

# Partners and SIs

Working in Partnership with the Defence and National Security Industry



# Delivering Performance-Cost-Time certainty

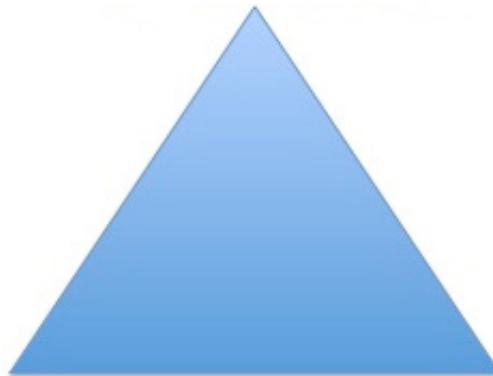
In this age of austerity and uncertainty, meeting present and future threats calls for fit-for-purpose yet flexible capabilities that represent best value to the tax payer, delivered on time to maximise their benefit.

As the UK's authority on GIS systems and services, balancing these performance-cost-time (PCT) requirements is a focus we share with those who buy our capabilities, our business partners and the Systems Integrator community. Together, we have been successfully delivering capability to our UK customers for over 30 years.

## Systems Integrator Support

Esri UK has become the GIS partner of choice for many of the UK's leading SIs. This is due to our unique combination of world-class technology, professional expertise and delivery experience, married to over 30 years of expertise built within the Defence and National Security sector.

**1. Unrivalled 'Information Superiority' technology**



**4. Unrivalled delivery**

**2. Underpinned by defence sector expertise**

**3. Unrivalled Consultancy**

# 1. Unrivalled ‘information superiority’ technology

**Esri UK supplies and supports Esri’s ArcGIS – the most proven and most widely adopted Geospatial Information Systems (GIS) capability, in use by more than 80% of the UK’s Defence and National Security community.**

ArcGIS is the most widely used geospatial capability within the MOD, the US DOD, NATO and key Allies including Australia, Canada and New Zealand. It is also the core GIS for the majority of National Security and Public Safety organisations worldwide. This scale means that SI’s choosing Esri technology effectively de-risk the geospatial component in their programmes.

## **Interoperability comes as standard**

ArcGIS is open standards based, commercial off-the-shelf commercial (SCOTS) GIS technology, compliant with all ISO, IT, and NATO Defence standards. For full details on our compliancy and commitment to Open Geospatial Consortium (OGC) standards in comparison to others, please [click here](#)

## **Through life product re-investment**

Over 20% of ESRI’s revenues are reinvested back into R&D each year – more than the combined turnover of its main competitors. This depth of investment supports ongoing through- life development within programmes, whilst assuring a clear roadmap and upgrade paths for the future.

SI’s de-risk their project’s GIS component. Esri is the world’s largest GIS specialist, with over 80% usage across MOD, coupled to a track record of 100% implementation success.

## 2. Defence sector expertise

### Largest pool of defence GIS expertise on your side

Esri UK's SI support is underpinned by the UK's largest concentration of current Defence GIS experience and expertise, backed by largest global knowledge pool, across the Esri network and the wider developer/user community.

Esri UK has over 20 years experience in supporting UK Defence and National Security and has continually invested in its people to ensure currency in this field. The majority of our Defence account team is ex-services, bringing a wealth of operational experience and understanding to the application of geospatial capability in the domain. All the defence team maintains security clearances to the highest levels.

Backgrounds include:

- Capability Acquisition and TLMCM
- GEOINT
- C2 systems
- Communications
- Gunnery systems
- Mission Planning
- Force protection

Although focused on the UK, our team maintains close contact with their Esri counterparts serving US DOD, NATO and the 5 EYES community. A constant interchange of best practice and new capability development ensures our team remains at the forefront of Defence thinking in GIS.

Esri UK's Defence and National Security team understand the customer's needs and the potential of GIS. The two together ensure you achieve best value.

# 3. Unrivalled consultancy expertise

**With more than 100 permanent consultants and more than 2,000 successfully completed projects, we can help you deliver, maintain and develop your client's geospatial capability.**

Our GIS consultancy expertise ranges from initial requirements derivation and scoping, to long-term project planning and support. From the integration of COTS technology with existing systems, to the design and development of a bespoke capability, we have the experience and expertise to ensure programme success.

