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Welcome to The Harlow Report - GIS

Welcome to the 12th and final issue of 2002! We hope you had a glorious Christmas and join us in a great New Year.

As we end the year, the comprehensive GIS and Mobile Computing Solutions market study for North American electric utilities is completed. This is a first rate piece of marketing research that should be in your arsenal. Thanks to ESRI and Microsoft, 2003 gets a boost for mobile computing as ERIS announced ArcGIS support for the Tablet PC.

- GMCS Market Survey Ready Harlow teams with InfoNetrix to produce the definite GMCS market survey.
- ArcGIS Support for Tablet PC Check out how ESRI is supporting the latest in mobile GIS solutions.
- Reflections: A List of Year-End Questions Time to look inside, and resolve to change in the upcoming year. Here is some excellent advice from David Batchelor
- 10 Decisive Tactics That Win Product Reviews While provided mostly for the supplier side of our audience, the information may be very useful for anyone who has ever read a product review.

As always, we provide you with the latest links to new topics, products, services and oddball ideas that either pertain to GIS, or seem like fun. You know that is located in GIS Net Surfing. If you just want the latest in GIS news, then click on over to News to Use.

As we say goodbye to 2002, we thank you for your support, and trust that you and your loved ones enjoyed a prosperous year.

Chris Harlow



GMCS Market Survey Ready

Is the market for GIS and Mobile Computing growing or shrinking? Give up? Well, here is some good news: The definitive study of GIS & Mobile Computing Solutions (GMCS) for the North American Electric Utility market will be published by year-end. The study was conducted by InfoNetrix (<http://www.infoNetrix.com>), a market research and consulting firm with offices in New Orleans and Sacramento

When InfoNetrix principals Mike Marullo and Mike Smith invited me to conduct the primary research for this report -- an invitation I readily accepted -- little did I know what I was getting myself into!

This report provides detailed market forecasts and comprehensive analyses of market conditions for electric utility GIS and Mobile Computing Solutions (GMCS) for the period 2001-2006. Base year (2001) and forecast period (2002-2006) statistics were developed from an intensive series of research interviews conducted with suppliers, users, consultants and others. My discussions with these industry leaders -- a central component of the study -- were interesting and insightful. While each participant was asked for specific information, open-ended questions allowed for valuable information sharing that is not well supported by conventional survey methods.

Behind the scenes, Mike (or was it Mike?) managed a well - versed team of researchers who augmented my work as they conducted surveys between January and August 2002. with more than 450 utility managers and others with relevant technical/market knowledge. Supplemental research activities including online surveys; attendance at selected industry trade conferences; expositions and symposia; a general literature and database search; and an exhaustive review of relevant articles in business- and technology-focused industry/trade publications also contributed to formulation of the final report.

If I thought that Mike (won't tell you which one) was a pain in the neck as I tried to formulate the questions for the survey, my opinion changed when he put me through the paces of peer review. Oh, my! What a pain! I will be forever grateful, however, that he took the time to question just about every point, graph, statistic, question and punctuation point. The result is a first rate study of which I am proud and that you should read.

Survey sez ...!

No, you are not going to get all of the results here ... that level of detail is reserved for InfoNetrix clients. I can tell you that this is no ordinary market report. Besides a comprehensive assessment of market drivers, issues and trends; suppliers and competition analysis; and a 5-year market forecast, the report also provides readers with a detailed discussion of the electric utility marketplace itself. Focus areas range from how the T&D side operates to the many challenges electric utilities are now facing from regulators, customers and competitors alike. And, of course, you will learn where and how GIS and Mobile Computing Solutions fit into this evolving market space. Some of the highlights are:

In the Principal Market Drivers, Issues and Trends section, the report presents a detailed discussion of GMCS market evolution. Seven key areas < referred to in the report as the Seven Signs <characterize how the market will develop and change during the 5-year outlook period from each of the following perspectives:

1. Regulatory Policy & Governance
2. Economics & Investment
3. Technology, Integration & Standardization
4. Data Integrity & System Security
5. Web & Wireless Solutions
6. Enterprise Applications
7. Customer Satisfaction & Service

In general, the GMCS market will continue to grow, but it will face new challenges from within and without the industry. The mobile side of GIS is awaiting several changes, including a true "killer" application, improved bandwidth availability, and wider geographical coverage. The study results suggest that there will be significant progress toward meeting these expectations during the forecast period and peg Mobile Computing as the area poised for significant growth.

