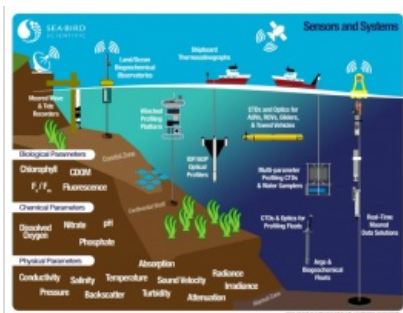


EIVA Named Official Distributor for Sea-Bird Scientific Solutions



EIVA and world-leading sensor manufacturer **Sea-Bird Scientific** have announced the signing of an agreement that outlines a promising future for both companies in which EIVA will serve as an official distributor of all saltwater Sea-Bird Scientific products in Denmark, Sweden, Norway and Finland. “Our new official role in working with this broad portfolio of oceanographic tools opens up exciting new avenues for closer collaboration between two companies that share a common commitment to the delivery of maritime solutions of the highest quality”, said Anne Juul Andreasen, EIVA director marketing and sales.

Sea-Bird Scientific, which is headquartered in Seattle, Washington, USA, is the world’s largest developer and manufacturer of solutions for the measurement of salinity, temperature, pressure and related oceanographic parameters in marine environments.

With customers involved in every sector of maritime industries, Sea-Bird Scientific sensors and systems are deployed around the world by ocean researchers, resource managers and key stakeholders engaged in offshore exploration and ocean resource utilisation.

“EIVA has been a long-time partner for Sea-Bird Scientific in developing integrated solutions using Sea-Bird Scientific sensors. Making EIVA our distributor in Scandinavia has opened up new possibilities and growth opportunities for both organisations. This partnership is aimed towards greater customer satisfaction,” said Tom Mitchell, VP Commercial Team at Sea-Bird Scientific.

Venturing into new waters

Through the years, EIVA has delivered a high number of ScanFish Rocio remotely operated towed vehicle (ROTV) solutions with Sea-Bird Scientific sensors, including a number of solutions in 2018.

The signing of the new agreement will only strengthen this collaboration on providing integrated solutions for the oceanographic market, with Sea-Bird Scientific’s sensors fitted on EIVA’s sensor platforms (ROTVs and wave buoys) as well as including winch systems when required.

Anne Juul Andreasen commented: “The experience of EIVA staff in working with Sea-Bird Scientific components is just one reason amongst many for our belief in the value and complementary nature of this partnership moving forward. Acknowledging that many EIVA customers are also operators of Sea-Bird Scientific products, we see great opportunities ahead to ensure that these organisations are provided access to the combined insights, technical know-how and solutions available from both our companies.”