



UKHO Technical Solution Provider Appointment Criteria

In order to be considered for acceptance as an official UKHO Technical Solution Provider, applicants are required to complete and return the Technical Solution Provider Application Questionnaire.

All applicants must be ISO 9001 accredited on application. Applications without ISO9001 will not be considered

The application contains several questions, the responses to which will be considered by the UKHO in order to assess the suitability of the applicant. You should include comprehensive detail and examples about your capabilities whilst staying within the stated word limit.

The criteria applied to the evaluation of answers the questionnaire is based on the following main areas of capability:

- A demonstration of compliance with relevant laws and regulations
- A sales and marketing strategy that demonstrates to the UKHO's satisfaction that the applicant would offer a selling proposition to the market that will be attractive to end users and fully support the ADMIRALTY brand positioning of official, reliable, accurate and trusted
- Investment in the promotion of ADMIRALTY solutions
- Experience of working within the software solutions industry and experience of selling software solutions
- Broad knowledge of software solutions and information technology systems
- A mechanism that ensures the optimal availability of ADMIRALTY Solutions
- A technical infrastructure to support ordering and selling of your ADMIRALTY solution
- Demonstrate the skills/knowledge and capability to develop, either internally or via outsourcing
- Personnel with the skills, experience and capacity to effectively provide technical support, product development and customer services support during business hours and out of hours
- Can effectively communicate in English
- Sound financial standing and creditworthiness
- Diligently protect and promote the interests of the UKHO
- Refrain from engaging in any conduct, which in the opinion of the UKHO is prejudicial to the interests or reputation of the UKHO or the marketing of any of the UKHO products or product groups