guide to the use of the directories

The information contained in the full trade directories that follow has been collated from responses to the AGI survey, which was carried out during May to July 2001. The information contained in the directories is dependent upon the accuracy and quantity of information provided by each organisation. Apart from directory one, the *full trade directory*, which contains extended entries, no charge has been made for inclusion in the directories. The descriptive detail contained in the *full trade directory* has been provided by the organisation concerned.

In creating the directories, the AGI has taken due care in assembling and transforming the information provided by the organisations that participated in the survey. The AGI has not edited the information but has endeavoured to ensure its validity. The AGI can take no responsibility for the accuracy of the details included. The reader of the directory is responsible for independently determining the exact position of the products and services detailed within the directory.

The sort order of an organisation's name is based on the first word of the name as provided by the organisation concerned. As a result a name that begins with *The* will be in one of two positions e.g.

Geographical Association, The appears under G whereas the *The Geographical Association* appears under T.

Directory 1 the *full trade directory* also provides an indication of an organisations involvement with the AGI. The AGI logo appears along side the organisations entry if the organisation is either a Sponsor Member or a Corporate Member of the AGI. The extent to which an organisation is involved in the AGI can be determined from consulting the AGI directories contained in the AGI reference material section of the book.

Some organisations may appear more than once in each directory. There may be a number of reasons for this:

◆ the organisation has offices in a number of different countries;

◆ the organisation provides different products and services from different locations. These products may have different markets and attributes;

◆ the organisation may have distributors that trade under a similar name.

The meaning of the majority of terms used within the directories can be ascertained by consulting the online GIS dictionary at www.agi.org.uk

The following full trade directory is complemented by an online version of the AGI's trade directory database that can be found on the AGI web site www.agi.org.uk

The directories have been constructed to enable ease of use to locate a product or service from a number of starting positions. For example:

◆ if only the trade name of a product or service is known, directory 2, *product trade names* can be used to locate organisations that provide the product and service of that name. Alternatively directory 2 can be used to locate all those organisations that provide the same product;

◆ if only the name of the organisation is known directory 47 *supplier contact* directory can be used to establish the contact name within the organisation and their electronic mail address, telephone and fax numbers;

◆ if the requirement is to locate an organisation within a geographic area, then directory 45 *location directory* can be used to locate organisations within a postal area within the UK and directory 46 if outside the UK;

◆ if the requirement is to locate a service provider that is not a provider of a product then directory 18 *independent providers of services* should be used instead of directory 17 *providers of services* which contains all organisations that provide services irrespective of whether they also provide products;

◆ if the requirement is to locate an organisation that provides an off-the-shelf application directories 34 to 38 can be used;

◆ if the requirement is to locate a product or supplier User Group directory 44 *user group information* can be used;

◆ if the requirement is to locate an organisation that is BS5750/ISO9000 accredited directory 33 *Organisations Quality accredited* can be used;

◆ if the requirement is to locate a GI recruitment organisation directory 28 *providers of staff recruitment services* can be used;

◆ if the requirement is to locate an independent project manager that conforms to the PRINCE methodology then cross correlate directory 18 independent providers of services with directory 30 *Conformance to Project Management Methodologies*;

◆ if the requirement is to locate an organisation that supplies products and services that enable interoperability directory 32 *interoperability compliance (compliance with OGC)* can be used;

◆ if the requirement is to locate an organisation that provides online access to information services then directory 27 *providers of online databases* can be used.

Once a list of potential organisations have been obtained from an initial scan of the directories further information about the organisations maybe obtained by selecting the hyper links where they exist. Alternatively from Directory 1 including the organisations extended entries locate the World Wide Web address for the organisation and use this in your browser to reach the organisations web site. A further source for the address is the WWW address (the URL) from directory 11 *Publications & Supplier Details on the World Wide Web*.

In directories 34 to 38 an *off-the-shelf application* is meant to be one, which has a data model, graphic symbology, entities and attributes pertinent to the application already set up within the product. It is possible that some of the responses received from the survey do not conform to this definition of an off-the shelf application. Some organisations may have used a wider definition. i.e. their product can be used for a particular application rather than being already configured for that application. The Editor has where possible eliminated organisations that do not provide GI software products from these directories.

The various directories can be cross-correlated to improve the accuracy of the information sought.

