

**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)



## 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, North America, Middle East, Russia, Southern Africa, the Caribbean, 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. Over the last five years he has led Internationally significant assignments for the World Bank in Albania and Vietnam, European Union, as part of the INSPIRE initiative and for the United Nations Food and Agriculture Organisation (FAO) in Guyana. Further major projects have included strategic work for Swissstopo (National Mapping Authority in Switzerland), Land Information New Zealand (LINZ) as their external advisor on National Spatial Data Infrastructure and to their national Hydrographic and Topographic agencies and in Egypt as part of their national postcode initiative.

His expertise in economic assessment and business case development including Return on Investment studies stretching 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. He has also been external examiner for geospatial and earth observation courses at University College London and Cranfield University.

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 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 a building trust and consensus. His work has been widely presented and published and has been a contributor to global initiatives, such as the United Nations Global Geographical Information Management (UN GGIM) committee of experts and Integrated Geospatial Information Framework (IGIF).

## 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 (Location Practice Group Leader since 2012)  
Past chairman 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

## 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 and helps businesses review their organisation structures.

### *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.

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**.

Development of the first Country Action Plan based on the UN GGIM Integrated Geospatial Information Framework (IGIF) for Guyana.

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 of the **Value of Geospatial Information** and address management to **Local Government Public Service Delivery** in England and Wales;

**Socio-economic Impact Assessment for the World Bank** on the Albanian Integrated Land Management Program (ILMP) definition, Mongolian National Spatial Data Infrastructure Action Plan.

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

Author of **video presentations on Location Intelligence** for Socitm, the UK representative body for local government IT professions.

Lead researcher for ConsultingWhere's regular **Location Market Surveys in United Kingdom** from 2009 to the present.

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

**Geo-maturity assessment** for a global selection of countries, for both large International commercial organisations, National and City Governments;

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 IGIF reference group and lead author of **Finance Strategic Path guidelines**.

Research into the **Economic Value of 3D Geo-information** for EuroSDR, the research organisation for European national Mapping Organisations.

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 provides 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. His major achievement in this respect was to assemble, arguably the largest and 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 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**

Managing major ICT 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**

Licensed 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.

## Outside interests

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

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