

Sea-Bird Scientific announces EIVA as official distributor in Scandinavia

[Sea-Bird Scientific](#) and leading developer and provider of equipment and integrated systems solutions [EIVA](#) have announced the signing of an agreement, in which EIVA will serve as official distributor of all salt-water Sea-Bird Scientific products in Denmark, Sweden, Norway, and Finland.

Commenting on the signing of the first official agreement made between the two companies, Anne Juul Andreasen, EIVA Director Marketing and Sales, said: 'This new agreement marks a new chapter in an already long and productive relationship. EIVA's 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 delivery of maritime solutions of the highest quality.'

EIVA a/s, which is headquartered in Denmark, is an engineering company with more than 40 years' experience in the offshore and shallow water construction and survey industry. They provide software, equipment, integrated system solutions, rental services, 24/7 support and software training to a wide range of segments, covering virtually any subsea task.

Our partners at EIVA understand the challenges our customers face, and they work closely together with them in choosing and implementing the solution that will offer the most value to their often mission-critical operations with all that implies. Their extensive customer base comprises of organizations and companies from the international industry.

'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 organizations. This partnership is aimed towards greater customer satisfaction.' commented Tom Mitchell, VP Commercial Team at Sea-Bird Scientific.

Venturing into new waters with shared commitment to delivering maritime solutions of the highest quality

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 organizations are provided access to the combined insights, technical know-how and solutions available from both our companies.'

For more information, contact:

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About EIVA

EIVA is a Danish engineering company with over 40 years' experience in development and delivery of solutions to offshore and shallow water engineering and survey industries. EIVA provide software, equipment, and integrated system solutions to maritime players around the world, delivering proven and reliable tools to support many different types of task, including oceanographic surveys.

eiva.com

About Sea-Bird Scientific

Sea-Bird Scientific is the world's largest developer and manufacturer of sensors for the measurement of salinity, temperature, pressure, dissolved oxygen, fluorescence, nutrients and related oceanographic parameters in marine waters. As part of our commitment to advancing the science of ocean measurement, we are deeply invested in engineering, metrology, calibration, software development, scientific analysis, and other essential technologies that make our products more accurate, reliable, and broadly useful.

seabird.com