At the same time, the AM/FM/GIS market is maturing as most major electric utilities now have baseline GIS systems in place and are moving from the long and expensive conversion process into an application execution emphasis. New players are entering the market, and new uses for GIS technology are coming to the forefront. If you need a roadmap to chart the course for your organization in the coming years, this research report is it.

Conclusion

Frankly, I had no idea the level of detail that InfoNetrix had in mind when they asked me to take on this research project. I undertook the task because I love and understand this market. As we neared the completion of putting it all together I was overworked, underpaid and swearing never to do this again. As I reviewed the final document, I realized it was well worth the effort, and was glad I signed on.

If you are even slightly involved in the GMCS market for North America Electric Utilities, you owe it to yourself to contact Mike Smith ([mailto: mfs@infonetrix.com](mailto:mfs@infonetrix.com)) at 916.984.7430 or Mike Marullo ([mailto: mam@infonetrix.com](mailto:mam@infonetrix.com)) at 504.466.3460. Ask them about this report, as well as several related strategic and tactical market intelligence products and services for both the electric and water/wastewater utility industries. Save some bucks:

If you mention that you heard about InfoNetrix in The Harlow Report, they'll take 5% off the list price of anything you order by January 31, 2003! You will save enough to renew your subscription to The Harlow Report for 2003, and then some.



ArcGIS Support for Tablet PC

ESRI quickly jumped on Microsoft's Tablet PC bandwagon as it announced support for ArcGIS. The tools that support the Tablet PC are free and downloadable from the ESRI site (<http://www.esri.com/partners/alliances/microsoft/>)



If you don't already know, the Tablet PC could be the evolution of the business notebook personal computer mobile GIS has been awaiting. The Windows XP Tablet PC Edition platform offers users the efficiency and dependability of Windows XP Professional. For developers, it offers a rich platform for creating new applications or extending their current applications to take advantage of Tablet PC handwriting and speech capabilities. Its design is a relatively small package that allows you to work with or without a keyboard, use a stylus and your handwriting, twist and turn its monitor to give you the best footprint for the job. At just 3 lbs., you may not even notice that it is with you.

"It would have been very simple to just ensure that ArcGIS was compatible with the Windows XP Tablet PC operating system," said Jack Dangermond, ESRI president. "But we would have been missing out on our opportunity to extend the inherent functionality of the Tablet PC to GIS users. The ways that our users can benefit from the enhanced input methods offered by the Tablet PC are limitless."

According to ESRI, ArcGIS users will find that they can use their software on a Tablet PC platform with the free downloadable support in four ways:

- 1. Tablet PC as a notebook computer:** The Windows XP Tablet PC Edition is a superset of the existing Windows XP operating system. Since ArcGIS is fully supported on Windows XP, it works on a Tablet PC.
- 2. Tablet PC pen-based technology:** The Tablet PC lets you drive the Windows XP operating system and all Windows-based applications using a digital pen or a mouse. In ArcGIS, the digital pen can be used to push buttons on toolbars and draw on the map.
- 3. Windows XP speech recognition:** The speech recognition functionality is embedded within the Tablet PC input panel and can be used with ArcGIS for dictation functions.
- 4. Tablet PC digital ink technology:** ESRI has extended the ArcGIS mapping application, ArcMap, with a new toolbar that integrates digital ink technology with ArcGIS. Using the Tablet Toolbar, users can use the Ink tool to create notes or sketch diagrams and tie them to a geographic location. Ink can also be used to highlight features on a map and to sketch shapes that can then be used to perform GIS editing tasks. Tablet tools make use of additional ink technology such as gestures and text recognition.

