



6 July 2009

SeaZone: Exciting business opportunity in the Marine GIS sector

The United Kingdom Hydrographic Office (UKHO) invites expressions of interest from organisations able to assist in the future development of its marine geographic information business, SeaZone Solutions Limited ("SeaZone").

SeaZone was established in response to a market need for digital marine mapping and has built an established customer base within the private and public sectors in the UK and increasingly overseas. SeaZone's business includes a range of geographic information products, software and services. SeaZone HydroSpatial is rapidly becoming the de facto standard for digital marine reference information outside that required for navigation.

In order to grow its business further and to offer worldwide capability to its customers, SeaZone is seeking one or more strategic partners with a global presence to help SeaZone fulfil its potential in this exciting new area.

The UKHO has been charting the world's oceans, ports and coastlines for over 200 years, providing nautical products and services to the Royal Navy and merchant marine under the globally-recognised Admiralty brand.

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SeaZone specialises in the market for Marine GIS data, software and services and is the world leader in the provision of Marine datasets. The business supports numerous public and private sector organisations across a range of planning, regulatory, engineering and asset management activities. The business is primarily focused on the UK Marine GIS market, has a turnover circa £1 million and employs approximately 20 people. It is expected that increased development activity in the energy sector and marine legislation will continue to drive the market for Marine GIS and provide the business with significant future opportunities in the UK and overseas.

The UKHO is looking for a highly focused, innovative organisation with proven experience in product development, marketing and sales to take the lead on realising these exciting opportunities. Expressions of interest are therefore sought from principals who, on an individual basis or in consortium, can demonstrate that they have the skills and resources to commit to the future growth of SeaZone and the Marine GIS sector.

For further information on this opportunity and requirements for registering your expression of interest, please refer to <http://www.ukho.gov.uk/AboutUs/Contracts/Pages/home.aspx> or contact Richard Barrell (+44 (0)1823 337900 Ext. 3818). Expressions of interest including a completed pre-qualification questionnaire must be received by the UKHO no later than 12:00 midday GMT on 24 July 2009.

ENDS

For further information contact:
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Notes for Editors

1. The UKHO, which is part of the Ministry of Defence, has been charting the world's oceans for more than 200 years with the primary aim of providing navigational services for the Royal Navy and merchant mariners to save and protect lives at sea. In addition it also serves the small craft and leisure mariners and provides a range of consultancy services.
2. The UKHO produces a worldwide series of some 3,300 paper nautical charts and 160 publications under the Admiralty brand and has a growing portfolio of Electronic Navigational Charts (ENCs). These charts are sold globally and used by nearly 70 per cent of international shipping.
3. The UKHO is a Trading Fund which means it is a government agency owned by the MoD with the freedom to trade commercially to generate revenue and cover running costs.
4. The UKHO also plays a central role, in support of the Maritime and Coastguard Agency, in discharging the navigation element of the UK's Safety of Life at Sea Treaty obligations for waters of UK national responsibility.