



Public Private Engagement - Private Perspective

MICHAL NAJMAN

member of the board of PRIMET  
CEO & Founder of METEOPRESS





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# Presentation concept

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- Introduction
- Business models in HW purchase  
(Dr. Michael Staudinger)
- Private perspective on each BM
- PPE Case study ZAMG- Meteopress  
(5 years of PPE)
- Controversial slides
- Appeasement slides





# Introduction



# METEOPRESS

## WEATHER RADARS & AI NOWCASTING



*Meteopress's mission is to protect the people around the world against the effects of climate change and dangerous weather.*

We offer innovative and top quality weather radars that are significantly more affordable than anything comparable on the market.

A disruptor in the radar industry, C-band, S-band, and X-band dual-polarization Doppler weather radars are the most important division of the company with more than 35 radars deployed in the last 7 years.

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WEATHER RADARS & AI NOWCASTING



## Company facts:

- est. 1992 - 30 years of history
- 40+ highly skilled employees
  - 15 meteorologists
  - 10 HW & Radar developers
  - 10 SW & AI developers
- company principles:
  - Build-Measure-Learn
  - Innovate Or Die
  - Freedom: No Rules Rules

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WEATHER RADARS & AI NOWCASTING





# Business models





# Business models for SOFF Implementation

1. **Fully public:** Fully State/NMHS owned and operated GBON infrastructure
2. **Public-Private:** State/NMHS owned and Private Partner operated
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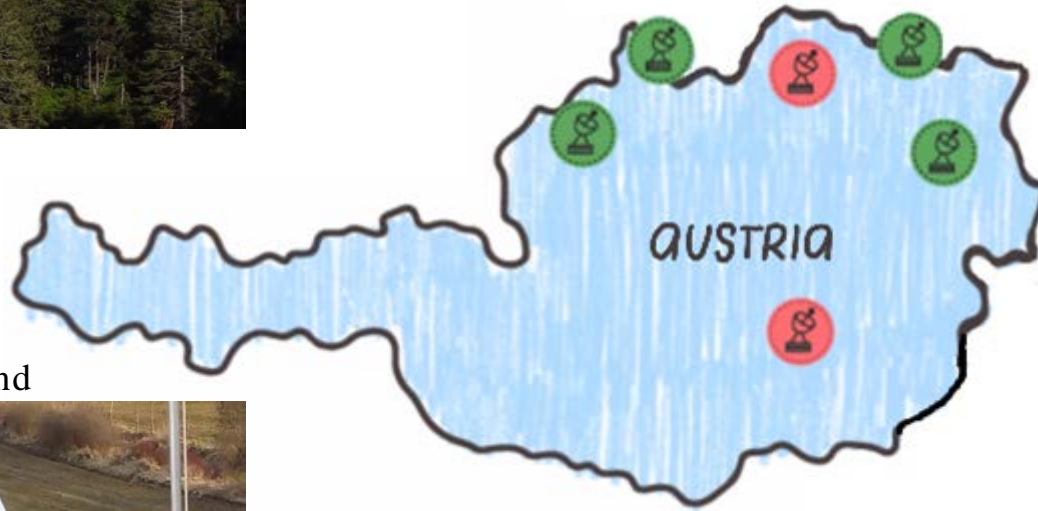
Source: Dr. Michael Staudinger

Presentation at HydrometAFRICA 2022



Hochficht, C-band

# ZAMG & Meteopress PPE



Znojmo (CZ), X-band

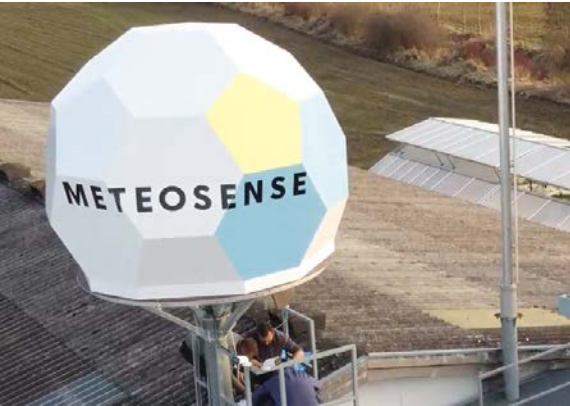


OPERATIONAL RADAR



RADAR IN PREPARATION

Reichersberg, X-band



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## Model 1: Fully State/NMHS owned and operated GBON infrastructure

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#### Upsides:

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- managerial safety - proven model
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## Model 2: State/NMHS owned – Private Partner operated

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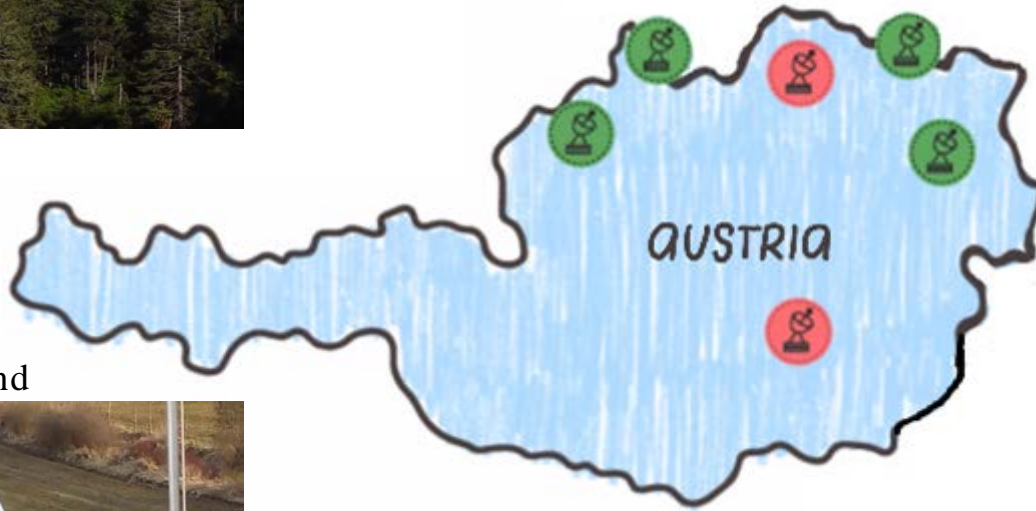
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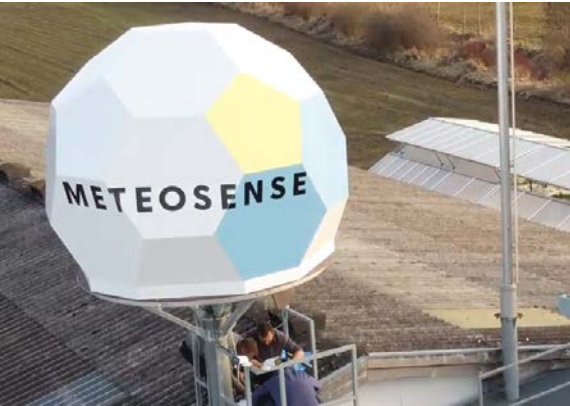


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**Case study:**  
**ZAMG & Meteopress PPE**