“Microsoft is pleased to be working with ESRI to deliver the best computing experience to our customers,” said Alexandra Loeb, vice president of the Tablet PC division at Microsoft Corp. “We are pleased that they have extended the powerful, mobile, and versatile functionalities of the Tablet PC to GIS users in creative ways.”

Conclusion

The mobile GIS market has been looking for a suitable form factor for its field crews for quite a few years. The traditional laptop/notebook is a bit heavy, cumbersome, and unwieldy for true field work. The hand-held PDA is small and lightweight, but the screen size makes it almost impossible to view any medium to small map area. The Table PC shows a lot of promise for the GIS community. Its Windows XP OS version simplifies the porting problems, and its form factor makes it small enough not to notice, and large enough to be able to do some real work.

Reflections

A List of Year-End Questions

by
David Batchelor

Editor's Note: It is that time of year again. Time to look inside, and resolve to change in the upcoming year. Here is some excellent advice from David Batchelor. david.batchelor@e3.co.nz.

David Batchelor has written numerous articles focusing on Tips, Strategies, Tools and how-to's for creating the Ultimate Home Based Business. To subscribe to his e-zine please go to: <http://www.netmarkpro.com/djb>.

In order to embrace the new, we must release the old. An important part of preparing for the New Year is to review the past year--to release it--and to learn from it.

To go where we wish to go and be whom we wish to be, we need to know where we are and who we are. An honest self-analysis is always helpful to gain clarity. As we end the year, the decade, the century and the millennium, it seems particularly fitting to devote some time to reflecting on the year past and where we find ourselves as the new year dawns.

The following questions should stimulate your thinking for this process. I hope that you take time out of your busy schedule this holiday season to ponder where you are and where you've been. Enter into discussions with people you care about. Write out your thoughts and feelings. Do some journaling. Consider writing a letter--an end-of the-year-epistle to yourself. It could be profound to write it and valuable to read it in the years ahead.

Reflect upon what you did, how you felt, what you liked, what you didn't and what you learned. Try to look at yourself and your experience with as much objectivity as you can--much like a biographer would.

Here are some suggestions to get you started in mulling over the past year--perhaps the last decade. Feel free to add your own.

1. Am I where I want to be? (if not, what's stopping me?)
2. What did I achieve? A list of my wins and achievements.
3. What would I have done differently? Why?
4. Was I busy doing or being? (Be comes before do and have. After all we were created to be human BEings not human DOings)
5. What were the most significant events of the year past? List the top three.
6. What did I do right? What do I feel especially good about? What was my greatest contribution?

7. What were the fun things I did? What were the not-so-fun?
8. What were my biggest challenges/roadblocks/difficulties?
9. How am I different this year than last?
10. For what am I particularly grateful and why?

Another suggestion: Consider listing all the things in your life of which you'd like to let go--anything you no longer want. Give thanks for what they've brought you in terms of learning and usefulness and then burn the list. It's a symbolic gesture to help you release the old and be open to the new.

The next step is to list what you DO want-experiences, knowledge, material things, relationships, healings, whatever. In doing this, you'll be using the principle of vacuum-releasing what you don't want and embracing what you do.

I'm confident that anything you can do to make this year-end more dramatic in terms of your own personal and spiritual growth will be valuable.

Make it a great New Year by ending this one well.

In closing, I would like to recommend a great book on "Vision". It's titled "Mach II With Your Hair On Fire," by Richard Brooke.

