



HYPACK
a xylem brand

Sounding Better!

Resellers and Distributors in LAR

By Carlos Tejada

In this issue of *Sounding Better!*, I want to write about our reseller network, specifically the resellers working in the Latin American Region. If you live in this part of the world, they are the first ones to contact if you need something from HYPACK.

Basically, I want to provide their contact information and remind you of some other relevant details in case you need to talk to them. Normally we only have one reseller per country (with the exception of Chile where we have more than one). Through them, you can acquire our licenses and products at the very same price that you can get it directly from us. The main differences are that they can quote prices for you in local currency and can also add local taxes. Besides that, the communication can be in your own language (English, Spanish or Portuguese).

I will go through them in Alphabetical order:

Argentina: Ingenieros Electrónicos Asociados, Wendell Jones and his team can help you, not only to acquire HYPACK products, but provide you with complete solutions for your hydrographic needs. They have a very skillful group of techs that can also configure your sensors and have your system ready so you can start obtaining good data.

Contact Information:

Ingenieros Electrónicos Asociados SRL	
B7603GZC) - Mar del Plata, BA - Argentina	
El Cano 3251 , Argentina	
Phone:	+54 223 4806000
Email:	wjones@ieasrl.com.ar
Website:	http://www.ieasrl.com.ar/



Ingenieros
Electrónicos
Asociados S.R.L.

Bolivia: Even though Bolivia is a landlocked country, they have several rivers and lakes where they use HYPACK®. MERTIND, from Santa Cruz is helping us to promote our software solutions and is rapidly increasing our family of users. If you need a GPS, topographic equipment or anything related with hydrography, please contact Mauricio and his team. They will be glad to provide you with a quote or basic information about HYPACK®.

Contact Information:

Mertind Ltda.	
Mauricio Lijeron	
Santa Cruz - Bolivia	
Email:	mauriciolijeron@mertind.com
Phone:	+591 3367676
Website:	www.mertind.com



Brazil: A2 Marine is the only distributor in the Region. They have an important group of techs that can, not only deliver complete solutions working with HYPACK®, but can also provide training and support in Portuguese. Do not hesitate to contact Alex Franco and his team.

Contact Information:

A2 MARINE SOLUTION	
Alexandre Giglio Franco	
Estrada do Pau Ferro, 480 – Torre 1, salas 618/619	
Pechincha – Rio de Janeiro – RJ Cep: 22743-051	
Email	franco@a2marinesolution.com , erica@a2marinesolution.com
Phone	+55 21 4141-8588, +55 21 3495-4009
Skype	alexandregiglio
Website	www.a2marinesolution.com



Alex and his team have an important program with the Universities in Brazil, where they provide HYPACK® training and arrange demonstrations with all kinds of sensors (multibeam, side scan sonars, etc.)

Chile: BENTOS is also a long-time user, so if you need our software or services related to HYPACK®, you can contact them. Bentos is located in Santiago, but you can get excellent service anywhere in Chile

Contact Information:

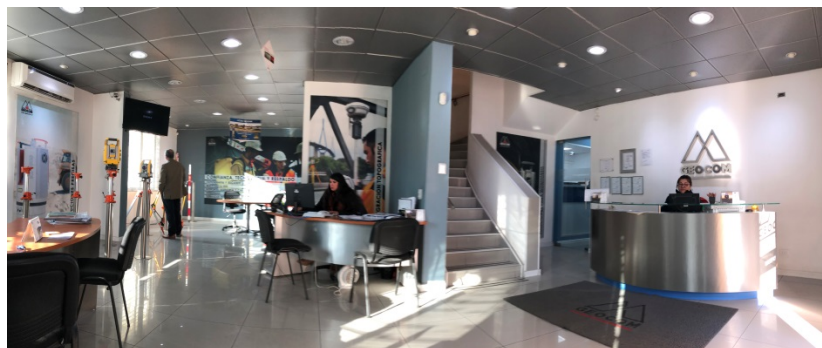
Bentos	
Bruno Ladrón de Guevara / Eleonora Barroso	
Caupolicán 9400, Quilicura, Santiago Chile	
Phone:	+56 9 9419 9963, +56 9 9319 4659
Email:	eleonora@bentos.cl
Website:	www.bentos.cl



Chile: To complement the excellent service of BENTOS, and to cover other areas such as drones, we have another reseller in Chile, GEOCOM They can offer you complete solutions including HYPACK®. Please do not hesitate to contact Pablo Ortega.

Contact Information:

Pablo Ortega	
Gerente de Productos Mapping y Distribuidores	
Av. Salvador 1105 - Providencia - Santiago	
Phone:	(56-2) 2480 3658
Email:	portega@geocom.cl
Website:	www.geocom.cl



Colombia: DISSMAN INGENIERIA, based in Bogota and now under new administration is very well known in Colombia for their knowledge in the hydrographic world. They are one of our oldest resellers in the region. They are strong in the dredging industry as well as in the drone world, offering complete solutions for bathymetry.

Contact Information:

Dissman Ingenieria	
Cra 56 No. 128-13	
Santa Fe de Bogota, DC, Colombia	
Phone:	011-571- 2365607 Pedro Jesus Vasquez: Cel. 3112239159 Sergio Andres Paez Vasquez: Cel 3147843451 Joan Sebastian Pulido Vasquez: Cel. 3173073335
Email:	comercial@dissmaningenieria.com
Website:	www.dissmaningenieria.com



Costa Rica: GeosTelecom is very well known in the Maritime sector of Costa Rica and can offer you multiple solutions for your hydrographic needs. If you live there, please contact Antonio or Maricruz when you require something from HYPACK, whether you need a new license or to update your maintenance plan.

