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## Total Solution is the Keyword

As the world demands faster and faster solutions, all technologies will come under one roof for providing end-to-end solutions and services to mankind

### **Amit Somani**

Jt. Managing Director  
ADCC Infocad

**A**s GIS industry's approach changes from being a mere service provider to a solution provider, I think total system integrator would be a crucial aspect in the coming times. Till date, most of the work was focused on creating base

maps, databases, and project consultancy. The focus now is to be an end-to-end solution provider. Our solutions will work at solving the entire equation; starting from the GIS data (spatial and non-spatial) creation, integration, analysis, implementation and maintenance.

In terms of technologies, I believe LiDAR and low-altitude aircraft/drones will play a crucial role in the future.

In the coming time, all the technologies will come under one roof for providing better services to mankind. If you look at the current

projects in the Indian scenario, you will find this happening quite often. In power reform projects, a common sight is geospatial technology converging with engineering solution for integrating business analytics/CRM for electricity domain. On the same lines, survey and mapping have already converged with mobile technology for projects in land information system.

Similarly, when we analyse solutions from various geospatial companies like Esri, Intergraph, Autodesk and Bentley. We find that they are also moving in the same direction. I think the time is not far when customers will use a combination of geospatial technologies as per their strengths to service their needs.

### Smartness is the mantra

At ADCC, we are working towards smart city solutions. With rising demand for resources and space, especially in a country like India, where population exceeds the resources available, we need 'smart' solutions. As a rising world power, India needs its systems to be social, mobile, available, reliable, and technology driven.

We are banking on smart city solutions as the one unique selling solution for the coming year. A smart city uses location-based information to enhance performance and well being, to reduce costs and resource consumption, and to also engage more effectively and actively with its citizens. Key 'smart' sectors include transportation, energy, health care, water and waste.

The focus next year would also be on exploring solutions for land, energy and water. In the land domain, we will be focusing on agriculture. Though India is primarily an agrarian economy, our production efficiency is less than that of countries like the Netherlands. Better land use and production management systems are the only solutions towards a more efficient output. With GIS and remote sensing solutions, the food producers will gain the abil-

ity to frequently monitor their crops at increasing resolutions, enabling them to introduce a more direct correlation between their actions, yield, and gain. Farmers can then decide the best production plan and prepare better for forthcoming seasons. We plan to explore various GIS services to cater to the agriculture industry.


The modern fast-moving world expects dynamic smart services, and service providers, utility companies and civil authorities can utilise location-based services to cater to this demand. Such solutions have a direct impact on the lives of the population and upgrade the living conditions drastically, while also aligning with our vision of providing services that optimise customer investments.

### High on India and Africa

Investments from governments, demand for setting up National Spatial Data Infrastructure (NSDI) in developing countries in the African continent and general demand for geospatial services are important drivers of our business strategy.

India is looking to invest about \$101.96 billion for development of roadways connecting cities and villages. Another \$92.41 billion will be invested in urban housing projects and government has also allotted \$11.15 billion for smart city projects, in which they have targeted about 100 cities. GIS and remote sensing technology will provide the ground work for setting up these countrywide projects initiated by the union government. We plan to collaborate with various government agencies in order to deploy these schemes and enrich the resources with latest technologies like LiDAR.

In our overseas ventures, countries like Zambia, Uganda, and Tanzania are being helped by the World Bank funding to set up NSDI and we plan to bid for these projects and expand our presence in these regions.



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### New markets and geographies

Other than India, we are already well rooted in Kenya, from where we serve the markets of Uganda, Tanzania and Rwanda, while our Ghana unit serves Nigeria, Liberia and Senegal. We have also set up base in Zambia and Namibia to serve countries like Botswana and Mozambique. We are also planning to increase our presence in Central and South America by foraying into markets in Peru, Chile, Colombia and the Caribbean Islands. ADCC already has an office in Mexico and is exploring emerging markets like location-based services and business intelligence, agriculture insurance, electricity and water distribution.

In addition, we also believe that we are responsible for knowledge transfer. We are now leveraging ADCC Academy and training locally and in overseas markets to develop local knowledge base.

For BIM implementation, we will be focusing on Far East Asia and the Middle East. Although we do not have immediate plans to enter Europe, US and Australia, we may explore opportunities and partnerships 2018 onwards. 🌐