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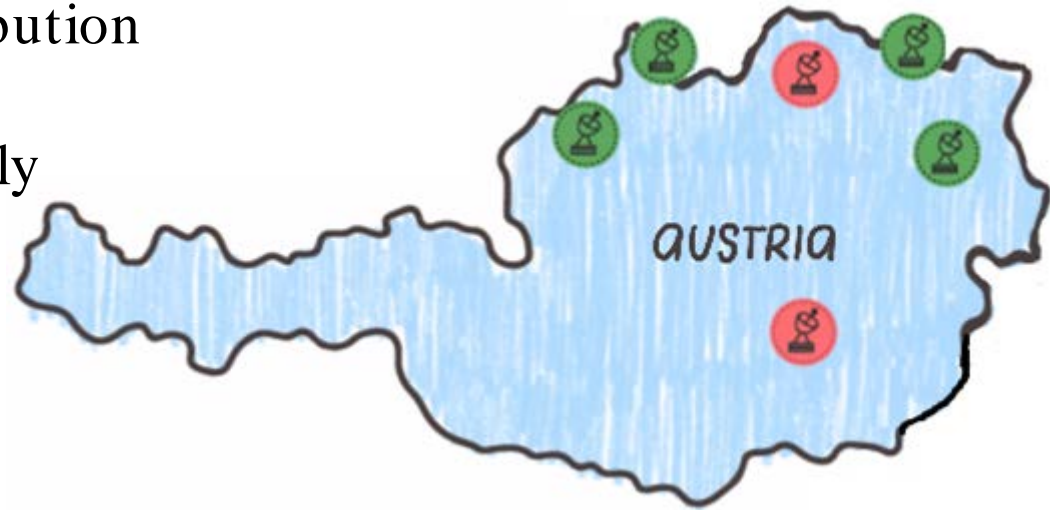
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# Radar Business model in a nutshell

## Joint Radar network development

- shared interest
  - radar coverage of Austria
- shared costs
  - equal financial contribution
- shared results
  - data are shared equally



# Benefits on both sides

## Result for ZAMG:

- One C-band radar and three X-band radars network with 1-2 more planned for next 2-3 years.
- Total cost at 30 % of usual budget
  - 50:50 contribution
  - lower budget overall compared to known tenders
- Zero maintenance and operational exp. for ZAMG
- agile and gradual upgrades with very modest budgets

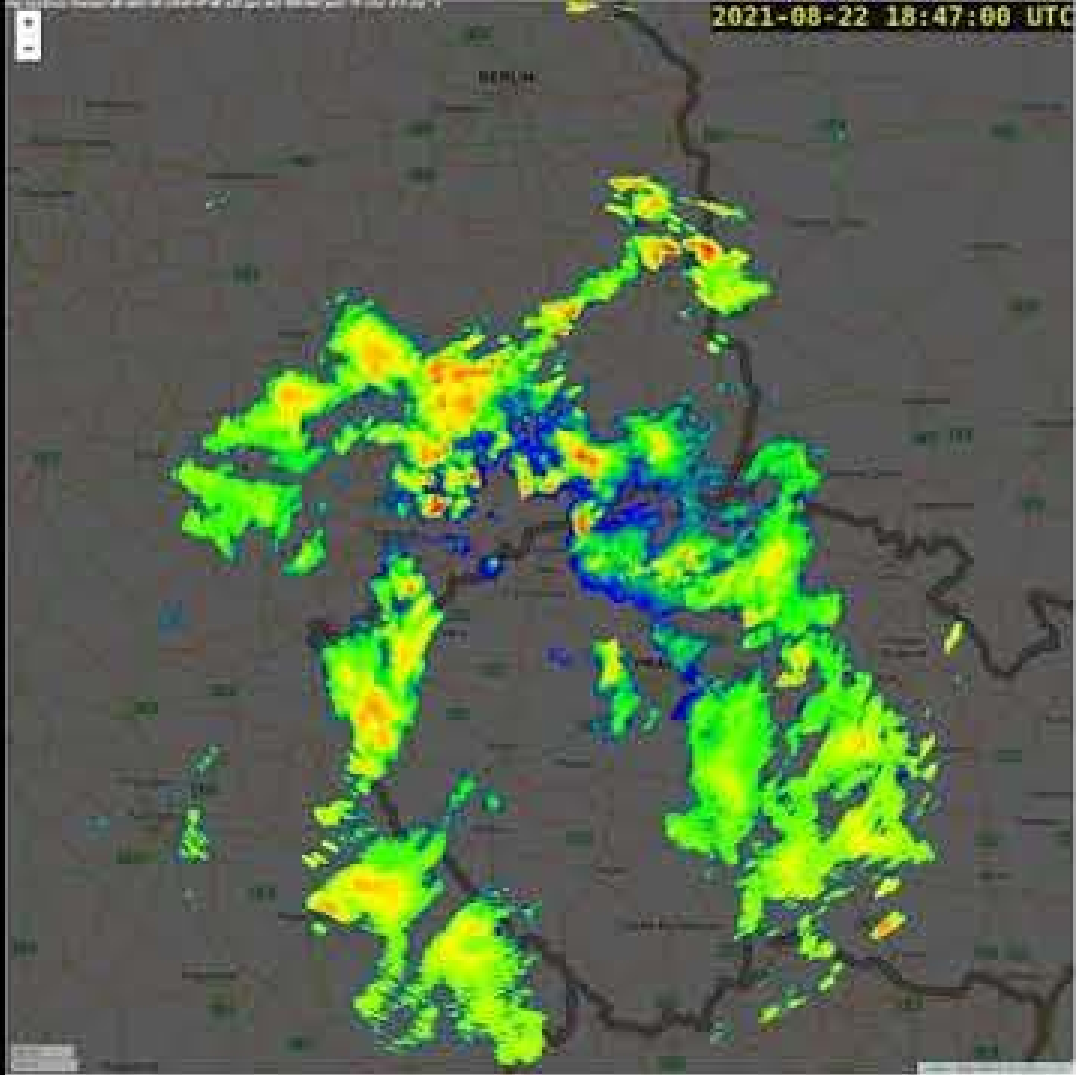


## Benefits for Meteopress:

- data from Austrian Coverage
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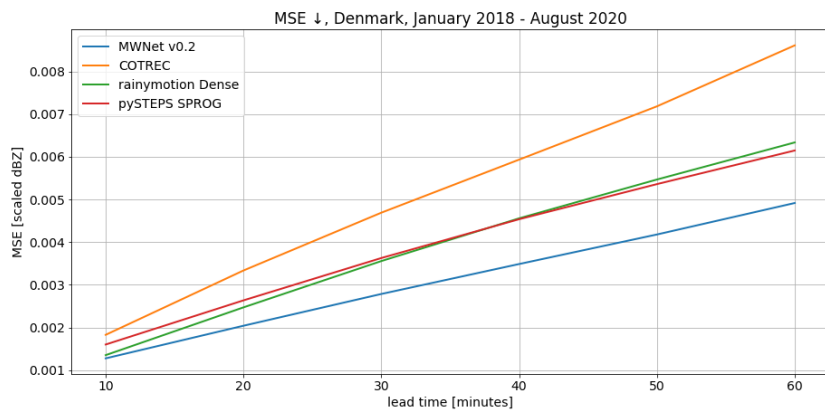
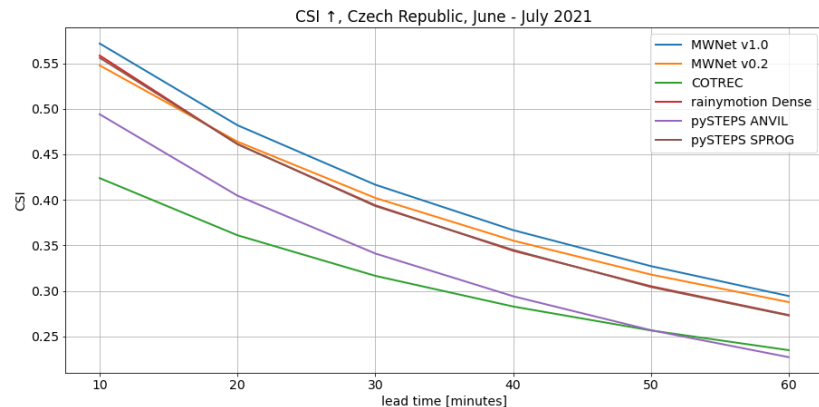
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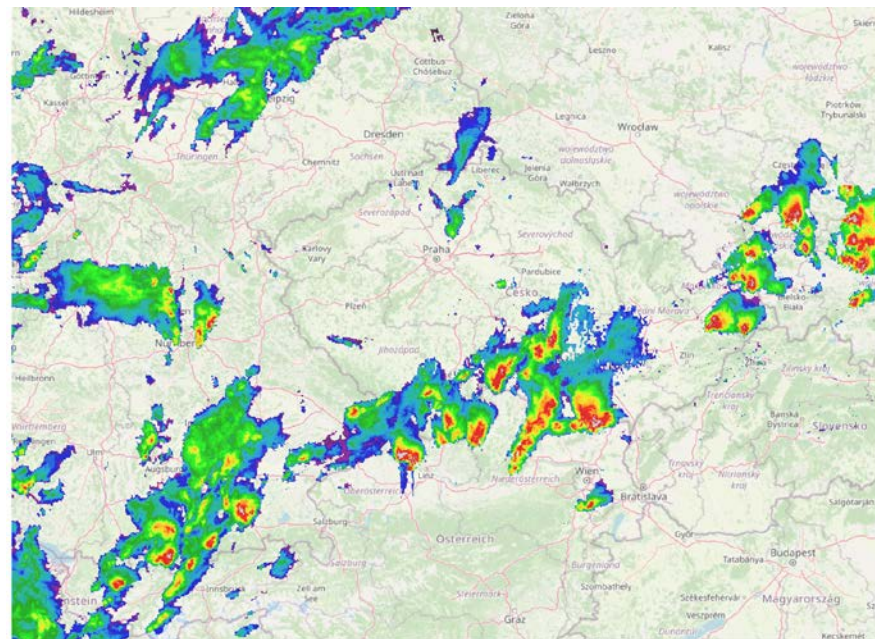
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    - ultralight construction - 1deg beam antennas with weight below 750kg/1500lbs.
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-10 min

