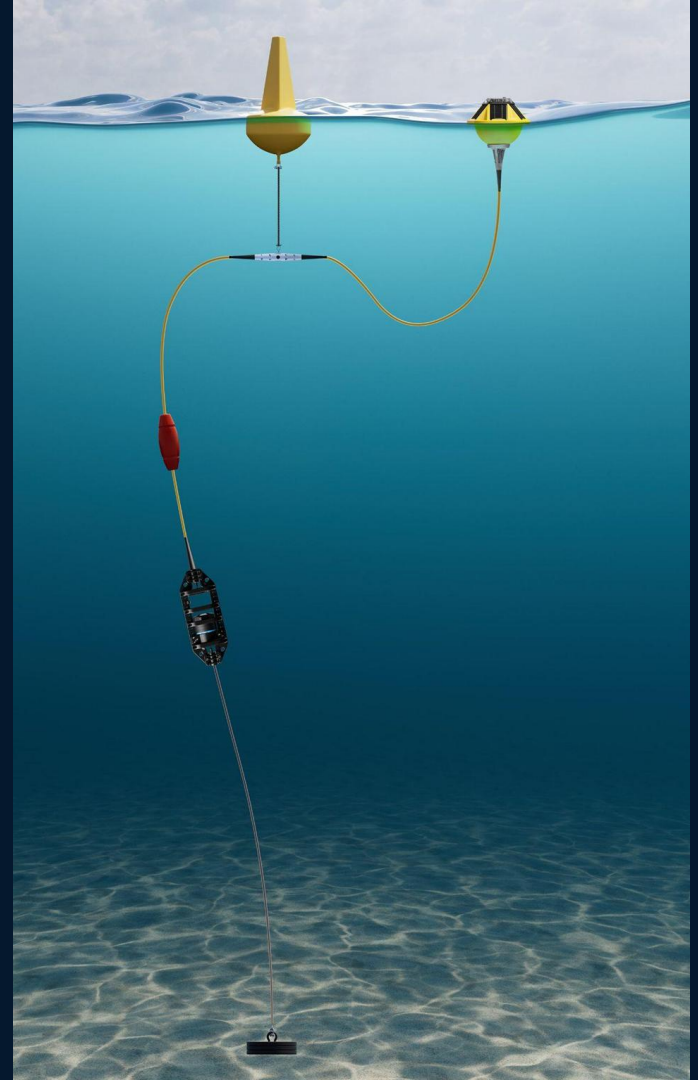
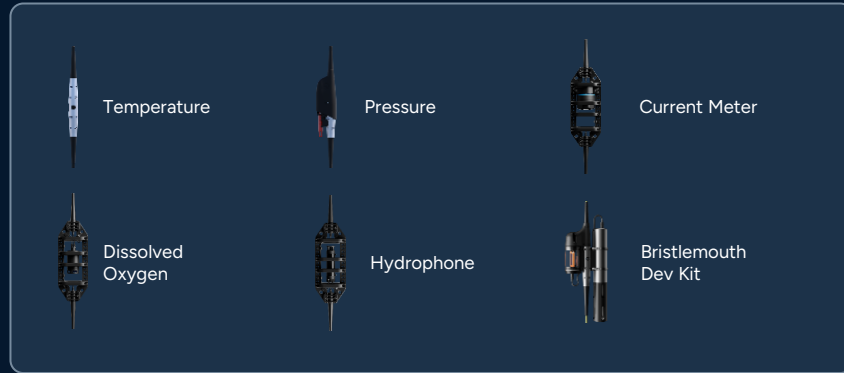


SUBSURFACE

Spotter with Smart Mooring

Extends Spotter's data collection capabilities underwater with an ecosystem of add-on sensors.

Sensor Layer (*Modular Add-ons*)



Aanderaa x Sofar: Sensor Integrations

Spotter Currents (launched Q2 2024)

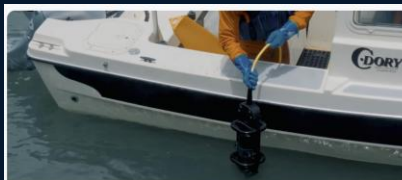
Aanderaa DCS integration for real-time subsurface currents + other oceanographic payloads

DCS exceeded expectations and helped increase average deal size for Spotter Platform

Field comparison: Spotter Currents vs. ADCP showed nearly identical current speed and direction

Webinar: Simplifying subsurface current measurement with the Spotter Platform and Aanderaa Doppler Current Sensor

Learn how the integration of Sofar's Spotter Platform with Aanderaa's Doppler Current Sensor (DCS) lowers the cost and complexity of measuring subsurface currents.



