



A breakthrough

in international waters

For Oceanic Consulting Corporation from St. John's, Newfoundland and Labrador, finding the right point of contact was a challenge when expanding its ocean and Arctic engineering services into international marketplaces. Past experience had shown that it could take numerous phone calls over several months to reach the right person. With the TCS, Oceanic was introduced to a contact in Kazakhstan through the St. John's regional office, a relationship that quickly resulted in a series of new business developments.

"That one contact from the TCS has generated up to 15% of our business. The TCS provided us with information from a different angle that wouldn't have been readily apparent to us otherwise. What's interesting about the thousands of TCS contacts is that there's always an appropriate contact in the appropriate place."