

News Release

Septech and PacSoft partnership creates dramatic results

Dubai, U.A.E, 17th February 2010: Septech, the region's water infrastructure specialists, and PacSoft, a global manufacturer of marina management systems, have turned a recent agreement of exclusive partnership into a lucrative affiliation that has produced thousands of marine berths across the region in the past 10 months.

"The response to this partnership has been more than we could have hoped for," said Bruce Birtwistle the Marine Business Unit Manager of Septech. "These are challenging times in the marine industry. Good projects are still out there, but a competitive advantage is the key to maintaining growth even during an economic downturn."

Septech incorporated state of the art PacSoft systems into the 145 berth Yas Marina, completed prior to the Abu Dhabi Grand Prix, and are currently installing the final components of a system that will oversee the marina operations of over 900 berths on the Pearl in Qatar.

"This month we're involved in both the Dubai and Abu Dhabi boat show, and we feel like we're in a strong position going in," said Birtwistle. "Throughout the region there is a shortage of marine berths. Waiting lists for berths are long even in countries with an established yachting presence."

Birtwistle went on to cite the PacSoft partnership as a key factor in recent construction appointments. "Marine management systems [MMS's] are the brains of the marina. They track the comings and goings of the vessels, allocate power and water from the grid, handle the billing of guests and monitor for maintenance issues. No name is more trusted in the MMS business than Pacsoft."

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About Septech

Founded by David Heffernan, Septech is the region's water specialist. They provide in-house business units that specialize in offering solutions to the water, wastewater, mobile water, precast infrastructure, marina and utilities management sector. From its Australian heritage, Septech's experience and expertise has expanded through continuous investments across the MENA region, delivering technology-driven and innovative solutions from the design stage to completion. Over the last 14 years, Septech has partnered with General Electric, Pacsoft, Bellingham Marine and Shuaa Capital, extending its strategic investments in key emerging markets across the region with landmark projects including, Jumeirah Beach Hotel, Dubai Festival City, Dubai Marina, Saadiyat Island, Royal Yas Marina, Dubai Sports City and Atlantis Resort. Septech has a proven track record to tackle challenges and provide innovative and technology-driven water and utility solutions to local governments, ruling families and private developers.

About Pacsoft

Pacsoft systems are designed to be a one stop marina management tool that caters for marinas and yacht club operations. Their successful track record has been proven throughout America, The Caribbean, United Kingdom, Europe, the Pacific and more recently the Gulf. They are currently responsible for managing 25,000 berths in 16 countries.

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