

HydroTeam

ATLIS, HSA Systems, IVS 3D and SevenCs have recently formed a global alliance called HydroTeam. Through their partnership they will be able to deliver complete solutions to the customer, which will strengthen their position in the face of global competition. Hydrointernationalis proud to have been present when the alliance was announced at the ENC Tools User Conference hosted by SevenCs in Hamburg (Germany) on 13 November 2008.<P>

“Until now it was difficult to compete against dominant market leaders. In tenders, customers are more likely to go for all-in-one solutions offered by these bigger companies, than for expertise solutions offered by more specialised companies,” explained George Spoelstra, Chair of Hydro-Team. Through HydroTeam, customers will be able to choose from a set of tools that together support the complete hydrographic process from survey to chart – including an enterprise server architecture that enables the tools to work together in an integrated and user-friendly environment. For Hydrointernationalis this news could not be overlooked because of the enthusiasm of the people involved at these companies who are combining their efforts.

Combining all Aspects

Together, the alliance members have extensive skills and experience in virtually all aspects of hydrographic chart production, maintenance and data collection, dating back to 1991. Hydrographic offices, port authorities, inland waterway authorities and hydrographic survey providers, amongst others, will have access to an integrated production system comprised of proven tools available from HydroTeam members:

- Fledermaus from IVS 3D, providing interactive 3D data validation and visualisation
- SENS from ATLIS, for bathymetric and nautical object data management and distribution
- SCIPS from SevenCs, offering a full range of integrated ENC production and management products
- ENC Cartographer and ENC Analyser from HSA, providing ENC validation and paper chart production.

“The strength of this alliance is that each company can concentrate on its own area of expertise, and therefore will be able to anticipate developments to much faster extent than large companies can,” added George Spoelstra.

Altering the Landscape

In a joint statement, the CEOs of the four companies stated, “The introduction of HydroTeam will alter the landscape of the hydrographic industry. The HydroTeam alliance has been created entirely around our customers, and we are dedicated to providing the tools and services that best meet their needs. We are already working to expand our current offerings to provide greater functionality, increased service and improved benefits.” Because of the partnership, HydroTeam customers around the world will have more options to organise their production process. The members will represent each other in their respective geographical markets; with main offices in Australia, Canada, Germany, the Netherlands, UK and USA, and the many resellers worldwide, world coverage is ensured.

HydroTeam will immediately offer its first round of initiatives, including the release of common interfaces between the available products. Additional benefits will be phased in during 2009.

HydroTeam will give a joint presentation at the industry exhibition to be held alongside the 4th Extraordinary International Hydrographic Conference (EIHC4) in Monaco from 2 to 5 June 2009.