



econext
Accelerating Clean Growth
Newfoundland & Labrador

Caribbean Program

Virtual Marine



Company Profile & Description of Products or Services to be Exported:

Virtual Marine provides state-of-the-art maritime safety training simulators and related services. Situated next to one of the most dangerous offshore environments on the planet, Virtual Marine recognized that creating realistic simulations for the safety training of offshore workers would help save lives. Founded to help offshore operators run their businesses more safely, this purpose drives them to be leaders in their field. Virtual Marine has shared its vision globally by establishing partnerships and client relationships around the world.

Virtual Marine incorporates science into advanced training systems to produce unique and high retention learning experiences. We're leading the way in simulation and virtual reality training using machine learning, artificial intelligence, and the latest digital twin technology. To achieve that goal, we continue to focus on understanding human performance, adapting the latest machine learning and artificial intelligence modeling against workplace training requirements.

The company's recent launch of the low-cost Quest™ modular virtual reality desktop simulator is diminishing barriers and enabling a wider cross-section of end-users to avail of our technology. Additionally, the innovative Quest-Lease™ program offers a new opex option to a market under increasing pressure to reduce costs and streamline the cost of delivering training.

Value Proposition:

The Caribbean region is rapidly developing its green and blue economies. As a global leader in the supply of marine simulation training, we are able to respond directly to the requirements of Caribbean clients to access modern training that is safer and greener, reduces training downtime and improves coxswain competence.

Export Experience:

Virtual Marine is an experienced exporter, with customers in nearly 20 countries worldwide, including end-users in Guyana and Trinidad and Tobago.

Caribbean Clients or Partners:

Shell Trinidad is an existing client and Virtual Marine's products are currently being used in Guyana's offshore oil and gas industry.

Mission Objectives:

- To expand our presence in the region in terms of on-board training and simulation-enhanced boat practice drills;
- To develop relationships, partnerships and solutions that will help change the face of marine safety in the Caribbean; and
- To showcase Virtual Marine's reputation in developing safer, realistic, simulation training for lifeboats and other marine situations and environments to key Caribbean entities.