Contact Information:

GEOS Telecom .S.A	
Antonio Robinson	
San Jose, Costa Rica, Costa Rica	
Phone:	506-22347845
Email:	antonio@geostelescom.com
Website:	https://www.geostelescom.com/



Ecuador: Instrumental & Óptica became our reseller for Ecuador in late 2017. Since then, they have been very active in promoting the software within their country.

Contact Information:

INSTRUMENTAL Y OPTICA	
Ivan Pazmiño	
Av. Colon OE1-100 y 10 de Agosto	
Quito Ecuador, CP 170518	
Phone:	(+593-2) 256 1847/ 256 5321
Email:	ipazmino@instyopt.com
Website:	https://instrumentalyoptica.com.ec



Guatemala & El Salvador: Recently we changed our reseller for Guatemala. We now have NETCORE as our reseller. More recently, we expanded their territory to cover El Salvador, so if you are from either of those two countries, please contact Marlon.

Contact Information:

Netcore Technologies	
Marlon Essban Torres, Gerencia Técnica	
Av. Colon OE1-100 y 10 de Agosto	
Quito Ecuador, CP 170518	
Phone:	(+593-2) 256 1847/ 256 5321
Email:	marlont@netcoretechno.com
Website:	www.netcoretechno.com

Guatemala
pbx: +502 2385-4323

13 calle 2-60 Zona 10
Topacio Azul, Of. 603

El Salvador
pbx: +503 2254-6785
fax: +503 2509-0801
89 Avenida Norte y Calle El Mirador.
Edificio World Trade Center, Torre 1, Piso 2,
Colonia Escalón, San Salvador, El Salvador.


Technologies
geospatial engineering



México: SEAPROD is another very old and active HYPACK reseller with very strong knowledge of HYPACK® and all of our products. They can also testify about the software as they are heavy users involved in several projects in Mexico. If you want to optimize the production of your dredge, acquire a single beam system, or move into the multibeam world— even the LiDAR or the drone world— they are your point of contact in Mexico.

Contact Information:

Seaproduct, S.A. DE C.V.
Victor M. Aguirre Villegas

Puebla # 406-A Guadalupe, Tampico, Tamaulipas CP89120	
Phone:	011-52-833-217-6085
Fax:	011-52-833-219-0630
Email:	vaah@seaproduct.com.mx



Panama: We recently changed our reseller in Panama, GEOSYSTEM, is helping us to promote our software there and to provide support for several important customers including our long time user the Panama Canal. GEOSYSTEM is also very strong in topographic solutions as well as in the drone world. Please contact Edgar, Ahidee or Hernan.

Contact Information:

GEOSYSTEM	
Edgar Mendoza / Ahidee Tabares	
Rep. de Panamá, Panama	
Phone:	(+507) 832 7103 EXT 1102
Email:	ahidee@geosysteming.com
Website:	http://www.geosysteming.com/



Paraguay: TRONIX is our reseller for Paraguay. They are also experts in GPS and topographic solutions with a long tradition in the sector. Claudio and Jose can take care of your inquiries regarding HYPACK® products.

Contact Information:

TRONIX SRL	
Juan C. Parini, Manager	
O'Leary 997 C/ Manduvira	
Asuncion, 1215, Paraguay	
Phone:	(595) 21 490-149
Fax:	(595) 21 448-045
Email:	Claudio Gomez at cgomez@tronix.com.py
Website:	http://tronix.com.py/



Perú: BIDHUMVA is our reseller for Peru. Humberto is also well known in the Peruvian Maritime sector and a long-time provider of hydrographic solutions. Please talk to him if you need HYPACK®.

Contact Information:

BIDHUMVA SA	
Humberto Vasquez Huamán	
Av. Las Palmeras Nª 5334 Los Olivos	
Lima, 39, Peru	
Phone:	523 5088
Fax:	523 7205
Email:	visiontecnology@yahoo.es
Website:	http://bidhumva.com/



BIDHUMVA S.A

Bienes de Humberto Vasquez S.A

Trinidad & Tobago: Gibraltar Solutions is our newest reseller in the Region. T&T have a very important offshore industry and Dave will help us to increase our family of users there. We want to give him a warm welcome to HYPACK, A Division of Pure HM US, Inc.

Contact Information:

Gibraltar Solutions	
David Stoute	
Phone:	+1 868 709-0655
Email:	gibraltar.solutions@hotmail.com

Trinidad & Tobago



Uruguay: CLEDIRSA is our old time partner in Uruguay, please contact them if you need anything related to Hydrography, Adriana will try to help you get what you need and will provide you with the support you may need. She is great replying back to you really fast and will get you the answer you may need.

Contact Information:

CLEDIR SA	
Adriana Duarte	
Vazquez 1480 Montevideo, 11200, Uruguay	
Phone:	598 2 240 29215
Email:	ade@cledirsa.com , adeggel@gmail.com



Venezuela: Nerso, the General Manager of PEISE, is an old surveyor and very knowledgeable in all hydrographic matters. Apart from the difficult situation in his country, he will try to provide you with solutions and the best HYPACK® Software for your needs.

Contact Information:

Peise CA	
Nerso Prieto	
Urb. Rotaria, Av. 88 N° 82-169 Apartado Postal 951, Zona P-4001A Maracaibo, Edo. Zulia, Venezuela	
Phone:	58-0261-753-2056
Fax:	58-0261-754-0357
Email:	peiseca@cantv.net



Again, if you live in Latin America, we have an important network of resellers that can help you in your own language and provide you solutions in your own currency. Do not hesitate to contact them if you need a HYPACK® license or an upgrade, if you need some training or want to participate in one of our seminars. They can tell you which license is right for your needs and also get you any technical answer about our software.

If you are from a country in Latin America that is not listed, do not worry! You can contact me directly and I'll be more than happy to answer any requirement that you may have.

carlos@hypack.com