● PRODUCT

June 25, 2024

Spotter Platform delivers highly accurate measurements of subsurface currents in field comparison with ADCP



● CUSTOMER STORIES

December 18, 2024

How Boskalis uses the Spotter Platform to measure real-time subsurface ocean currents and assess site workability



MEASURE UNDERWATER FLOW

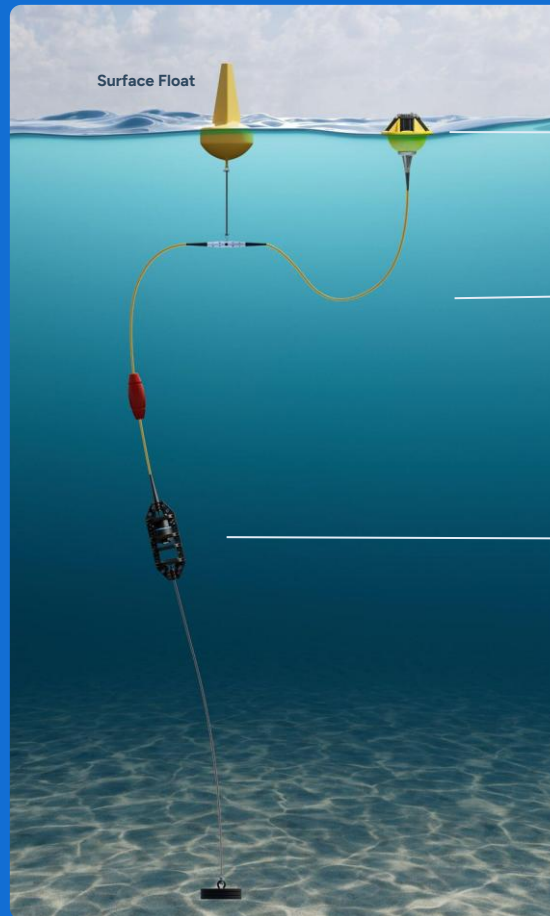
Spotter Currents

Equip your Spotter Platform with an Aanderaa current meter to track subsurface current speed and direction in real time.

Use Cases

- Streamline Go/No-Go Decision Making
- Enhance Mission Planning
- Monitor Extreme Weather

[View in dashboard →](#)



Spotter Buoy

Hub for power and communication. Measures waves, wind, and pressure in real time.



Smart Mooring

Intelligent cable extending real-time data collection underwater.



Current Meter

Measures subsurface current speed and direction.

Aanderaa 4830 ZPulse® Doppler Current Sensor (DCS)



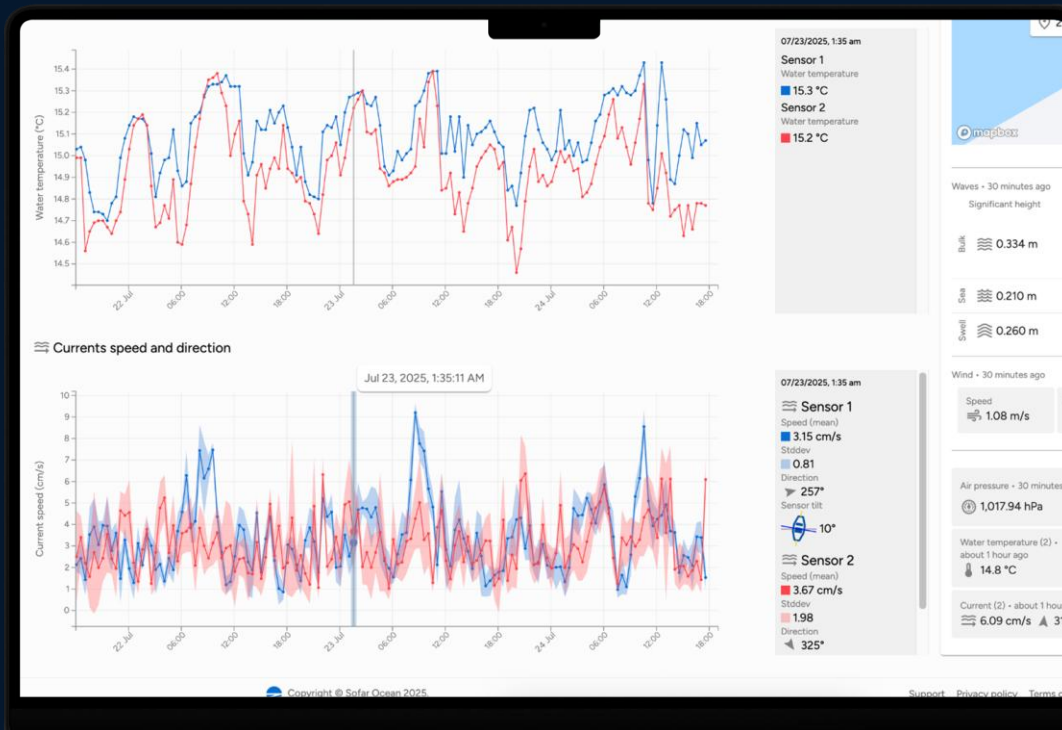
Add More Sensors

Enhance Spotter Currents with additional sensors, such as:

