



1 How do I make the most effective case for my GIS project?

You understand the very critical nature of your GIS data conversion project, especially when it comes to integrating location-based data into analysis and management processes for network planning, sales and marketing, customer satisfaction, data management, and many other problem-solving tasks. Yet, sometimes getting that sense of urgency to other stakeholders can be a difficult challenge.

As a recognized leader in the utilities and telecommunications engineering and GIS data management field, Apex Engineering Data Solutions division can work with you to build a strong business case for your project. We'll help you demonstrate to the rest of your management team how your GIS project can help resolve and streamline everyday business tasks, saving your company time, resources and money. From our wealth of experience, we know that often forging consensus within your organization can be easier if the decision is broken down into more tactical components, such as what facets of the operation should be outsourced first, what business benefits are being sought, and how you will measure progress against your objectives? We can even help you conduct a cost-benefit analysis to help drive participation and buy-in throughout your organization.

2 Should I always get exactly what I pay for... or should I expect more?

You may be concerned that using an offshore vendor could mean compromising the quality of your converted data. Should you be forced to choose between cost efficiencies and quality or is it possible to find a balance between keeping costs down and maintaining the integrity of your data services?

With Apex, you'll receive quality data conversion from our exceptional team of highly-educated and experienced engineers and technicians. In fact, our global network of service centers has set new standards for quality and efficiency allowing us to deliver high-performance solutions at breakthrough quality levels. And, while we cost substantially less than onshore providers, our dual-shore model means all project management is conducted from our corporate headquarters in Herndon, VA. You work with professional personnel during your usual business hours. You save because our highly-trained engineers and technology personnel convert your data from our ultra-modern facilities in India. This provides for a quicker turnaround




because “normal” working hours in India coincide with overnight hours in the United States... turning your production cycle into 24 hours a day!

Of equal importance is our relentless pursuit of quality, both in the U.S. and overseas. Apex’s operations have been certified as ISO 9001 as per ISO assessment guidelines of IS/ISO 9001:2000, Quality Management Systems Requirements. This quality management system mandates operations to conform to performance and continual improvement. The scope of the certification encompasses the design, development, production and support of knowledge management solutions in the areas of GIS, e-publishing and content management.

3 Do I need to worry about the security of our data?

You know that outsourcing data conversion work can create a certain level of vulnerability, but just how vulnerable are you by choosing to outsource your work? Will your GIS assets be exposed to competitors or even saboteurs?

Apex understands that securing your GIS data is just as important as securing your other information systems, and in some cases, it is more important. Data security is an issue that has always had the highest priority at Apex. We understand that proper data security requires vigilance on two fronts: 1) protecting the data from unintentional loss or corruption through mishandling or system failure, and 2) protecting the data from the possibility of intentional loss or corruption through unauthorized access. By designing and enforcing a robust system of safeguards and restrictions, Apex offers a secure physical and technical network environment that has been trusted by many large clients. Apex uses an IPSec-based virtual private network (VPN) and is protected by a commercially available firewall. Incremental backups occur every weekday, with full backups performed each weekend. Critical hardware supporting the network is fed by an uninterruptible power system (UPS). In addition, Apex’s facilities in India are securely guarded. Entrances are manned with security guards 24 hours a day, by guards who maintain eight-hour shift duties. In addition, access to certain areas within the facility, such as the server room or project work areas, are monitored by a card reader.



4 Is there a chance that my GIS project will set off negative chain reactions within my organization?

If you've ever cringed at the thought of the negative impact that a mismanaged data conversion project can cause, we hear you.

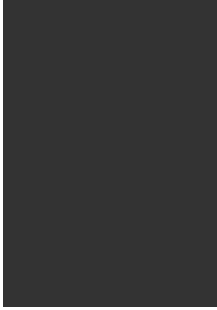
We know that GIS projects can affect many different departments and organizations. Apex has extensive experience working on these types of initiatives and we are highly sensitive to the impact that changes to one database can have on other systems. That's why we take the time to clearly learn about how your databases are structured and how they interact with each other. We think ahead, plan for all possible scenarios and avoid the issues that are likely to cause headaches for all involved.

Our world-class team of highly trained engineers and technicians is unmatched in the industry. As a visible and respected employer in our operating countries worldwide, we know where and how to recruit highly-educated, world-class professionals. Not only do we hire the best, we retain them. Many of our engineering and technical professionals have been with us a decade or more—giving us deep, in-house domain expertise.

5 Do I need to be concerned about the quality of my organization's original data?

If your original data is handwritten and hard to read, or if it is a mixed bag of computer entries and written documentation, you will need to be especially cognizant of the way in which your data is converted. If your data conversion vendor does not have safeguards in place to check for discrepancies between input and output, you may be in for a nightmare on the backend. In addition to problems around data conversion accuracy, the poor quality of your original data can cause the conversion costs to go up due to the complexity of creating an accurate conversion and the additional time it will take to get the job done right.

As a proven workaround for this issue, Apex has developed our KnowledgeSolutionsSM Design Document (KSDD). We document "external" standards and practices that the customer uses on a daily basis to perform the work in house. When you partner with Apex, it is crucial that these in-house processes, standards, and preferences are documented and completely understood so that work produced by



Apex staff is virtually indistinguishable from work produced by your staff. The document never loses relevance for the customer and will constantly be modified as technology/practices change. So this adds tremendous value.

6 Will I need to be concerned with “Scope Creep”?

Changes in scope or specifications can make for a difficult road. Many GIS conversion projects evolve in scope, which can lead to miscommunication of objectives, instructions or job requirements. Scope creep is not only frustrating to stakeholders, it can result in a significant amount of unrecoverable time and too much money spent.

Apex eliminates the potential minefields caused by changing scope or specifications by utilizing a clear, phased project lifecycle. We sit down with our clients to formulate a clear needs assessment that gets signed off on before any work begins. In this way, we clearly identify objectives and work content, paving the way for a smooth engagement. At Apex, schedules are considered sacrosanct and we’re acutely aware that a change in schedule has a ripple effect that affects our customers as well as the user groups within the customer’s organization.

7 Will my conversion project be completed before the next presidential election?

You’ve heard the stories of conversion projects that never quite make their scheduled implementation with no completion in sight.

When you partner with Apex for your GIS conversion, you can rest assured that you will receive the highest quality of services and consulting—delivered on time—at a very competitive price. Apex has access to all the expert engineering and other technical resources and capacity to complete your toughest projects. Because we utilize a dual-shore model, you benefit from round-the-clock data conversion and engineering expertise. This translates into deadlines that are met and projects that can be put to bed on time and within budget.

If you’re about to embark on a GIS data conversion initiative, contact Apex CoVantage today at geospatial@apexcovantage.com.



Apex CoVantage
200 Presidents Plaza
198 Van Buren Street
Herndon, VA USA 20170-5338

+1.703.709.3000 T
+1.703.709.0333 F

geospatial@apexcovantage.com
[www.apexcovantage.com/
engineering_solutions](http://www.apexcovantage.com/engineering_solutions)