In case you don't know who Richard Brooke is, here is a summary:

- He made his first million before the age of 30, advancing to the top sales-leader position in a \$60 million Network Marketing organization made up of more than 200,000 sales people. At age 31, he became the Executive Vice President.
- At age 33, he accepted the opportunity to "turn around" a Network Marketing company (Oxyfresh Worldwide, Inc.). This company, when he joined it, was in a death spiral and technically bankrupt. It was almost \$1 million in debt with no cash, no assets, and no credit. With the help of a tremendous staff and his partner Randy Anderson, they turned the business into a role model for our industry it has posted record growth every year for the past ten.

You can read the book "Mach II With Your Hair On Fire" free online at:
<http://www.greatestnetworker.com/is/davidbatchelor/learn4>

Happy reading!

Reflections--A List of Year-End Questions
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Expand Your Thinking

by

John Colanzi

Editor's Note: We start out life with a blank page and as a child we fill it with all sorts of imaginative ideas. At some point we start coloring within the lines, and lose our creativity. John Colanzi thinks it is time to start the expansion of your mind once again.

John Colanzi has been writing for the Internet for 3 years. He has shown hundreds of webmasters how to use mindset medication to join the ranks of the successful, prosperous marketers. Subscribe now to his "Street Smart Marketing Newsletter and receive over \$130 in Free reprint rights. streetsmart@rapidreply.net

I don't know what it is about this time of year that makes me start reflecting over how I've spent my time on this whirling orb

As I think back I realize how hard it is to view the world through the eyes of my childhood.

As children every day is filled with awe and wonder. A child's mind is still filled with the idea that anything and everything is possible.

They haven't begun building the mental walls yet. They haven't learned to worry what others think.

Watch a child learning to walk and it's amazing. No matter how many times they fall down, they hop back up because they instinctively know that eventually they'll be able to walk.

They don't have to worry what others think. They have no need to put up a front. They are who they are. No guile, no deceit. They still see the world as infinite, no limits in sight.

But somewhere along the line they learn to be practical. Their creativity becomes stifled over time, as the world teaches them to fit in.

Eventually they don't bounce back as fast when they fail.

Having fun is no longer the goal. Learning and growing are now a chore. Goals are no longer lofty. Goals are now set within the confines of their more limited view of life.

It doesn't have to be like that. You and I can tear down those walls that are closing in and start fresh.

It's time to bring back that sense of joy and wonder.

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When you're setting your goals for the New Year, think like a child.

Expand your thinking. Set your goals as if anything is possible. If you get knocked back down along the way, hop back up.

Don't worry about what "they" think. It's your goal and you can achieve it. View the world through the wonder struck eyes of a child.

In the words of Napoleon Hill, "If you can conceive it, you can achieve it."

I know you can do great things.

Do you?

Expand Your Thinking
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GIS Net Surfing

GIS Dictionary

<http://www.agi.org.uk/public/gis-resources/>

Courtesy of the folks at The Association for Geographic Information

Virtual Geoscience Library

<http://www.umich.edu/~vgl/>

A network-based electronic library developed for geoscientists at the University of Michigan. It focuses on the research and professional interests of faculty in the Department of Geological Sciences

ZIP Code Look Up from USPS

<http://www.usps.com/zip4/>

Here is a handy web site provided by the US Post Office. Great for finding ZIPS and ZIP+4, and even a list of all cities within a particular ZIP Code. For example, here at 35244, we co-zip with Birmingham, Hoover, Bluff Park and Inverness. All can use their actual names, or use Birmingham as the default. Although we use Birmingham in our address, for example, we are located in the city of Hoover, Alabama.

GPS Satellite Orbits

<http://www.goin.nasda.go.jp/GOIN/GSI/eng/Orbit.html>

Look! Up in the sky ...! Find out more about the orbit of your favorite GPS satellite.

Volcano Watch

<http://hvo.wr.usgs.gov/>

More from the USGS. Most people go to Hawaii for a vacation and a tan. The USGS brings you there to get the latest on volcanoes. Fun site.

Bob's Rock Shop

<http://www.rockhounds.com/>

Need a last minute gift for that someone special? Head on over to Bob's Rock Shop. Just tell her you learned everything you could about gems and special rocks, but fell in love with a hunk of quartz that you just had to get her.



