

## OSI and TSA to Merge

**Industry leaders make long-term strategic alliance permanent with full integration of resources and services in the offshore energy and submarine cable industries.**

**October 30th, 2008. Stuart, Florida and Boston, Massachusetts, USA.** Ocean Specialists, Inc. (OSI) and T Soja & Associates, Inc. (TSA) announced today that they are merging to pursue a broad range of new business opportunities in the submarine cable telecom and offshore energy industries. The deal fully integrates and leverages the technical strengths, affiliations and resources of both organizations under the OSI banner.

OSI and TSA have collaborated for over seven years on a number of projects, functioning as analysts, consultants, project developers, project managers and network owners. Current projects include submarine telecom cable network builds in emerging market regions and oil & gas network applications, several of which are already nearing first phase completion of long-range engagements.

The combined team will provide customers in the submarine telecommunications cable and offshore oil & gas markets with a broad range of services, including network demand analysis, feasibility studies and business opportunity modeling, as well as network design, procurement and construction management, focused on full-service infrastructure development and implementation. The OSI-TSA merger gives network owners the ability to work with a well-proven and integrated group of specialists with a broad range of skills, providing business case analysis through to commissioning, operation and maintenance services.

TSA contributes globally recognized capabilities in business modeling and market analysis to the submarine telecommunications and oil & gas markets. TSA has participated in the development of over 80 major telecommunications networks and systems worldwide since 1997.

"OSI's and TSA's combined breadth of experience across these two very dynamic industries – telecom and broadband oil & gas communications networks – is unsurpassed in the industry. In the past 90 days we have collaborated on six projects spanning 3 continents. We have been tapped for four major follow-on contracts and have been invited to negotiate terms on several other new projects. This is a very strong vote of confidence in our skills and that our strategy is on target for today's environment," said Tom Soja, Founder & President of TSA.

TSA also publishes the **TSA Submarine Cable NewsFeed™**– the industry's first and only subscriber-paid daily news service – providing industry news to leaders in the submarine cable markets via electronic publication. Now in its 12th year of publication, the TSA NewsFeed™ has a long history of providing market intelligence, insights and breaking developments in commercial telecom, oil & gas fiber networks, offshore energy cables, power cables and fiber communications-related pipeline projects.

Since 2001, OSI has served the offshore oil and gas, submarine telecommunication and pipeline markets with business planning, network design and subsea technology development, engineering, procurement and construction project management. OSI has supported system development projects in Africa, Europe, throughout the Americas, and in the Asia Pacific region. Drawing on the resources of its sister company, CSA International, located in the same purpose-built global headquarters in Stuart, Florida, OSI is also able to provide full-service GIS route design and MakaiPlan™ engineering, as well as environmental assessment, system permitting and crossing agreements.

"We are very pleased to be joining forces with TSA." Stated Jim Byous, President of OSI. "The combined capabilities of the new organization offer an integrated range of services and skills unmatched in the submarine telecommunications industry. The increasing complexity of network developments has caused owners to contract with several different consulting and engineering groups throughout the life cycle of a project. Our combined capabilities will allow our customers to substantially increase the continuity and efficiency in the development of their offshore and undersea communications projects."

OSI also provides corporate advisory and M&A services to companies in the ocean industry. OSI looks to expand on that activity by leveraging TSA's skills and experience in strategic market analysis, actionable intelligence reporting and financial modeling in serving those clients and portfolio companies. Over the coming weeks, OSI will be rolling out a series of new initiatives in the marketplace and revealing further details regarding its activities and offerings to clients worldwide.

*Jim Byous and Tom Soja, along with the rest of the Ocean Specialists, Inc leadership team will be exhibiting at the upcoming annual Offshore Communications 2008 Conference in Houston, Texas USA November 4-6 ([www.offshorecoms.com](http://www.offshorecoms.com)). Press inquiries and meetings can be arranged by contacting them at +1 772 219-3037, [jbyous@oceanspecialists.com](mailto:jbyous@oceanspecialists.com) or +1 617 787-0100, [tsoja@tsoja.com](mailto:tsoja@tsoja.com).*