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## **Greensea IQ Strengthens its Global Presence Signing Major Contract with BUVI Scandinavia at Oceanology International**

In a strategic move to strengthen its global market presence, Greensea IQ, a leading provider of marine robotics software and integrated solutions, proudly announces the signing of BUVI Scandinavia (BUVI) to join its international sales team. The signing took place today at Oceanology International on the Greensea IQ stand (G200) and follows another recent signing of the Spanish sales representative Uniformidad Y Suminstros De

Proteccion (USP).

The introduction of these two new additions represents a significant milestone in Greensea IQ's continuous global expansion efforts, and commitment to providing exceptional service and support to clients worldwide. With this expansion, Greensea IQ's footprint will now encompass Finland, Norway, Sweden, and Spain.

The new business relationships will see BUVI and USP represent Greensea IQ and its complete range of Bayonet autonomous underwater ground vehicles (AUGVs). Offering a wealth of experience and specialized expertise, each representative will ultimately facilitate the increased accessibility of the Bayonet AUGVs within their respective markets. Their regional expertise will be instrumental in tailoring Greensea IQ's offerings, fostering strong relationships with local customers and partners.

BUVI was established in 2011 and has extensive experience in ROVs, underwater technology

and other underwater assignments. BUVI Scandinavia is a trusted partner for its clients in the region offering consultation, training, and support to deliver subsea solutions and technology that is capable, efficient, and user-friendly for their customers. Serving as Greensea IQ's international representative, BUVI will support sales for Greensea IQ's Bayonet AUGVs to its clientele across all of Scandinavia. providing an established and trusted partner to drive Greensea IQ's growth and impact in the region.

"BUVI Scandinavia has been following the development of Greensea IQ and its software in ROVs for some time," said Marie Fleetwood, CEO & Marketing BUVI Scandinavia. "Now that BUVI Scandinavia's focus on underwater solutions has taken bigger steps towards Search, Security, Police, Military, Defense, and Surveillance, the Bayonet AUGV range has become an obvious and perfect addition to our portfolio of products and solutions."

"With Greensea IQ's strength in developing intelligent ocean solutions and BUVI Scandinavia's network of contacts in Scandinavia and Europe, we look forward to being a Greensea IQ representative and a strong team together."

USP, backed by 40 years of expertise, stands as a distinguished authority in

advising and equipping various sectors, including law enforcement, armed forces, private security, and the civil sector. It specializes in providing superior solutions for police and military needs, including ballistic solutions and specific products tailored to diverse requirements. The addition of the Bayonet line up to its portfolio will undoubtedly increase Greensea IQ's standing among the Spanish defense and commercial clientele of USP, capitalizing on USP's trusted reputation.

Rob Howard, Greensea IQ's CGO, expressed enthusiasm for the expansion, "We are excited to welcome BUVI Scandinavia and USP to our Growth Team. Their representation in these key regions strengthens our efforts to provide Greensea IQ products and services on a global scale."

The recruitment of sales representatives for Scandinavia and Spain is part of Greensea IQ's comprehensive strategy to expand its international presence and global footprint. By investing in local professionals, the company aims to facilitate greater market penetration, improve customer satisfaction, and drive sustainable growth.

Ends.

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**About Greensea IQ**

Greensea IQ develops intelligent ocean solutions that drive technical advancement for defense, transportation, energy, and science applications.

The world on and beneath the waves has long been a source of fascination and mystery. As technology advances, our ability to explore and understand the oceans has grown exponentially. Greensea IQ is the merger of three companies at the forefront of this revolution – Greensea Systems, Bayonet Ocean Vehicles, and Armach Robotics. Each of these organizations has made significant strides in marine technology, revolutionizing the way we work in the ocean. Together, as Greensea IQ, emerges a more powerful and innovative company, committed to making the work that is done on and under the ocean more efficient, safer, and for the protection of earth and humankind.

Greensea IQ is the developer of OPENSEA, an open architecture robotics platform that provides control, navigation, and autonomy for the marine industry. One of the key strengths of OPENSEA's technology is its adaptability. The software can be integrated into a wide range of underwater vehicles, from remotely operated vehicles (ROVs) to autonomous underwater vehicles (AUVs). This flexibility makes Greensea IQ's solutions invaluable for various applications, including offshore energy, scientific research, and maritime defense.

### **Further notes to Editor**

Greensea IQ continues to manufacture the Bayonet line of autonomous underwater ground vehicles (AUGV). Operating from the seafloor to the beachhead, Bayonet AUGVs travel through the harshest conditions where other systems can not. Bayonet AUGVs have been used for UXO search and classification and are suited for near shore inspection for offshore wind and defense, especially in the surf zone. Bayonet AUGVs are available as a Robot as a Service to reduce the initial upfront costs for customers to expand their fleet.

EverClean, the original always clean hull solution originally pioneered by Armach Robotics, will continue with Greensea IQ in a state-of-the-art remote operations center located in Plymouth, MA. EverClean is a proprietary, scalable service solution that provides preventative in-water cleaning and inspection data to maintain optimum vessel performance for extended periods of time.



Greensea IQ continues the progress being made in the field of marine technology by providing the software and hardware that contributes to the sustainable management of marine resources and the protection of underwater ecosystems, as well as the people working on and under the oceans.

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