



OMNILINK's

SPACE



SPECIALISTS IN ENTERPRISE DATA & SPATIAL BUSINESS SOLUTIONS

October 2007

Information, Technology and Management

Information has been used by organisations for millennia to assist them achieve their goals and objectives. Modern technology makes it possible to capture and process that information at blindingly fast speed to the point that many organisations now face overload.

Paul Strassmann, former Chief Information Officer of Xerox, researched computer technology budgets against financial results of over 200 listed companies for a period exceeding twenty years and reached the conclusion that there is "no apparent connection between computer spending and financial results" and this "has not changed in more than twenty years". He concludes, "Computers are only catalysts. Business value is created by well organised, well motivated and knowledgeable people who understand what to do with what shows up on computer screens."

Strassmann argues that computers (and their associated technology) are only enabling technology. "Value from information technologies can be extracted only by operating executives who have harmonised their organisations to earn a profit in a competitive marketplace. ... A computer by itself is worth only its resale or scrap price, which is not much."

OMNILINK's two Data Management Reports support the notion that most organisations are not managing their information assets well. Over 50% of respondents advised that they didn't know the value of their data if it were to be lost. Over 60% reported that they had isolated databases in their organisation and half did not know where to access data in other departments of the organisation. While budgets for hardware and software remain stable, they comprise a significant proportion of IT budgets, and budgets allocated to data and its management are quite low.

Perhaps it's time to put the emphasis of IT on the I for information and focus management on it rather than the technology.

Ed Garvin
Managing Director

New AssetWhere™ Sites

Our success with AssetWhere™ continues with the addition of 4 new sites in Australia and 8 in New Zealand. In Melbourne, Genazzano FCJ College has just completed their implementation of AssetWhere™ and will now move towards integration of the fmXpert facilities management solution. Xavier College Melbourne have completed the data investigation phase. Iona College Brisbane and Canberra Grammar School in the ACT have also completed the data audit and will move towards implementation in late 2007/early 2008. Our recent attendance at the biannual Association of School Bursars and Administrators conference in Adelaide was a resounding success with interest at an all time high. In New Zealand we have continued to build on our success at Kristin School and Whangaparaoa College, with the addition of Rangitoto College, Papanui High School, Macleans College, Dilworth School, Carmel College, King's School and Epsom Girls Grammar School who have all completed the Data Audit phase of the AssetWhere™ implementation. Rangitoto College and Dilworth School are progressing with AssetWhere™ implementation in the coming month. A key aspect of the clients making the decision to move forward with AssetWhere™ has been the occurrence of a "compelling event" - these can take many forms but have to date included difficulty in collating plans for a refurbishment or new building project, "maintenance by discovery" where underground assets have been disrupted due to no knowledge of what lay beneath the ground, and 'imminent retirement of the Property Manager' with the complete loss of institutional knowledge that only resided with one person!

STOP PRESS — City of Melbourne to implement ZEH Plot Management Solution

The City of Melbourne have chosen to implement the ZEH plot management solution following a short evaluation. Council was having difficulty producing large format plots with high resolution aerial photos. The ZEH software was installed on a trial basis and consistently produced complete plots without any problems. More on the implementation and wider use of ZEH software in our next newsletter. For information on ZEH's plot management software visit http://www.omnilink.com.au/pages/partnerapp_ZEH.htm or contact David Bruce at davidb@omnilink.com.au

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Events and Project Updates

OMNILINK delivers NSW DET AMS Upgrade LIVE



New South Wales Government
Department of Education and Training

The results of nearly 2 years work by the OMNILINK AMS development team was realised in mid July. The totally rebuilt Properties Asset Management System (AMS) for the NSW Department of Education and Training went live.

The challenging journey started with a project to interface the AMS system to the JD Edwards financial system. The need to migrate the Oracle applications to version 10g emerged, starting another project. Both projects were eventually amalgamated into one program.

This third major development of the AMS since its inception in 1995 delivered significant platform changes – an Operating System change for the Oracle DBMS server from Compaq Tru64 release 4.0f Unix to Red Hat Linux 4, the distributed servers removed, and replaced by two central database servers with the applications published through a web interface and Citrix.

Whilst changes to the platform and interface and their implications are significant, the major objective of the program was to migrate the Oracle DBMS from version 8.1 and the applications from version 6i all to Oracle 10g while leaving the GIS on the Unix server. Standardising form presentation and some work procedures added a large amount of work for the OMNILINK Oracle developers.

All the factors combined presented a

very complex and demanding set of challenges which have been successfully achieved through a close and collaborative working relationship between the OMNILINK development team and the client team.

Conferences and Exhibitions

OMNILINK participated as an Associate Partner for the first ever **Spatially Enabled Government (SEG)** two day conference in Canberra in August. The only event of its kind, SEG was specifically dedicated to key issues and challenges with the use of spatial information in the Australian Government. The conference attracted over 120 representatives from all tiers of government, particularly federal. Ed Garvin, OMNILINK's Managing Director, presented a paper titled "The Value of Spatial Information". The conference presented a valuable forum for government representatives to grasp the importance and benefits of spatial information, and establish contacts with OMNILINK who have had 20 years experience in delivering spatial information services to government, providing a competitive and knowledge advantage in the information age.



ASBA, the National Conference for the Association of School Bursars and Administrators in Adelaide in October, provided a circus carnival atmosphere for attendees to gather information, concepts and skills to manage the complex and demanding juggle of professional obligations. Stand 55 showcased AssetWhere™ –

OMNILINK's Integrated Solution for Asset Management – an "Electronic Plan Drawer at Your Fingertips", to minimise risk and leverage assets, and fmXpert, the comprehensive Asset and Facilities Management Maintenance Module that enables you to automate and simplify the day-to-day tasks of facilities management at your school. Almost 900 delegates attended, with many school representatives taking up the invitation to view a demonstration of AssetWhere™, which enables organisations to manage their assets more effectively, thereby delivery a higher return on investment for educational facilities. Around 100 qualified school leads are being actively followed-up after showing keen interest in AssetWhere™. Evening social events and entertainment ensured a work-life balance, and participants enjoyed the opportunity to 'run away and join the circus'.

And the winner is....

Congratulations to **Carl Hollsten** of **Cornerstone College SA** who has won a licensed copy of both AssetWhere™ & fmXpert, and a selection of Premium South Australian wines to celebrate!

Asset and Facilities Management Regional Workshops

To enable you to see the full range of benefits AssetWhere™ and fmXpert can bring to your school, OMNILINK will be organising workshops in your region shortly, to provide demonstrations, discuss your school's asset information situation and answer any questions you may have. Please register your interest in attending one of these workshops by sending an email to assetwhere@omnilink.com.au, and workshop details will be provided as soon as possible.

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New AssetWhere™ Product Manager — Steve White

Steve recently joined OMNILINK in the role of AssetWhere™ Product Manager, initially focussing on driving forward AssetWhere™ as a leading Business Solution in the field of Integrated Asset Information and Facilities Management Solutions within Australia. Steve has a broad range of experience in Property related and Defence markets, holds a Degree in Surveying from the University of New South Wales, and is a Commissioned Officer, having served in Royal Australian Engineering and Survey Corps. Steve brings on board a wealth of experience, enabling him to work closely with AssetWhere™ clients and assist them to manage the ever increasing business challenges of Property and Asset Management. Contact Steve toll free on 1800 651 291, or (02) 9804 8807, or by email at stevew@omnilink.com.au.

We hope you find the newsletter informative and useful. Feedback is always welcome.

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