The information about data products is contained within four directories, directories 4 to 8. The data sets have been loosely grouped to fit the following broad definitions:

data set	group
land feature data	group 1 in directory 4
map data	group 2 in directory 5
address related data	group 3 in directory 6
demographic data	group 4 in directory 7
miscellaneous data	group 5 in directory 8

Information about software products is contained within three directories, directories 12 to 14. The software products have been loosely grouped to fit the following:

software products	directory
generic or complete system software suites	directory 12
supporting software libraries for data import, manipulation and processing	directory 13
system software	directory 14

Information on the markets supported by the individual organisations is broad and is contained within directories 39 to 43. Organisations that have indicated that they support all markets have been included in directory 39 under all markets. The markets supported have been loosely grouped to fit the following:

market supported	group
applicable to all markets	group 1 in directory 39
government	group 1 in directory 39
retail, finance, marketing	group 2 in directory 40
land & coastal oriented	group 3 in directory 41
law & order, navigation, location based services	group 4 in directory 42
property, environment, health, heritage	group 5 in directory 43

Feedback on the terms, content of directories, accuracy of information is welcomed. Please return your comments to the AGI, 157 Farringdon Road, London EC1R 3AD.

Worked examples:

Example 1: Locating a Project Manager

Requirement:

To locate an independent GIS Project Manager that can Project Manage the implementation of a GIS. The Project Manager is to be within the Southeast of England, that specialises in the Utility sector, conforms to the PRINCE methodology and is a member of the AGI.

Solution:

Step 1   Consulting directory 18 *Independent Providers of Services* and considering the column *Implementation Services* provides a list of 35 potential organisations out of 53. **Note:** If directory 17 *Providers of Services* had been used then the list would have contained 134 entries without testing for independence.

Step 2   Consulting directory 24 *Providers of Implementation Services* and considering the column *Project Management* the list of 35 organisations derived in step 1 is reduced to 31.

Step 3   Consulting directory 30 *Project Management Methodologies* and considering the column *PRINCE* the list of 31 organisations derived in step 2 is reduced to 15. i.e. the organisation's name has to appear both on the list derived from step 2 and on the list of organisations listed under PRINCE.

Step 4   Consulting directory 41 *Suppliers Markets group 3* and considering the column *Utility* the list of 15 organisations derived in step 3 is reduced to 13.

Step 5   Consulting directory 1 *Full Trade directory* and checking for the presence of the *AGI logo* against each of the 13 organisations derived in step 4 reduces the list to 10.

Step 6   Continue to use Directory 1 and checking the address of each of the 10 organisations derived from step 5 reduces the list to 8.

e.g.   Cambridge Computer Consultants (UK) Ltd   Dan Rickman Associates Ltd

CMG Admiral   GEOBASE Consultants Ltd

Corbins Consultancy   Gyronita Consulting

Cornwell Affiliates Ltd   PricewaterhouseCoopers

Step 7   Using directory 40 *supplier contact directory* each of the organisations listed under step 6 above can be contacted for further information.

The process detailed above provides a manageable list for a tender or quotation process with a balanced set of organisations. Further information could be gained about the organisations by consulting the AGI Papers directory to establish whether the organisations contact point has presented papers at an AGI conference which may provide an insight into the named individual and the organisation.

Example 2: Locating a GIS Supplier

Requirement:

To locate a GIS vendor, who has an established base within UK local government, has a range of off-the-shelf local government applications which are compliant with standards BS7567 and BS7666 and which can provide a turnkey solution.

Solution:

Step 1   A quick look at directory 3 *product suppliers* shows 98 organisations supply complete systems. Consulting directory 15 *suppliers of complete systems* and consulting the *GIS* column provides 68 organisations. These two lists are too large to commence the correlation (directory join). An alternative approach is to consult directory 31 *conformance to standards* first. This provides a list of 14 organisations which meet the standard requirement.

Step 2   Consulting directory 34 *off-the-shelf local government applications* and correlating the 14 organisations obtained in step 1 reduces the list to 8. A further refinement of the list would be to include only those organisations with three or more off-the-shelf applications. This reduces the list to 7.

e.g.   Assist Applications Ltd   MapInfo Ltd

          ESRI (UK) Ltd   Newgrove Consultants Ltd

          Graphical Data Capture Ltd (GDC)   PLANTECH Ltd

          Intergraph (UK) Ltd

Step 3   In order to check the validity of the above list, further information could be gained by consulting the directory *AGI papers by subject* under the keyword *Local Government applications* and looking for recent surveys that may have been presented at the AGI conferences. Consulting the directory provides several surveys for example *"The take up of GIS in Local Government : The LGMB/University of Sheffield Project" Paper 14.2 presented at AGI94 by Masser.I., & Cambell.H.*

Example 3: Locating a Data Supplier

Requirement:

To locate a supplier of data only who is quality accredited to BS5750 or ISO9000 and who supplies gazetteer data.

Solution:

Step 1   Consulting directory 6 *suppliers of data sets group 3* and considering the column *gazetteers* provides a list of 31 organisations.

Step 2   Consulting directory 33 *organisations quality accredited* and considering the columns *BS5750 and ISO9000* provides a list of 59 organisations which if correlated with the 31 organisations obtained from step 1 provides a list of 7 names.