

IQGEO INSPECTION & SURVEY

POSITIONING DOCUMENT
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TARGET MARKET	
Target geographies and sectors	<p>Primary markets</p> <ul style="list-style-type: none"> • North America (T1,2,3,4) • Europe (T1,2) • Australia & NZ (T1,2) • Japan (T1,2) <p>Tier definition</p> <ul style="list-style-type: none"> • T1 - Electric and gas utilities > 2M meters • T2 – Electric and gas utilities > 300K meters • T3 – Electric and gas utilities > 50K meters • T4 – Electric and gas utilities > 10K meters
Who the buyer (role / persona)	<p>Buyer</p> <ul style="list-style-type: none"> • Operations SVP, VP, Director • Compliance Director, Manager <p>Influencer</p> <ul style="list-style-type: none"> • CTO • IT Manager / Director • Field Crew Manager / Director • Vegetation Inspection Manager / Director • Transmission Inspections Manager / Director • Distribution Inspections Manager / Director • Gas Leak Survey Manager

BUSINESS CHALLENGES

The situation	<p>Utilities have many geographically dispersed networked assets that require regular inspection for safety programs, maximum network reliability, and regulatory requirements. Aging infrastructure, greater network complexity, and increasing environmental impacts all make efficient inspection and survey critical to ongoing safety, efficiency and profitability.</p> <p>They have traditionally relied on paper-based processes for field inspections and surveys, which are slow to complete, inconsistent in quality and difficult to manage and analyze. Over time they have automated select departmental processes, creating an IT challenge of managing multiple systems and a variety of different data formats.</p>
The challenges	<p>Limited data access</p> <ul style="list-style-type: none"> • Much data restricted to office access • Poor GPS accuracy • Intermittent cell coverage and accessibility • Lack of organizational data access <p>Reliance on paper-based processes in the field</p> <ul style="list-style-type: none"> • Extremely time-consuming to create • Difficult to share and update • Error-prone <p>Inefficient processes</p> <ul style="list-style-type: none"> • Tedious breakdown of features into inspectable/surveyable items • Inability to easily access the different information sources required to create and prioritize single and multi-asset surveys • Inability to maximize the day-to-day optimization of field teams schedules to account for emergencies and environmental impacts • Unable to move to a proactive, risk-based inspection schedule from cycle-based inspections • Lack of progress reporting

	<p>Compliance challenges</p> <ul style="list-style-type: none">• Difficulty in tracking and archiving historical user locations for forensics• Compliance penalties and fines caused by incomplete reporting history• Complex data storage and management requirements <p>Poor cost management</p> <ul style="list-style-type: none">• Failure to prolong the value/life of network assets to their maximum extent due to inadequate searchable inspection data• Increased costs due to inefficient management of survey resources

SOLUTION SUMMARY	
What it is	<p><u>Concise</u></p> <p>IQGeo's Inspection & Survey application converts your network features into digitally inspectable and surveyable items, powering more efficient workflows and higher reliability.</p> <p><u>Expanded</u></p> <p>Inspection & Survey enables operations teams to create, optimize and perform all required field inspections and surveys digitally. Workers can collect inspection data on any mobile device, eliminating paper-based processes, streamlining inspection operations, and storing data for reporting and compliance.</p>
<p>What it enables organizations to do</p> <p>How it solves customers problems</p>	<ul style="list-style-type: none"> • Convert assets into inspections and surveys. Inspection & Survey uses the intelligence of your network model to auto-create digital work orders based on asset type, age, and other configurable criteria. • Detect assets automatically. Inspection & Survey automatically detects assets as a field worker approaches them and then surfaces the relevant inspection items and inspection type. • Update from the field. Field workers have quick hyperlinks to each asset, can update asset condition individually or in bulk, and can update the organization's data in seconds. • Configure to any requirement. Easily create new, asset-specific questions and rating systems, define the inspection type for each asset, and assign work via role-based views and workflows. • Execute more flexibly. IQGeo gives you configurable tools and dynamic smart forms to assess and capture data for any asset type, from pole inspections to leak surveys. • Monitor progress and compliance. The Inspection & Survey app delivers a single dashboard, shareable across the organization, to view work orders, compliance warnings, real-time field updates, and breadcrumbs.

