



Moving GIS into the Enterprise

GEOFF MITCHELL
Uplink Land Management
Technologies

Moving GIS into the Enterprise

- **Getting What You Need???**
 - Defining & addressing user needs
 - Buy vs. build???
 - Build, build, build...

Moving GIS into the Enterprise

- **Defining & Addressing User Needs**
 - Ease of use
 - Overcoming resistance to change
 - Distinguishing needs from wants
 - Flexibility
 - Integrating existing business process
 - Enterprise deployment requires 100% participation

Moving GIS into the Enterprise

- **Buy vs. Build???**
 - Software Maturity
 - Vendors realizing value of GIS integration
 - Tight Integration
 - Cost of Ownership
 - Who knows better what we need?
 - Building one-off systems

Moving GIS into the Enterprise

- **Build, Build, Build...**
 - Systems maintenance
 - Keeping up with changing technologies
 - Costs
 - Addressing long-term needs
 - Growing your systems
 - Extending / adding functionality
 - Building Relationships