## Domain-specific skill sets

Our Defence and National Security consultants maintain clearances up to DV level and understand how to operate within these environments. A number of them are ex-services or from Defence and Public Sector SI backgrounds. This provides them with not only firsthand knowledge of the complexity and challenges involved, but also the commercial need to contain costs to meet internal budgets and contracted Performance-Cost-Time (PCT) parameters.

## Full service solution

Esri UK's consultancy teams offer a wide range of services that can be utilised by SIs at any stage in the project. In each case we can work either on your behalf, in effect as an embedded extension of your team, or as a contracted SME. Services include:

- GI Strategy Development
- Systems architecture
- Business Change
- Business Case Development
- Programme Planning and Assurance

Esri UK are much more than providers of class-leading software – we have the knowledge to ensure your customer gains the right capability from the outset.

## 4. Unrivalled delivery experience

**Esri UK deploys the largest pool of Defence and National Security GIS implementation expertise in the country. With thousands of man-hours of experience in on-time, on-budget delivery between them, they are often seen as extensions of the SI's own team.**

All maintain clearances to DV level and regularly work across the most secure sites and sensitive projects, at the cutting edge of UK Defence capability. Over the last 20 years, Esri UK's delivery teams have developed an enviable position for delivery success, with 100% delivery success rates for the contracted GIS component within each programme. This can be attributed to a number of factors:

### **Domain knowledge**

A unique, in-depth understanding of the UK Defence and National Security Domain, its operations, language and culture. A number of them are ex-services personnel with a wealth of current experience.

### **Application know-how**

Our teams possess a deep knowledge of GIS and its capabilities, and ArcGIS in particular. This insight enables them to talk with confidence about what is achievable within agreed timescales, and the flexibility to configure our COTS products as required.

Esri UK's delivery team are specialists in how to get the most out of GIS, and ArcGIS in particular, within a given budget and timescale.

# Esri UK Defence Business Partners and Alliances

Esri UK supports a comprehensive network of Partners and Alliances covering a wide range of Defence and National Security-specific capabilities and domains. Our partnerships represent the cutting edge of technology in their fields; many are already heavily embedded within customer systems.

Whatever the capability they provide, they have recognised the uplift that GIS can add to what they deliver and have chosen ArcGIS as core to their solution.

Esri UK's support to its business partners includes attractive licensing arrangements according to needs start-up software support, training and the benefits of developer support through the Esri Developer Network.

## Esri UK Defence Business Partners include:

Partner	Business Description	Products
Antycip SA	Visual Simulation solutions provider	Multigen Paradigm
Cobham Surveillance (MMI Research Products)	Communications and security solutions for government and law enforcement	VDF
Cunning Running Software Limited	Defence and counter terrorism software house	SAM-PRAS
Drumgrange Ltd	Engineering house for the rapid realisation of demanding supply and design tasks combined with high quality manufacturing	
Sigma Seven Limited	Information management, consultancy and development services	Geofield, Geoinsight
Measurement Systems Ltd	Market leader in industrial data acquisition and real time management information systems	Surveylabs IKE
Systematic	C2 Systems provider to UK Defence and National Security	Sitaware
Jane's Information Group	Provider of intelligence and analysis on national and international defence, security and risk developments	JTIC
Mass Consultants Ltd	Systems house specialising in defence work involved around the high secure, mission critical arena	
SEA (Group) Ltd	Systems company delivering advanced surveillance systems and products for demanding environments	

# Strategic Alliance Partners

Esri UK is strategically aligned with major Enterprise system providers, including SAP, Microsoft and IBM, who use our software to further enable workflows and processes within their offerings. Click on the links below to find out more.



If you would like to join the Esri UK Partners and Alliances network, please visit [How to Join](#).

If you are looking for a partner to help resolve your business challenges, please [Contact the Partners Team](#) or visit the [Partners Directory](#).

# How can Esri UK help?

Esri UK has been providing GIS solutions for over 20 years to electricity, gas and water utilities across the UK. Over 60% of UK utilities now rely on Esri solutions to run their daily operations.

## About Esri UK

Esri UK is the leading provider of geographic information system (GIS) technology, helping businesses become more profitable and public service more efficient through a better understanding and analysis of location-based information.

Esri UK offers an extensive range of GIS technology and professional services and is the only company in the UK providing a complete and entirely integrated GIS solution.

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For more information and case studies visit [www.esriuk.com/utilities](http://www.esriuk.com/utilities).