FEATURES

Seamless integrations

- Platform independent, integrates with any GIS, CAD, work management and maintenance management system
- Automatic data sync to your corporate systems with no requirement for duplicate, error-prone manual entry
- Can be deployed in a fraction of the time traditional enterprise systems required due to modern architecture
- When integrated with NMx, I&S uses the intelligence of the network model to auto-create tasks, which then update the model as tasks progress

Full field usability

- Inspection platform works on any mobile device, with no need for paper-based processes
- Allows field workers to use any iOS, Windows or Android device, with or without a network connection
- Uses smart forms driven by GIS asset data to improve the speed and accuracy of data collection
- Role-based views and workflows for all key resources in your operational teams

Efficient digital inspections and surveys

- Out-of-the-box handling for both pessimistic (inspection) and optimistic (survey) approaches
- Smart forms with intelligent auto-completion, improving the speed, accuracy and structure of data collection
- Live operational picture of field activities to effectively and proactively manage day-to-day operations
- Self-assign multiple work orders simultaneously
- Flexible survey definition
 - Mix and match different asset and inspection types in a single survey through a powerful query engine
 - How often to survey
 - The duration of the survey
 - Define who executes the survey including assigning multiple teams on a single survey
 - The area the survey is to be conducted in
- Take photographs of assets to improve the accuracy and mark them as needed to identify issues
- Integrated barcoding for faster and more accurate data capture

Compliance and reporting

- Full audit history and flexible reporting at your fingertips, making compliance demonstration quick and easy
- Incorporates GPS breadcrumb trail to capture which assets have been inspected automatically and tracks all manual changes
- Know who inspected what, when they did it, and exactly where they were
- Streamlines historical research and forensics
- View active and historical progress for orders
- Access, review and download historical inspection and survey data archives

BENEFITS**INSPECTORS &
SURVEYORS**

- Speed up inspections and reduce errors with smart forms that integrate with your GIS information, and an extremely simple intuitive field user interface
- Gain greater situational awareness in the field with access to information captured by other employees (such as dangerous dog or difficult customer)
- Easily add follow up orders without the need to use a paper form
- Capture additional information using the camera integrated into your mobile device, eliminating the need for long written descriptions or complex diagrams
- Work with or without a network - IQGeo Inspection & Survey is not limited to when there is an internet connection present
- Highlight data errors simply and pass the information back to your data maintenance team improving data quality
- Manage Cannot Get In (CGI's) effectively
- Get directions to your inspections which incorporate real-time traffic information from Google.
- Modify surveys in the field to include new inspections without having to return to the office or ask a coordinator
- Flexible use for both driving and walking surveys
- Bluetooth integration to different sensors and detectors for single integrated package using the best available equipment to meet your ergonomic needs

SUPERVISORS	<ul style="list-style-type: none"> • Improve overall coordination of surveys by gaining timely knowledge of where your inspectors are located • Manage surveys more effectively with the ability to see up to date information on task completion and progress • Proactively get ahead of upcoming scheduling and completion issues rather than waiting until they happen • Easily define different survey types and recurrences from a flexible menu driven interface • Edit already defined surveys at any time to modify workload • Shift work to different inspectors and modify schedules with ease • Make use of full GPS integration for auditing survey completion including breadcrumb trails • Easily add and remove inspectors from administration system
MANAGERS	<ul style="list-style-type: none"> • Easily create compliance reports with flexible reporting • View full audit history of all surveys completed with simple search of data to gather results • Easily search previous survey results
IT	<ul style="list-style-type: none"> • Reduce support costs with a single system to manage for all inspection and survey activities • Enjoy greater flexibility in hardware choices with the IQGeo solution which works on any windows or android mobile device • Designed to integrate with existing inspection and maintenance reporting systems if in place to automatically post inspections • Integrate with standard GIS systems to utilize GIS asset information on mobile devices • Reduce printing requirements through electronic capture and mobile devices • Benefit from flexible, easy to configure forms that enable modifications to be made in-house