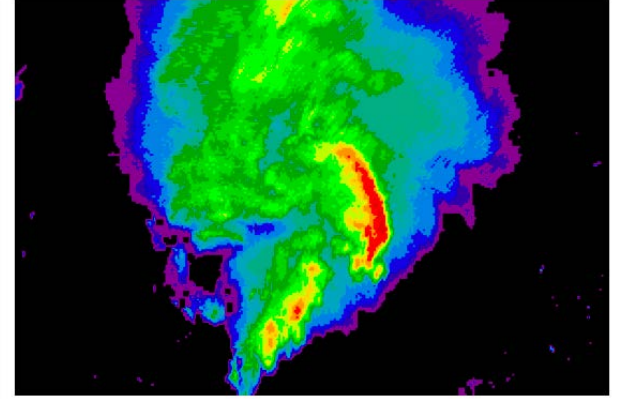
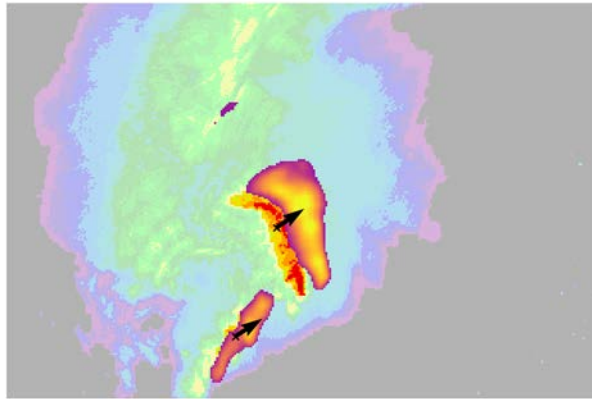
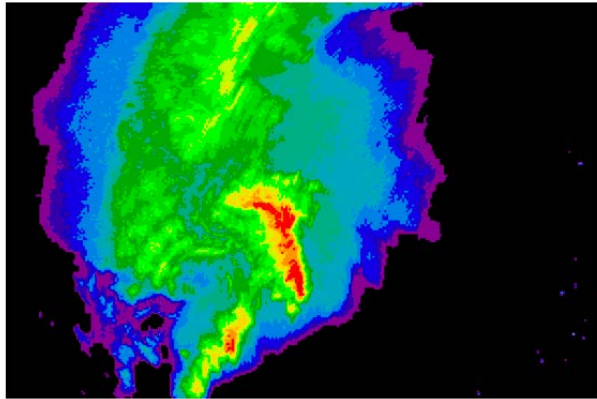
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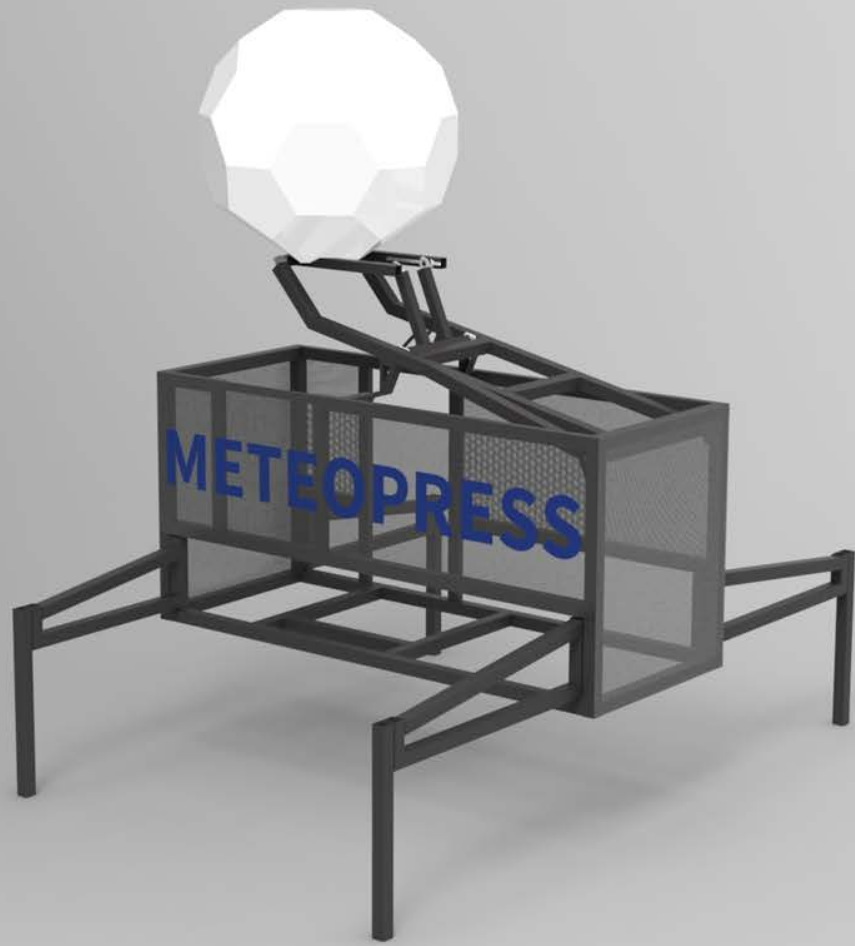
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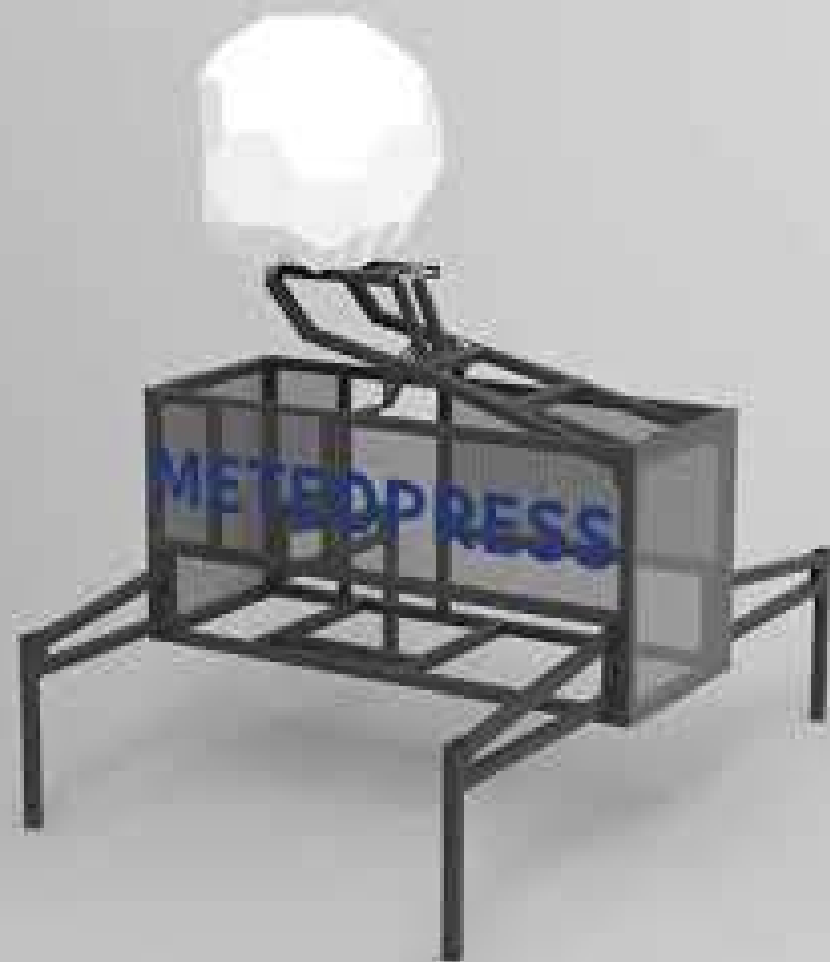