- Current Meter (for profiling)
- Temperature Sensor
- Pressure Sensor

MEASURE UNDERWATER FLOW

Spotter Currents

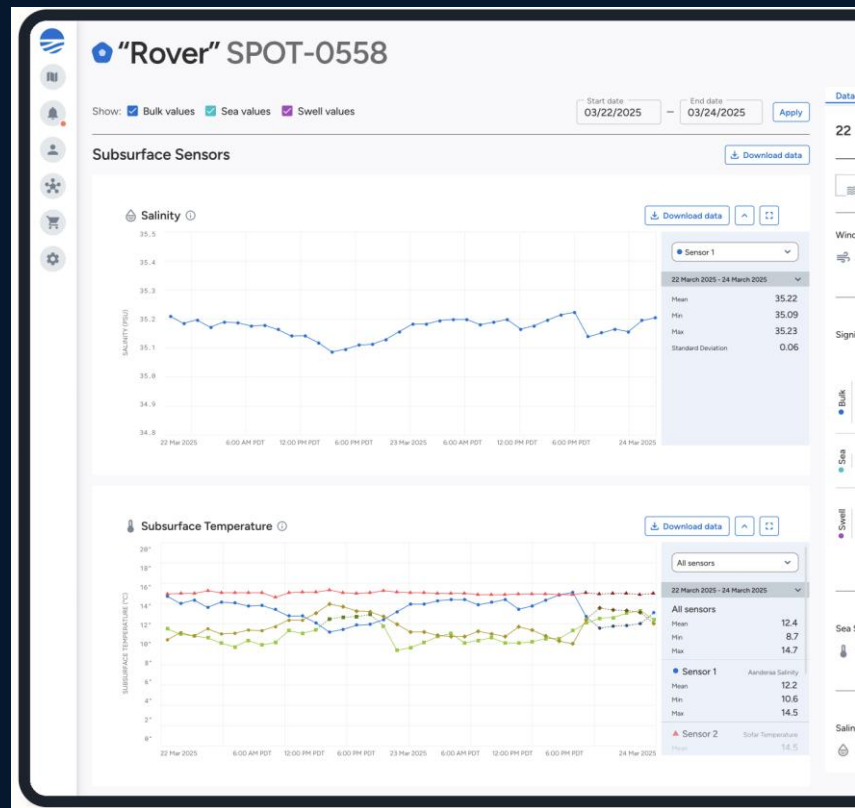


Aanderaa x Sofar: Sensor Integrations

Spotter Salinity (Presales, launch Q4 2025)

Aanderaa CT integration for real-time salinity + other oceanographic payloads

Salinity capability has been long requested parameter for Spotter Platform



SPOTTER PLATFORM

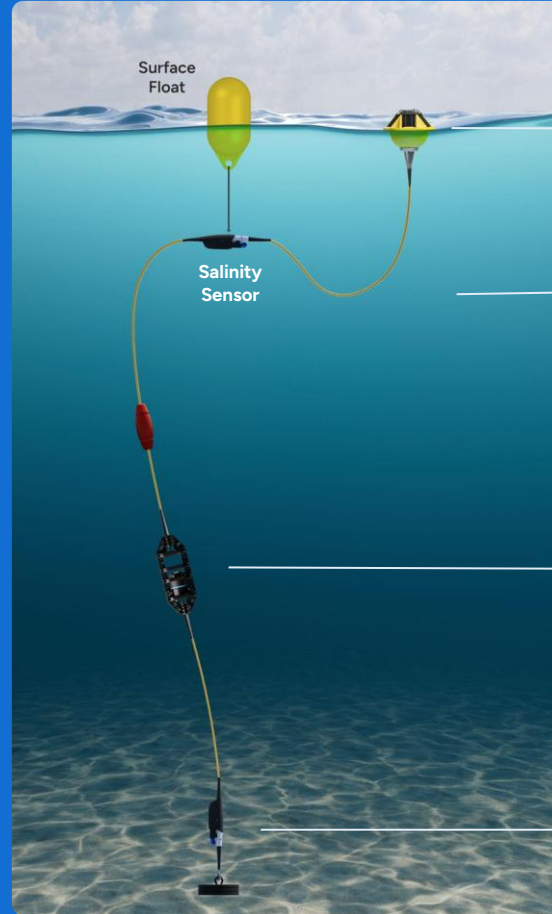
Salinity Sensor

Coming Soon

Equip your Spotter Platform with an Aanderaa salinity sensor to monitor water density in real time. Pair with other sensors to improve overall measurement accuracy.

