

# Licensed Partner Programme

*Collaborate with us to help grow your business*

**OceanWise specialise in all aspects of marine environmental data acquisition, data management, GIS and other services.**

We work closely with a range of Licensed Partners across the world, who add value to our products and services and their own business to the mutual benefit of our joint customers.

Together we work with leading ports and harbours, governments and agencies, and energy and telecommunications companies, who need to acquire, use, manage and share marine environmental data.

“ Our partnership with OceanWise has given us an extra dimension to our traditional ability and opened up increased opportunities by introducing us to a new customer base. ” *Seatronics Group*

Our Partners include:

- **Data Resellers** who make our Intelligent Marine and Coastal Mapping Data easily available through online shops
- **System Integrators** who include our data and Enterprise GIS and Productivity Tools in their own applications and solutions
- **Instrument Vendors** who offer our Environmental Data Sharing and Publishing tools when selling environmental sensors

## Key Benefits

- **Access to OceanWise's markets and insights**
- **Access to our products and services**
- **Early insight to product developments**
- **Additional promotional opportunities for your business**
- **Brand association via use of our Licensed Partner logo**
- **Technical support and expert advice and guidance**
- **Account management to help maximise revenue potential**
- **Marketing support**

- **National Institutions, Professional Bodies** and other **Training Providers** who draw on our Capacity Building, Training and Mentoring skills to deliver specialist commercial and public training courses
- **Consultants** and other specialists, who use our Intelligent Marine and Coastal Mapping data and advice in their own work for clients

“ As leading experts in the creation of reliable, innovative and superior marine data, OceanWise is a valuable partner, supporting emapsite in delivering the widest range of high quality location content to **the professional.** ” *emapsite*

**We have several types of Licensed Partner to cover a range of relationships:**

- **Collaborator** – if you wish to collaborate and share information with us for our mutual benefit, possibly to support joint bids on a particular project, or to investigate potential new products or services.
- **Reseller** – if you wish to resell any of our products and services to your customers. This Includes reselling of web services but NOT using data in third party applications which are then sold on.
- **Integrator** – if you wish to uses our products within your own desktop or web based applications and sell on the resultant application to your customers.
- **Training** – if you wish to work with us to develop and deliver training courses.
- **User** – if you wish to use our products in derived outputs which are sold on to your clients e.g. in Reports, you need to be a Reseller/Integrator.

“ Over the last five years OceanWise Marine and Coastal Data has grown to become a significant element of FIND business and has introduced new areas of valuable expertise and partnerships to the company. ” *MarineFIND*

If you are interested in collaborating with OceanWise to help grow your business, then please visit our website at

**[www.oceanwise.eu](http://www.oceanwise.eu)**

for more information and to download the  
Licensed Partner Application Form.



Enjoy the confidence of working with marine data experts

For information contact [info@oceanwise.eu](mailto:info@oceanwise.eu) or phone +44 (0)1420 768262

**[www.oceanwise.eu](http://www.oceanwise.eu)**