## Next Stage - RadarCrate

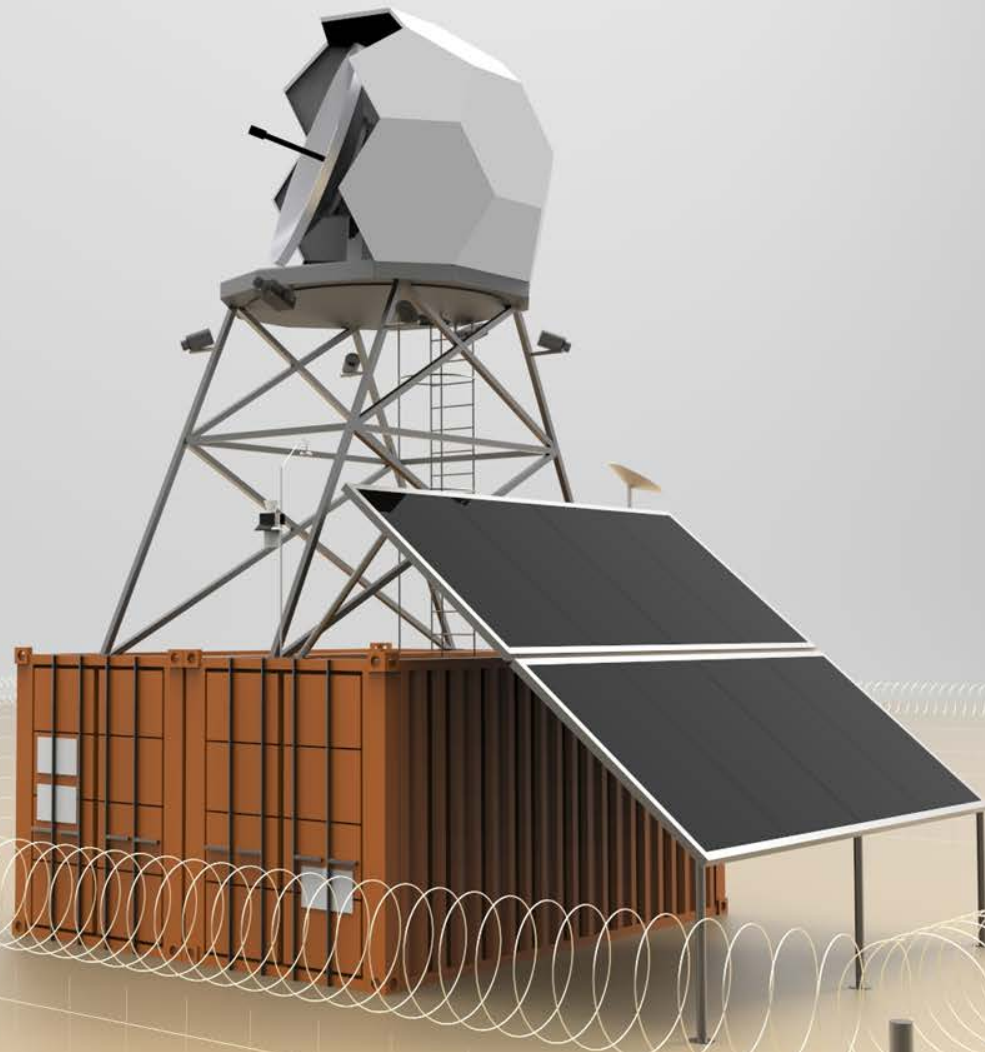






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- fully integrated solution
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# Island Electricity System

- Low Power Consumption = independency on local power supply
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- Cost-effective and reliable under any condition
- Easy installation (3 day install)
- Low maintenance
- Sustainable solution with minimal ecological impact







# Extras



# Harsh realities of the radar business

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- real tenders do not exist
  - ok, some might, but they are very very rare
- you pay double or triple the prices you should
  - innovation saves costs
- dissuasion of smart & brave state employees
  - better safe than sorry
  - demotivation
- adversity to innovation:
  - robust outdated technology preferred
  - dinosaurs are dug in their trenches and kill competition & innovation with relationships
- barriers to business entry
  - references
  - experience
  - references



