



## Andrew Coote CV

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**Name:** Andrew Coote

**Current Position:** Director, ConsultingWhere Ltd

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**Key skills:** Business Strategy Development  
Spatial Data Infrastructure planning  
Return on Investment Appraisal  
Team Building and leadership  
Information systems advisor  
Programme management (as developer and end-user)  
E-commerce systems development  
Spatial database management



### Profile

Andrew has over twenty-five years experience in the development and use of information systems, specialising in the management of location-enabled applications. He has held senior management positions in both the public and private sector in the UK and overseas. He has undertaken strategic consultancy assignments in Europe, the United States, the Middle East, Russia, Australia and New Zealand.

He is currently Director of ConsultingWhere, an independent IT consultancy specialising in the provision of strategic information technology and business advice. He has been involved in the development of spatial data infrastructures (SDI) since leading work for Ordnance Survey on the redesign of their National Topographic Databases in the early 1990s. He has more recently undertaken Internationally significant SDI assignments for the European Union, as part of the INSPIRE initiative, and for Land Information New Zealand (LINZ) as their external advisor on Spatial Data Infrastructures.

His expertise in business case (cost-benefit / RoI) studies spans an equally long period, lecturing in the subject on public courses. Significantly for this assignment, in 2010, he led ground-breaking studies assessing the value of geospatial technology in local government and is currently working on valuing the economic stimulus of “free at the point of use” spatial data in Great Britain.

In his previous role at ESRI (UK) he managed a team of 100 staff, developing and integrating business applications for large local and central Government departments, system integrators, utilities, insurance and commercial customers. During his tenure as Director his group profitably increased its turnover from £500k in 1996 to over £10m in 2006. Andy was also responsible for the ISO accreditation of the company’s quality management system and development of the Searchflow web-based conveyancing system, part of the UK National Land Information Service.

Before joining ESRI (UK) he was manager of spatial database systems at Ordnance Survey where he was responsible for management and development of National Topographic Database systems.

Andrew is a practical consultant, with a good understanding of “state of the art” information technology and a keen eye for detail. He is equally comfortable working with C-level executives and technical experts. He excels at building trust and consensus.



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### Professional Experience

**2008 - to present**                      **Director, ConsultingWhere Ltd**

ConsultingWhere is an independent IT consultancy, specialising in the provision of strategic information technology and business advice in the public and private sector. Andrew provides support to clients in the areas of business planning, return on investment (ROI) appraisal, process modelling and programme management. He also undertakes the role of expert advisor within the customer team on large IT integration projects.

#### *Achievements*

Chairman of European Union Thematic Working Group on Address referencing for the INSPIRE (Infrastructure for Spatial Information in Europe).

External Advisor to New Zealand Government on the development and implementation of its national Spatial Data Infrastructure programme;

Strategic business planning advice to large commercial organisations in UK, Russia and Egypt;

Lead consultant in the assessment of the Value of Geospatial Information to Local Public Service Delivery in England and Wales for the Local Government Association (LGA);

Lead consultant on the assessment of the Value of OS OpenData to the economy of Great Britain for the Ordnance Survey;

Business case development projects for various clients in public and private sector organisations;

Member of the Location User Group, advisory panel to the UK Government on geospatial policy.

**1994 – 2007**    **Consultancy Services Director, ESRI UK Ltd**

He was responsible for financial, organisational and strategic management and development of ESRI (UK)'s Consultancy Services division. The Consultancy Services division provides GIS solutions for Government and private sector clients and has undertaken software development, systems integration and business consulting projects for over 500 different organisations during the period.

#### *Achievements*

Successful projects are about people and his major achievement during this period was to assemble, arguably the most talented, team of specialist consultants working with location-based applications in the UK.

Launch of NLIS Searchflow: a hosted E-Commerce service, providing on-line access to property searches for conveyancers. As Technical Director from inception in 2000 until the company's sale in 2006, he was responsible for software development, hosting and technical support functions.

International business strategy consultancy undertaken on behalf of ESRI inc. advising distributors in Poland and Russia on development of their markets and organisational structures.

Member of World Bank delegation to Romania evaluating the technical and economic feasibility of establishing a National Cadastral Survey and Land Registration system.



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Development of the ESRI (UK) Quality Management System and ISO 9001 accreditation. The system covers all software development and consultancy activity undertaken by ESRI (UK) from requirements analysis to implementation and on-going maintenance.

### **1985-1994    Manager of Spatial Database Systems, Ordnance Survey**

Responsible for managing major IT projects to overhaul Ordnance Survey's National topographic database systems.

#### *Achievements*

Creation and management of the first fully computerised Ordnance Survey field office;

Programme management for the creation of an object-based temporal ORACLE database for National large scale data products.

Development of a strategy for integrating thematic databases of road network, address and administrative boundary data.

Requirements analysis, technical architecture, migration plans, human resources implications and methodology support covering all OS small scale cartographic databases.

### **1980 – 1984    Land Surveyor and Computer Programmer, Government of Seychelles**

Land surveyor working for the Seychelles Government undertaking a wide range of cadastral, geodetic, topographic and engineering surveys throughout the archipelago. Developed their first computerised land information system which is still in use today.

### **1976- 1980    Land Surveyor, John Laing Design Associates**

Land surveyor, working in the UK and Saudi Arabia, on engineering and topographic surveys.

## **Qualifications**

Diploma in Company Direction, Institute of Directors (2007)

MSc Computer Science, University College London (1985)

BSc (Joint Honours) Geography & Surveying, Newcastle upon Tyne (1976)

## **Memberships**

Institute of Directors (2005)

Professional Member of British Computer Society (1999)

Professional Member of the Royal Institute of Chartered Surveyors (1980)

Society of Information Technology Management

Immediate past chairman (and founder member) of the Association for Geographic Information

Past-Chairman of the RICS Geographical Information Panel

## **Outside interests**

Tennis, soccer and golf.

Photography, travel and cinema.

Date of last update:                      4<sup>th</sup> June 2011