MANAGEMENT RESULTS INC.

NEWSLETTER

Volume 1, Number 3 September 2001

Many of you may have been hearing about GIS interfaces as a requirement on RFP's. This is particularly true of RFP's for Water Wastewater authorities. What is GIS some of you may be asking. GIS- Geographic Information Systems, is software that produces maps.

Management Results, Inc. is a business partner with ESRI, the largest GIS software producer in the world. Currently they hold an 80% market share of all GIS systems worldwide. When your prospective clients refer to integration with GIS, chances are that they already use ESRI's software.

The following is an excerpt from ESRI's web page describing GIS products:

"A GIS is computer software that links geographic information (where things are) with descriptive information (what things are like). Unlike a flat paper map, where "what you see is what you get," a GIS can have many layers of information. Each layer represents a particular theme, or feature, of the map. One theme could be made up of all the roads in an area. Another theme could represent all the lakes in the same area. Yet another could represent all the cities. These themes can be laid on top of one another, creating a stack of information about the same geographic area. They can be turned off and on, as if you were peeling a layer off the stack or placing it back on. You control the amount of information about an area that you want to see.

Most organizations' databases already contain spatial components that are not being utilized. GIS takes the information and connects it to a physical location somewhere on the surface of the earth. This can include information such as

- Customer street addresses and postal codes
- Store locations and customer product registration information of sales data
- Locations of factories, distribution centers, and warehouses
- The address, cross street, or geographic coordinates of equipment such as telephone poles and electric transformers
- Routes for deliveries

These types of spatial data are already a part of many companies' data assets. Whether maintaining store revenues, equipment locations, customer data, or facilities information in a database management system (DBMS), information describing where things are located can be used to add insight and make better decisions. Using a GIS can unlock this spatial data and give the vision and analysis needed to save time and money—and to make better decisions.
The value of this technology is so great that companies in the twenty-first century who ignore the unexplored potential of their existing databases will be left behind.

Every industry benefits from ESRI's GIS software. From retail, transportation/logistics, real estate, finance, and environmental agencies to all aspects of government, ESRI GIS software can integrate different systems to save valuable resources, visualize an organization's assets, and streamline work flow processes.
GIS can be scaled through an organization, bringing GIS data and analysis to the desktop, server, handheld devices, and even over the Internet. "

We have developed a robust integration between Avantis.Pro and the ESRI ArcMap product. The integration allows for Avantis transactions to be created directly from the ArcMap product. By creating transactions via the map interface, greater accuracy can be achieved in identifying what it is that requires maintenance. In addition ArcMap can display information directly from Avantis such as work schedules, failure trends, critical equipment location etc.

In our previous newsletter we discussed GASB 34, what it is and how it will impact the market. GASB 34 also impacts the market for CMMS in that now municipalities will be keeping far more detailed records on infrastructure repair cost, maintenance cost, and current condition. Municipal infrastructure has long been mapped in GIS packages. The assets mapped in GIS now have a one to one relationship with maintainable assets in a CMMS.

Many of these same municipalities are now looking for improved communications and real time data from their remote users. For example there is a strong desire to have more accurate and timely reporting of conditions of infrastructure. (Roads, Bridges, etc.)

Our next integration release will be featuring GPS (Global Positioning System)/GIS/Avantis integration. There will be more about these integrations in future newsletters.