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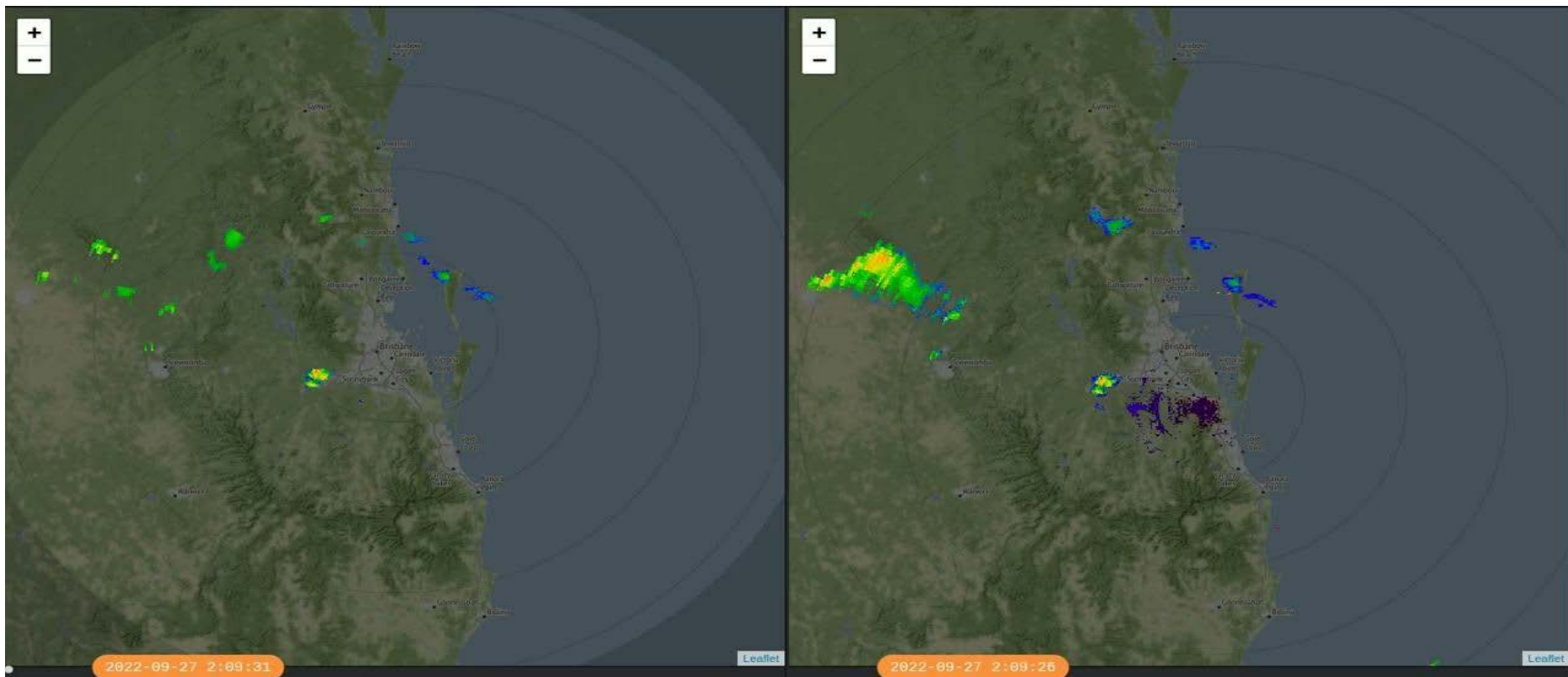
**Result: Fewer RADARS - Less SAFETY- Lots of people left behind**

# Bureau of Meteorology Australia: Solid-State C-band

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# BOM Australia: Comparison of Cppi 1500m:



**Meteopress Solid-State C-band (2.5kW, 2.4m ant.)**

**Leonardo Meteor 1500 S-band (1000kW, 8.5m ant.)**

# Where is the UTOPIA- define the ideal of PPE

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# Be the Role Model



**Only you can:**

**Enable innovation**

**Encourage people**

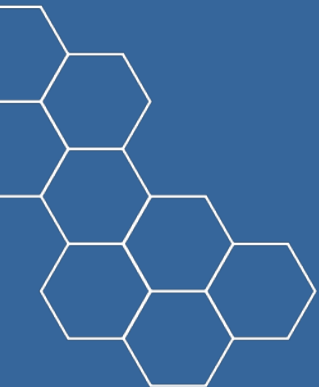
**Partner with Private**

*(find strengths and help the world together)*

# Be the Role Model

Be like Michael & Andreas (ZAMG) ♥





# METEOPRESS

Radars & AI Nowcasting

MICHAL NAJMAN, CEO

[michal.najman@meteopress.com](mailto:michal.najman@meteopress.com)





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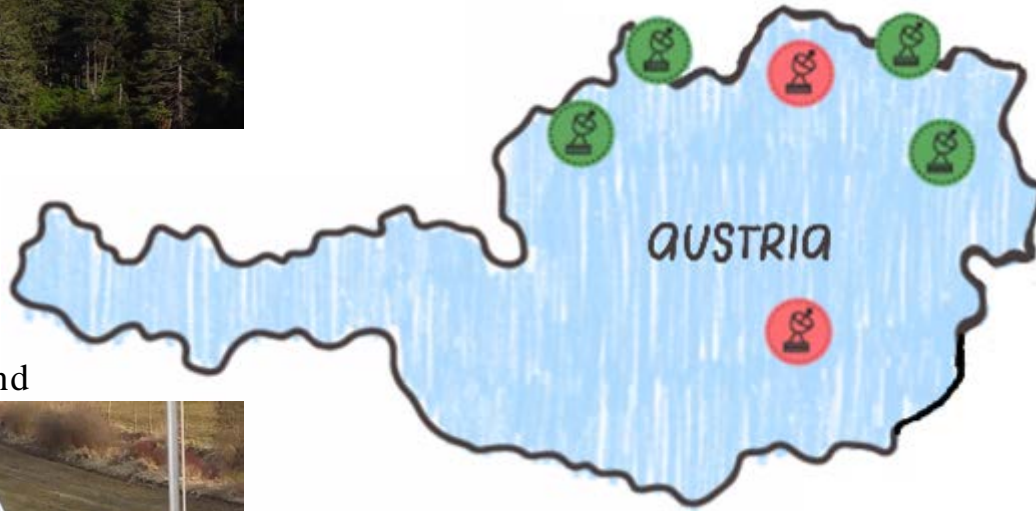
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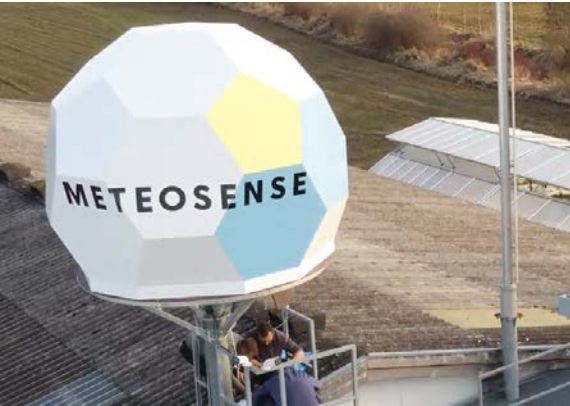


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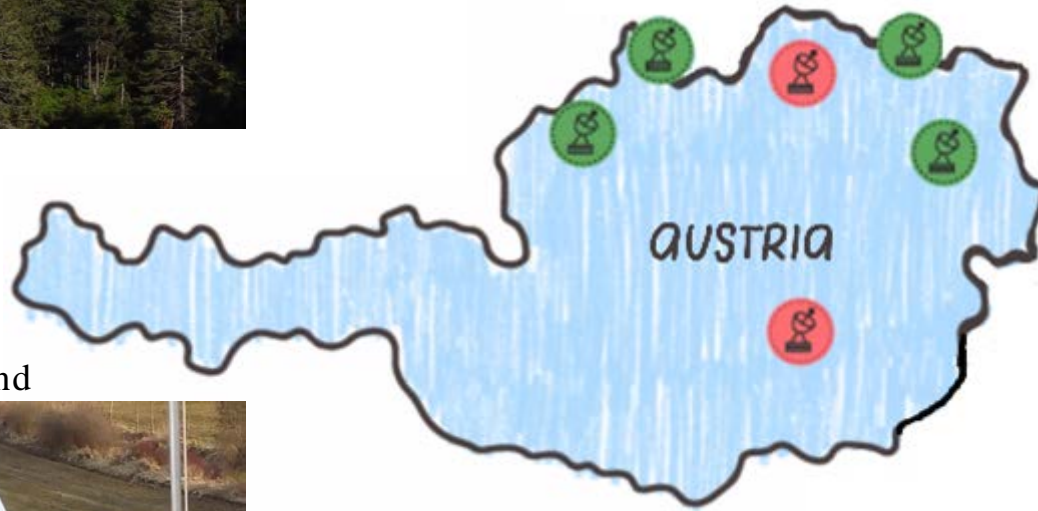
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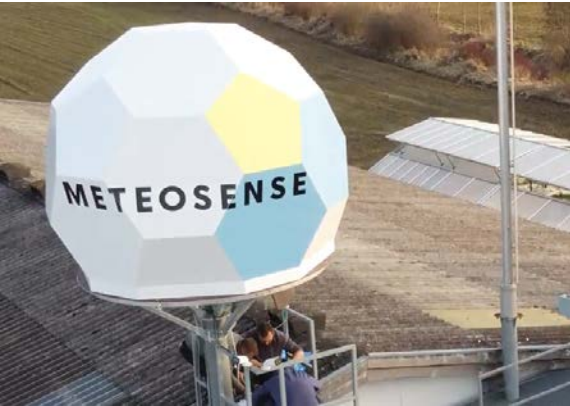


