

Name: Andrew Coote
Current Position: Director
ConsultingWhere Ltd



Key Skills: Business Strategy Development
Spatial Data Infrastructure Design and Implementation
Economic Appraisal of Location Systems
Value chain Analysis
Team building and leadership
Strategic Information systems advisor
Programme Management (as developer and end-user)
Geospatial database management

Profile

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

He is currently Director and principal consultant of ConsultingWhere, an independent IT consultancy established in 2008, 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. More recently he has led internationally significant assignments for the European Union, as part of the INSPIRE initiative, for EuroGeographics on the European Location Framework project and for Land Information New Zealand (LINZ) as their external advisor on National Spatial Data Infrastructure, Hydrographic and Topographic agencies.

His expertise in economic assessment and business case development (cost-benefit / RoI studies) stretches back to establishing the business case for the prototyping work that led to Ordnance Survey's MasterMap for the United Kingdom. Significantly, he has recently led ground-breaking studies assessing the return on investment of address geography for local government, work for EuroSDR on the socio-economic benefits of 3D geo-information and valuing the economic stimulus of "free at the point of use" spatial data in Great Britain, for the Department of Business and Innovation.

He lectures regularly on business management and has designed and delivered management training courses on investment appraisal of Geospatial projects and Risk-based Project Management.

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 by more than ten-fold. He 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 highly successful UK National Land Information Service (NLIS).

Before joining ESRI (UK) he was manager of spatial database systems at Ordnance Survey where he was responsible for the 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. His work has been widely presented and published and he has been a contributor to global initiatives, such as the United Nations Global Geographical Information Management (UN GGIM) committee of experts.

Professional Experience

2008 - to present Director, ConsultingWhere Ltd

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

Achievements

Chairman of the European Union Thematic Working Group that developed the data specification for Address referencing within the INSPIRE (Infrastructure for Spatial Information in Europe) programme.

Strategic Business Advice and financial modelling to EuroGeographics, the association for National Mapping and Cadastral agencies, in respect to their development of a European Location Framework (ELF).

External Advisor to the New Zealand Government on the development and implementation of its National Spatial Data Infrastructure programme, Hydrographic Authority and Topographic information Strategies;

Lead consultant on development of the strategic economic case for the development of an integrated system for property management for Land Information New Zealand;

Lead consultant on two studies assessing the Value of Geospatial Information and address management to Local Public Service Delivery in England and Wales;

Lead economic consultant on the Albanian Integrated Land Management Program (ILMP) definition work for the World Bank;

Organisational structure advisor to commercial and public sector organisations during periods of re-focus to embrace a changing role or respond to increased demand;

Member of the economic consultancy team for Natural Resources Canada's assessment of Value of Geomatics to the Canadian economy;

Strategic business planning advice to large commercial organisations in the UK, South Africa, Egypt and Russia, concerning organisation structures and senior staff recruitment;

Geo-maturity assessment for a global selection of countries, for a large commercial organisation based in the United States;

Contributor to studies by United Nations Global Geographic Information Management (UN GGIM) expert group on future trends, fundamental datasets and institutional arrangements.

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

1994 - 2007 Consultancy Services Director, ESRI UK Ltd

Andrew was responsible for financial, organisational and strategic management and development of ESRI (UK)'s Consultancy Services division. The Consultancy Services division provided GIS solutions for Government and private sector clients and undertook software development, systems integration and business consulting projects for over 250 different organisations during the period. The size of the team was increased under this tenure from 15 to over 100 full time staff.

Achievements

Andrew believes that successful projects are about people. With this in mind 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 advising distributors in Poland and Russia on development of their markets and organisational structures.

Development of the ESRI (UK) Quality Management System and ISO 9001 accreditation. The system covered 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. Design and computer programming of 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. Management of teams of surveyors, financial responsibility for budgeting and timely delivery.

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 (since 2005)
Professional Member of British Computer Society (since 1999)
Professional Member of the Royal Institute of Chartered Surveyors (since 1980)
Society of Information Technology Management
Past chairman (2010) and founder member of the UK industry association, the Association for Geographic Information (AGI)
Past-Chairman of the Royal Institution of Chartered Surveyors Geographical Information Panel

Outside interests

Tennis, soccer and golf.
Photography, travel and cinema.

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