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Two Market Leaders Coming Together: How UIT Solutions is Connecting HydroComp with Asia

A conversation with Scott Jeon of UIT Solutions



In a global business environment, it's crucial to have a worldwide scope because technology and international trade shows connect people who wouldn't ordinarily get together. Since 1984, HydroComp has always had this view - and we continue to expand worldwide.

In 2006, HydroComp reached out to current and future clients in Eastern Asia by forming a partnership with UIT Solutions in South Korea. With this collaboration, UIT continues to represent our software products to the marine community in South Korea. We recently spoke with Scott Jeon, UIT's Sales Team Leader for the Software Engineering Division, to reflect on this partnership and discuss goals for the future.

UIT Solutions was founded in Seoul in 1997. It has grown rapidly in its 26 years, becoming a leading provider of innovative technology solutions and services in Korea. Despite this substantial industry growth, they have kept their team small with about 20 employees. Scott joined the team in 2012, and has a background in mechanical engineering. As the Sales Team Leader for Software Engineering, he meets with clients all day every day, typically on-site.

"UIT has a fairly long history as a HydroComp dealer," states Scott. "HydroComp is a market leader in hydrodynamic and propulsion system design. For this reason, we decided to be their local representatives in Korea."

"In my experience, Korea still has many needs for manufacturing for all sized ships - small, medium, and large," Scott explains. "Accordingly, I think that there is a lot of potential for HydroComp's NavCad and PropCad. We will always identify these needs."

UIT is a strong supporter of the software. They welcome their role of spreading the word about HydroComp and all that it can do to help businesses thrive. They plan on hosting an annual technology seminar for both current and potential users, which will allow them to showcase specific software, tips and tricks, and success stories. Separately, they would like to provide clients with hands-on software training.

HydroComp is fortunate to have such a motivated and successful dealer in another corner of the world. We value all of their efforts to educate the Korean market about our offerings and how we can improve their capabilities - and introduce new products and services.

In October 2023, UIT Solutions and HydroComp will be reuniting in-person (for the first time since the pandemic) at KORMARINE in Busan, South Korea from 24-27 October. Naval Architect Alex Walker will be traveling from the US to assist UIT at this International Global event. Plus, he will even be presenting: “Consider Your CO2 Production and EEXI Score During Initial Design - Before the Ship Has Sailed” about the use of NavCad for duty-profile simulation of a design or retrofits modifications, including calculation of the EEXI Score. Be sure to attend Alex’s presentation on Wednesday, October 25 at 10:00am in Bexco Exhibition Hall 2, room 122!



We encourage all prospective customers and current users alike to meet Alex (alex.walker@hydrocompinc.com) and the UIT team. Please contact Terry Jo of UIT for an appointment at +82-10-8904-6809.

Together, UIT and HydroComp are diving deeper into SE Asia together and providing businesses with the tools they need to experience growth and success. Don’t miss this opportunity - visit us both at BEXCO Exhibition Hall 2, booth 4W17!

About HydroComp

Since 1984, HydroComp has been a leader in providing hydrodynamic software and services for resistance and propulsion prediction, propeller sizing and design, and forensic performance analysis. Through its unique array of software packages and services, HydroComp now serves over 1400 naval architectural design firms, shipyards, yacht owners, ship operators, propeller designers, universities and militaries around the globe.

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