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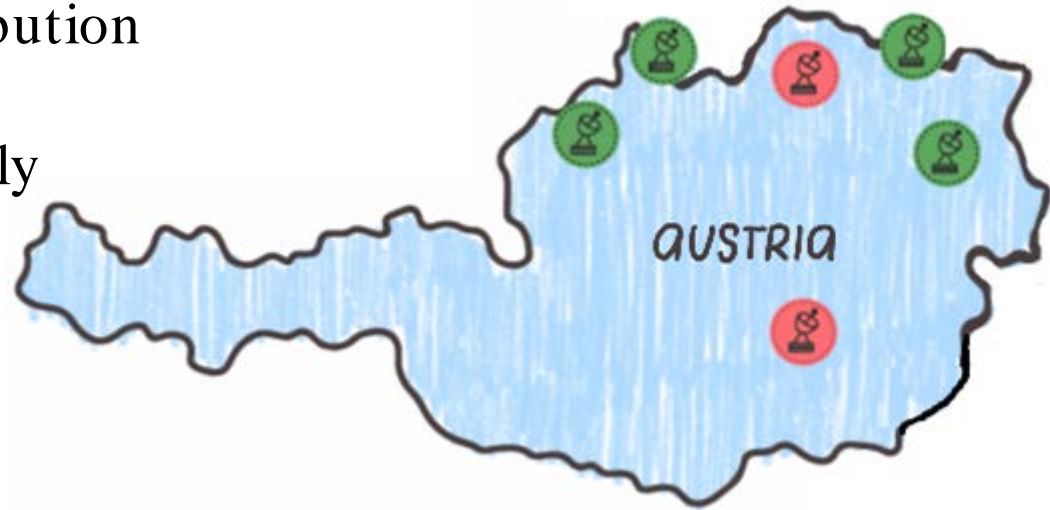
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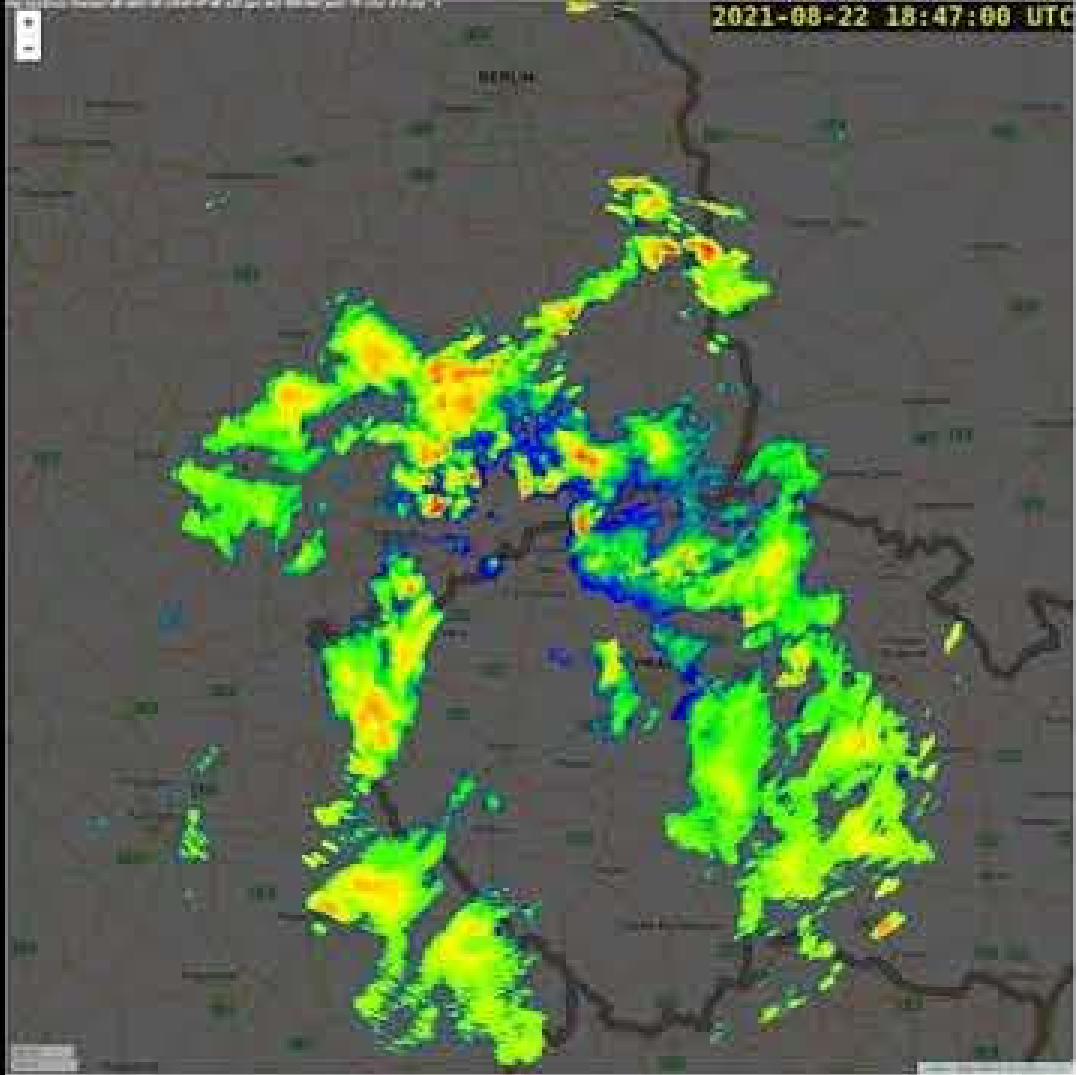


