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IOSTIA and SMI Announce Strategic Alliance

(Washington, DC): The International Ocean Science and Technology Industry Association (IOSTIA) and the Society of Maritime Industries (SMI) Marine Science and Technology Group (MSTG), possessing similar business-oriented missions, stakeholders, and complimentary programs, have announced a framework to pursue mutually beneficial opportunities, and to collaborate more closely. Both organizations see enormous potential in creating a framework for collaborating on programs and services, disseminating news and information, and promoting each other's organization. In pursuit of these objectives, IOSTIA and SMI have executed a memorandum of understanding.

IOSTIA CEO, Rich Lawson, remarked, "With common stakeholders, similar missions and complimentary programs, it makes all the sense in the world for these two organizations to be working more closely together."

IOSTIA was launched in 2017 with the focused objective of serving ocean technology companies as a U.S. 501(c)(6) non-profit industry association. IOSTIA's programs are directed toward supporting business outcomes by largely focusing on the underserved business-to-government space. IOSTIA actively engages with government by providing subject matter expertise to Capitol Hill and organizing specialized member exhibitions for relevant government agencies. Signature programs include the annual BlueTech Expo and an innovative healthcare program that is saving members an average of 60% per month for their owners and employees.

SMI is the voice of the UK's maritime engineering and business sector, providing a wide range of activities both internationally and in the UK for the benefit of the maritime engineering business community. Activities follow SMI's objectives of presenting members with business opportunities, assisting with research and innovation, lobbying government and NGOs to improve the business environment, facilitating network opportunities and providing marketing amongst other services. The MSTG sets the policy and guides the activities for the marine science and technology sector, utilizing the extensive expertise of its members.

"Because SMI has a such strong presence and history in the UK, we see them as an ideal partner in bringing visibility, particularly within government, to the outstanding technology companies on both side of the pond," continued Lawson. "With the disruptions to our industry caused by COVID-19, we believe collaboration is the best way to serve members."

Tom Chant, Chief Executive, SMI commented “SMI is continuously seeking opportunities to introduce and strengthen links with complimentary associations domestically and globally. In that way we can work towards common goals, share our networks and find new business opportunities for our members.” He continued “With IOSTIA’s objective of serving the ocean technology companies in the US, there are obvious and essential parallels with SMI’s MSTG. Formalizing this relationship will help strengthen the UK’s tie with the US and ensure the two organizations can become a shared base for research.”

The International Ocean Science and Technology Industry Association (IOSTIA) is a Washington, DC-based 501(c)(6) industry association representing businesses that provide technology and services for sectors that sustainably and commercially utilize the oceans. IOSTIA provides benefits, programs services and a public policy voice that create new opportunities and encourage a favorable business environment for science and technology companies.

The Society of Maritime Industries (SMI) was formed from the British Marine Equipment Council in 2001. SMI soon became the trade association of choice for all UK based companies working in the field of maritime engineering and marine science and technology.

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