News to Use

Kinder Morgan

<http://www.kindermorgan.com/>

Kinder Morgan, a midstream energy company, contracted with EMERGE to provide 662 square miles of 1 meter imagery along its gas pipeline right-of-way in the state of Colorado. The natural color imagery covers the pipeline and a buffer of 4000 feet on either side. The imagery will be used in the creation of new pipeline alignment sheets and in various GIS applications that support pipeline safety compliance. Terrie Spicer, manager of CAD and mapping at Kinder Morgan, said the imagery "allows us to streamline our process and reduce man-hours for

ArcGIS Schematics

<http://www.esri.com/software/arcgis/arcgisxtensions/schematics/index.html>

ArcGIS Schematics 2.2.2 and ArcGIS Schematics Software Development Kit (SDK) 2.2.2 are now shipping from ESRI. ArcGIS Schematics is an ArcGIS extension that enables users to automatically generate, visualize, and manipulate schemas and diagrams from network data within the ArcGIS geodatabase. ArcGIS Schematics SDK is a comprehensive toolkit to develop and customize schematic applications from any standard relational database management system. ArcGIS Schematics can be used for electric, gas, transportation, telecommunications, water/wastewater, petroleum, etc.

Ekahau

<http://www.Ekahau.com/>

Ekahau, a leading wireless positioning technology provider, said it will enter in the Wi-Fi site survey and network optimization market by utilizing its wireless location finding platform, the Ekahau Positioning Engine, as the core technology. Ekahau Positioning Engine can pinpoint the location of a wireless client device, such as PDA, laptop or other Wi-Fi enabled device, with an average of 3.5ft (1m) accuracy. The first product of the new network enhancement line is the Ekahau Site Survey (ESS), a tool that helps the VARs and system integrators installing 802.11 networks to optimize the access point locations for improved network

GE NETWORK SOLUTIONS

<http://www.gepower.com/home/index.html>

GE Network Solutions released the latest added-value module for its XA/21 Energy Management System. The XA/21 Transmission Security Management 2.0 module provides enhancements to a powerful set of tools for efficiently operating and protecting the integrity of electric power systems. The XA/21 Transmission Security Management product provides a high performance environment for performing network analysis, contingency analysis, optimal power flow, and fault-level analysis functions. The module allows control center operators to identify and analyze potential operating problems and formulate preventative strategies.

Maverick Professional with Webmap

<http://CollinsSoftware.com/>

Version 5.1 of Maverick Professional with Webmap, just released. You can publish GIS databases, graphics and attributes, to standard HTML pages and JPEG images with hotspots on the image created from grids, symbols, text, or polygons that hyperlink to other pages

Nebraska Public Power District (NPPD)

<http://www.nppd.com/>

SchlumbergerSema, announced it has signed systems integration and data management services contracts with Nebraska Public Power District (NPPD) of Columbus, Nebraska. The contracts, valued at \$1.6 million and \$1.3 million, respectively, call for supporting the implementation of a suite of software applications, including a geographic information system, graphical work design and outage management. The integrated solution will be used by NPPD for distribution asset management, engineering design and analysis, and management for both major and minor power outages. This project will assist NPPD to optimize our business processes and improve “organizational efficiency,” said Alan Michalewicz, NPPD operations manager. “Our primary goal with this project is to enhance customer satisfaction and to better leverage our existing information assets and improve overall distribution system reliability.”

Association of American Geographers

<http://www.aag.org/>

The Association of American Geographers will hold its 99th Annual Meeting in New Orleans on March 5 - 8, 2003. The theme of the conference is “Advancing Geography in Partnership With You,” which reflects AAG’s commitment to supporting geographic research and education around the world. AAG Executive Director Doug Richardson also noted that the presidential plenary session at this year’s meeting will focus on the linkages among private, public, and university sector geographic research and applications.



***If you change your
Email address,
tell us!***

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