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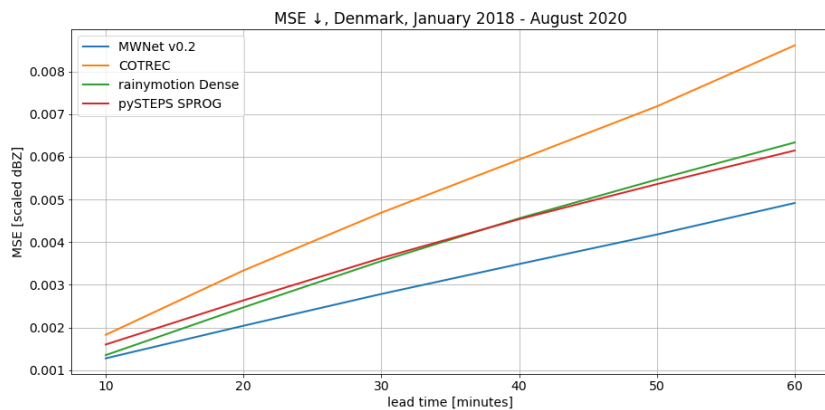
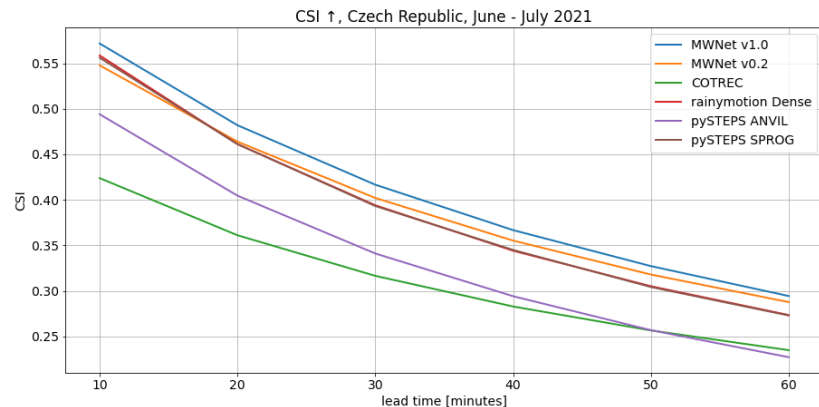
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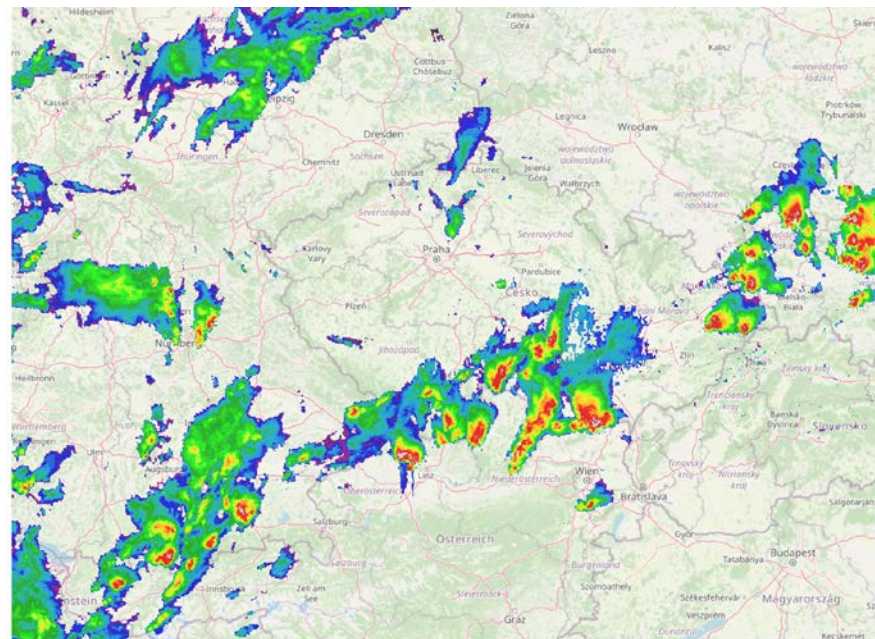
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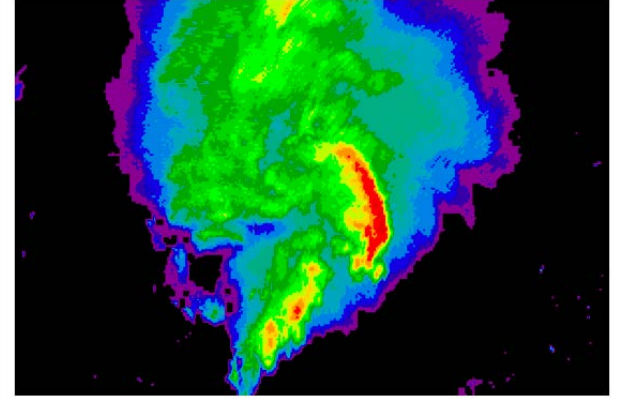
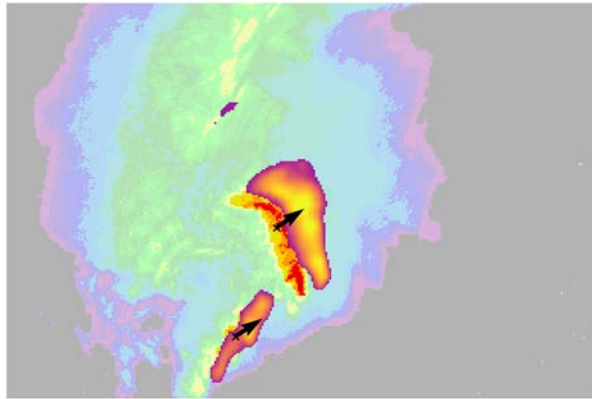
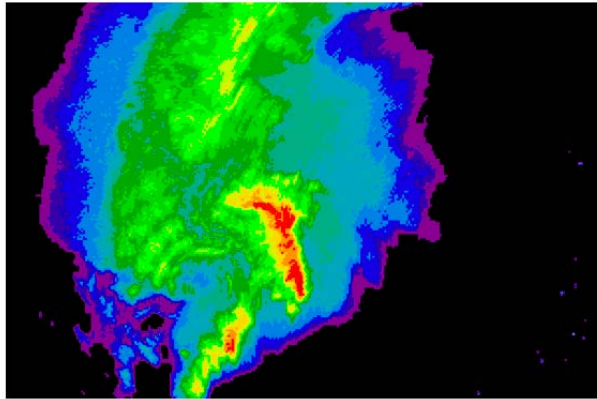


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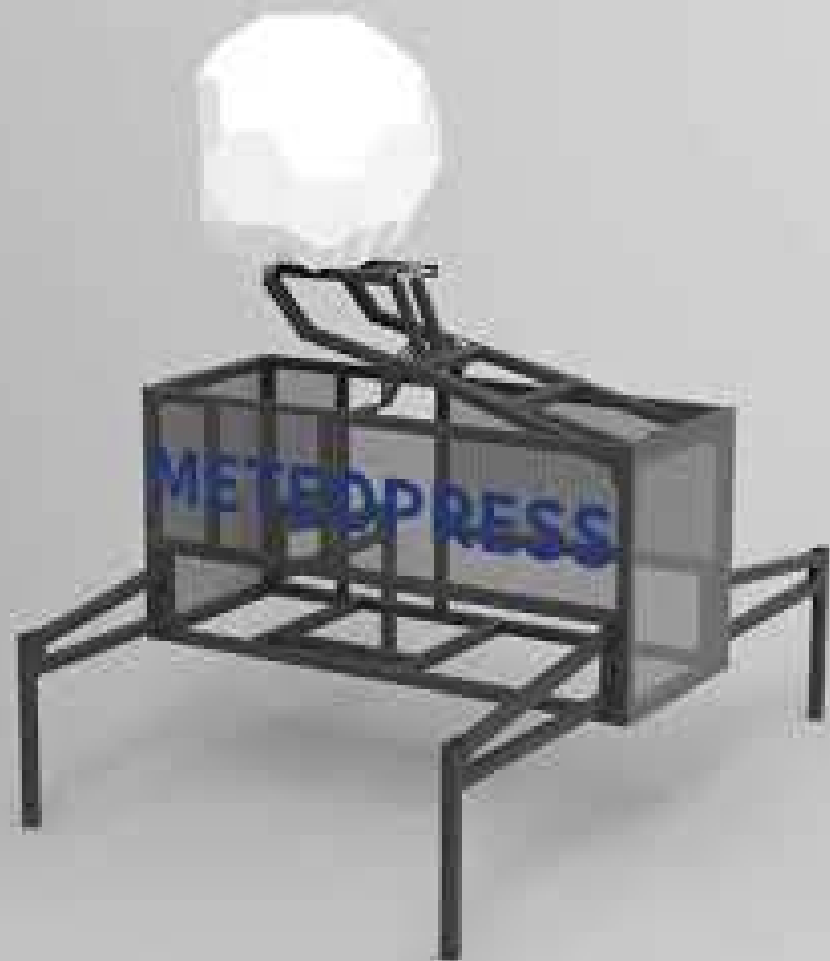