Use Cases

- Ocean Circulation and Mixing Modeling
- Habitat and Estuary Management
- Climate and Storm Modeling



Spotter Buoy

Hub for power and communication. Measures waves, wind, and pressure in real time.



Smart Mooring

Intelligent cable extending real-time data collection underwater.

Other Sensor

The salinity sensor helps calibrate readings from other sensors



Salinity Sensor

Measures conductivity and water density in real time.

Aanderaa Conductivity Sensor 5990



YSI x Sofar: Sensor Integration

Spotter + EXO3

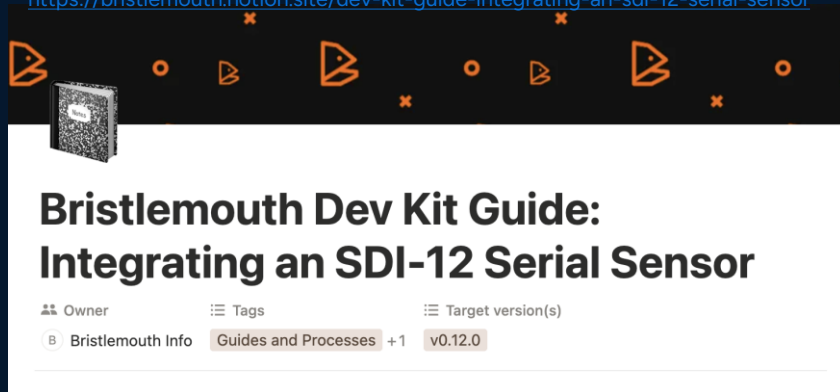
Sofar integrated EXO3 into the Smart Mooring using the DevKit

For key customer in Australia, as part of Integrated Marine Observing System (IMOS) trial

Strong collaboration with YSI for integration, and Australia Xylem team

System deployed Sep 2025 and operational!

<https://bristlemouth.notion.site/dev-kit-guide-integrating-an-sdi-12-serial-sensor>



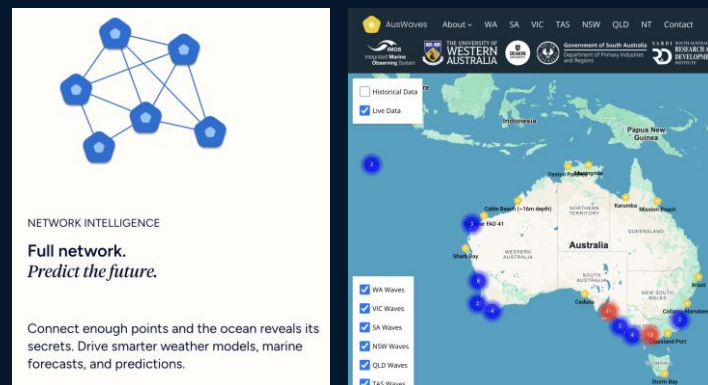
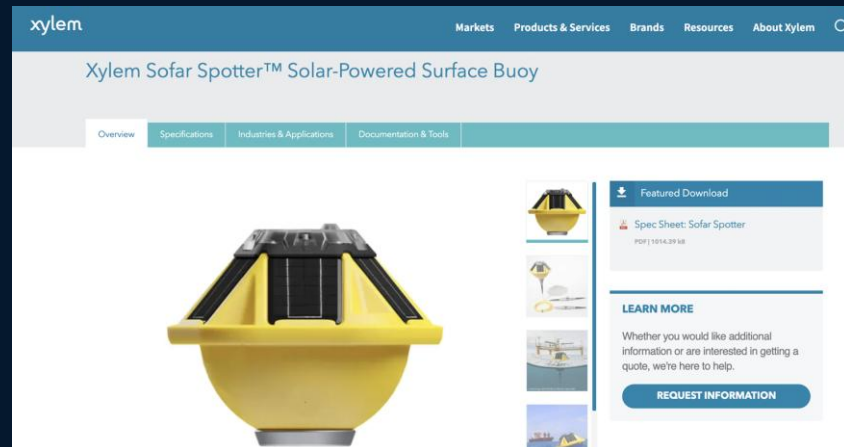
Xylem x Sofar: Distributor Partnership

Q3 2025 authorization for Xylem to distribute Spotter, with coordinated deal support from Sofar on quotes, moorings, site selection, and configurations

Flywheel growth: Spotter + Xylem payload bundles drive Spotter Platform sales and OEM sensor pull-through today, while funding integrations + Xylem integration services in the future

Opportunity to leverage and expand 2,500+ Spotter systems deployed globally

Leverage Sofar + Xylem capabilities to rapidly scale ocean observations with large sensor networks



Auswaves.org





Questions?

Jarrah Orphin
Account Executive

jarrah.orphin@sofarocean.com

www.sofarocean.com