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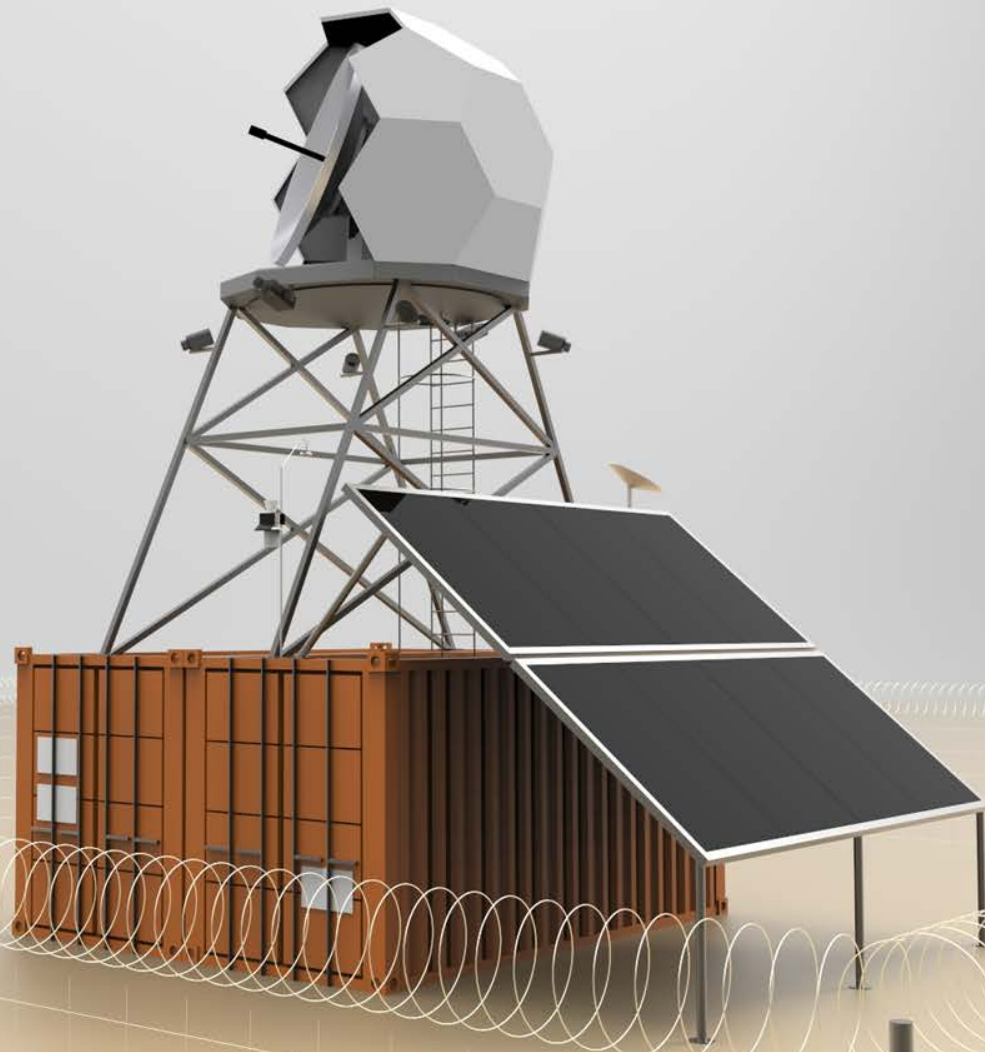






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- Easy installation (3 day install)
- Low maintenance
- Sustainable solution with minimal ecological impact





# Extras



# Harsh realities of the radar business

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- real tenders do not exist
  - ok, some might, but they are very very rare
- you pay double or triple the prices you should
  - innovation saves costs
- dissuasion of smart & brave state employees
  - better safe than sorry
  - demotivation
- adversity to innovation:
  - robust outdated technology preferred
  - dinosaurs are dug in their trenches and kill competition & innovation with relationships
- barriers to business entry
  - references
  - experience
  - references



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**Result: Fewer RADARS - Less SAFETY- Lots of people left behind**

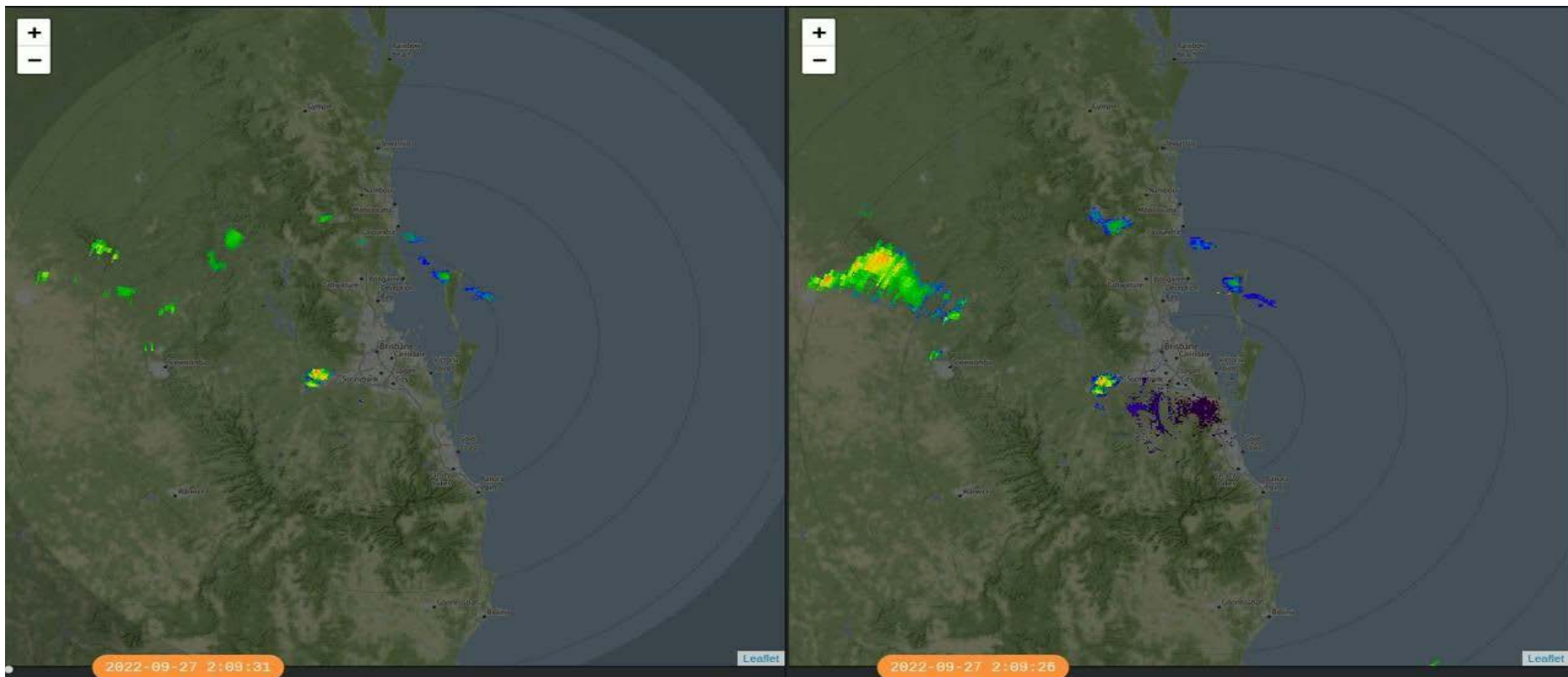


# Bureau of Meteorology Australia: Solid-State C-band

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# BOM Australia: Comparison of Cppi 1500m:



**Meteopress Solid-State C-band (2.5kW, 2.4m ant.)**

**Leonardo Meteor 1500 S-band (1000kW, 8.5m ant.)**

# Where is the UTOPIA- define the ideal of PPE

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# Be the Role Model



**Only you can:**

**Enable innovation**

**Encourage people**

**Partner with Private**

*(find strengths and help the world together)*

# Be the Role Model

Be like Michael & Andreas (ZAMG) ♥





# METEOPRESS

Radars & AI Nowcasting

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