

Leveraging Technology for Innovation

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Walter Dickson (Business Development Manager at GeoPal)

About TLI Group



TLI Group is a diverse contracting and consultancy company specialising in:

Overhead Lines, Substations, Telecoms

- ✓ Operating for 18 years
- ✓ 400 Staff
- ✓ 2017 turnover - £35m (€40m)
- ✓ Operating in UK, Northern Ireland and Ireland
- ✓ SSE (Scottish & Southern Electricity)
- ✓ NIE (Northern Ireland Electricity)
- ✓ ESB Networks (Electricity Supply Board)
- ✓ SIRO (ESB/Vodafone Joint Venture)
- ✓ BT Openreach
- ✓ Renewables Industry



SIRO



BT



- Management Systems
 - Health and Safety Management Systems Accredited to ISO 18001
 - Quality Management Systems Accredited to ISO 9001
 - Environmental Management Systems Accredited to ISO 14001
- British Safety Council International Safety Award with Merit, 2016
- Finalists in utility and offshore category in the IOSH Awards London
- Major category NISO/NISG Occupational Safety Awards in 2011, 2012, 2013, 2014, 2015, 2016
- Deloitte “Best Managed Company” Award in 2011, 2012, 2013, 2014, 2015, 2016 & 2017
- Voted one of Europe's Most Inspirational Companies – London Stock Exchange Group

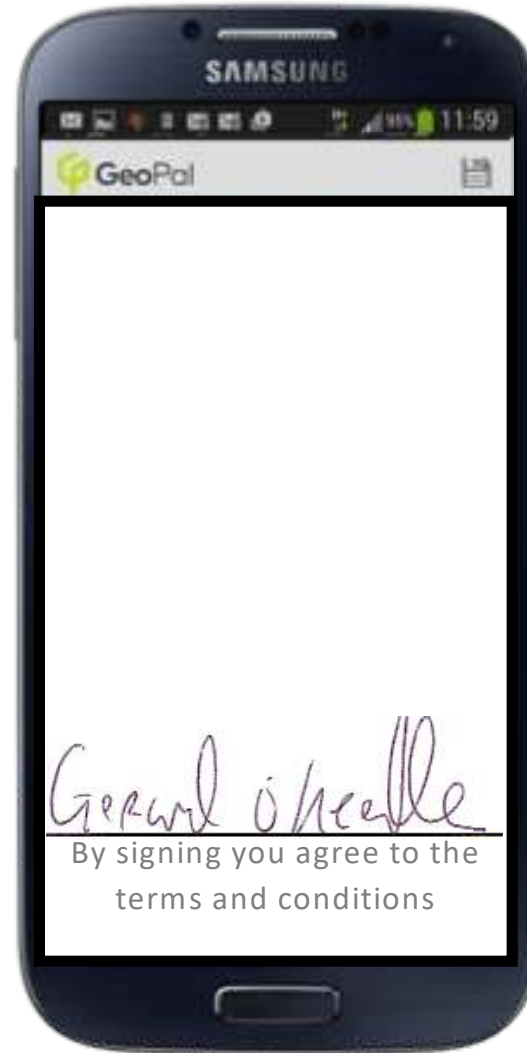


What is GeoPal?

- ✓ Complete Field Operations Management Mobile Add-On.
- ✓ Connects own and contractor field workers with the back office, replacing all paper forms with GeoPal Mobile Forms
- ✓ Real-time visibility of field operations through executive dashboards, Business Intelligence, and KPI reports
- ✓ Quick Deployment - SaaS
- ✓ Experts in the market
- ✓ Innovative, e.g. IoT Solutions



Mobile Forms



Job Dispatch

No Filter 02/08/2017

Details Parts

Job Template: Job Id:
Job Demo 99438

Job Color: Job Priority:
Orange Medium

Company Details

Company: Use Address
PPC001 Provident Personal f

Contact/Site name:
PPC1001 David Smith

Asset:


262 Shetcliffe Lane Custom Address:
BD46QJ, Bradford No Address:
Ireland

Custom Fields

Job description:
This is job description

Photo:

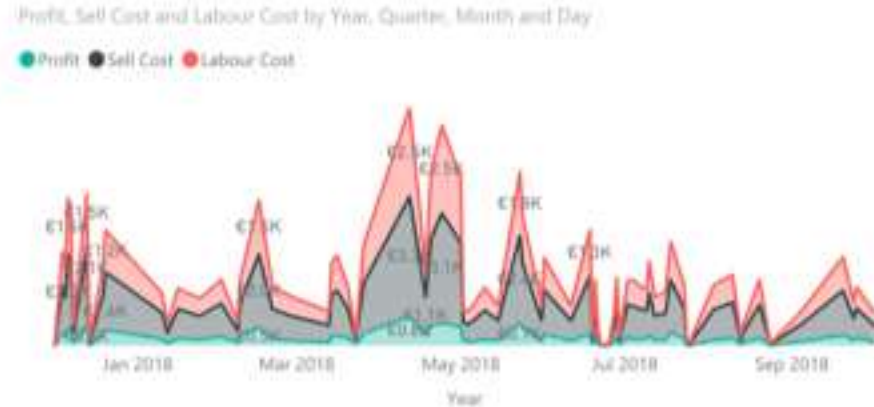
GPS Location:
GPS Location



Map data ©2017 Google Terms of Use Report a map error

Unassigned	36	Assigned	0	Rejected	0	Completed	0	Deleted	0	In Progress	3	Accepted	6
Incomplete	0	Review	0	Archive	0	Cancelled	0	Pending	0	Planned	0	Paused	0

Asset Management



Job ID	Master Job ID	Date of Works	Project	Supervisor	Staff Type	Engineer Name	Start Time	End Time	Normal Time Cost	Normal Sell Cost	Overtime 1 Cost	Overtime 1 Sell Cost	Overtime 2 Cost	Overtime 2 Sell Cost	Labour Cost	Sell Cost
927	916	Tuesday 24 April 2018	Utils Project 3	Borja Lizano (E/M)	GP	Annalise Wembley	09:00	17:00	€410	€500	€0	€0	€0	€0	€410	€500
926	916	Tuesday 24 April 2018	Utils Project 3	Borja Lizano (E/M)	GP	Leah Hyland	09:00	17:00	€281.13	€357.5	€0	€0	€0	€0	€281.13	€357.5
925	916	Tuesday 24 April 2018	Utils	Borja	GP	Calanthe	09:00	17:00	€430.5	€525	€0	€0	€0	€0	€430.5	€525
Total									€36,949.6	€48,720	€9,094.3	€12,225.4	€5,288.91	€7,129.6	€51,332.86	€68,075.05

Filter by date range

Last 1 Select

No filters applied

Filter by date range

01/12/2017 02/10/2018



Improve Satisfaction Through Technology



- Quality Control + Assistance = Better Customer Experience
- React to customer complaints in Real-Time
- Eliminate Payment Disputes
- Vehicle Tracking Systems – improvements into business (insurance fees + fuel costs)



SIRO – What Problem Do TLI Solve



SIRO



Shannon	Total	Average Span	Total Span
Vaulted MP	170		
Non Vaulted MP	400		
LV Poles	20	45	900
MV Poles	50	90	4500
Homes	6500		

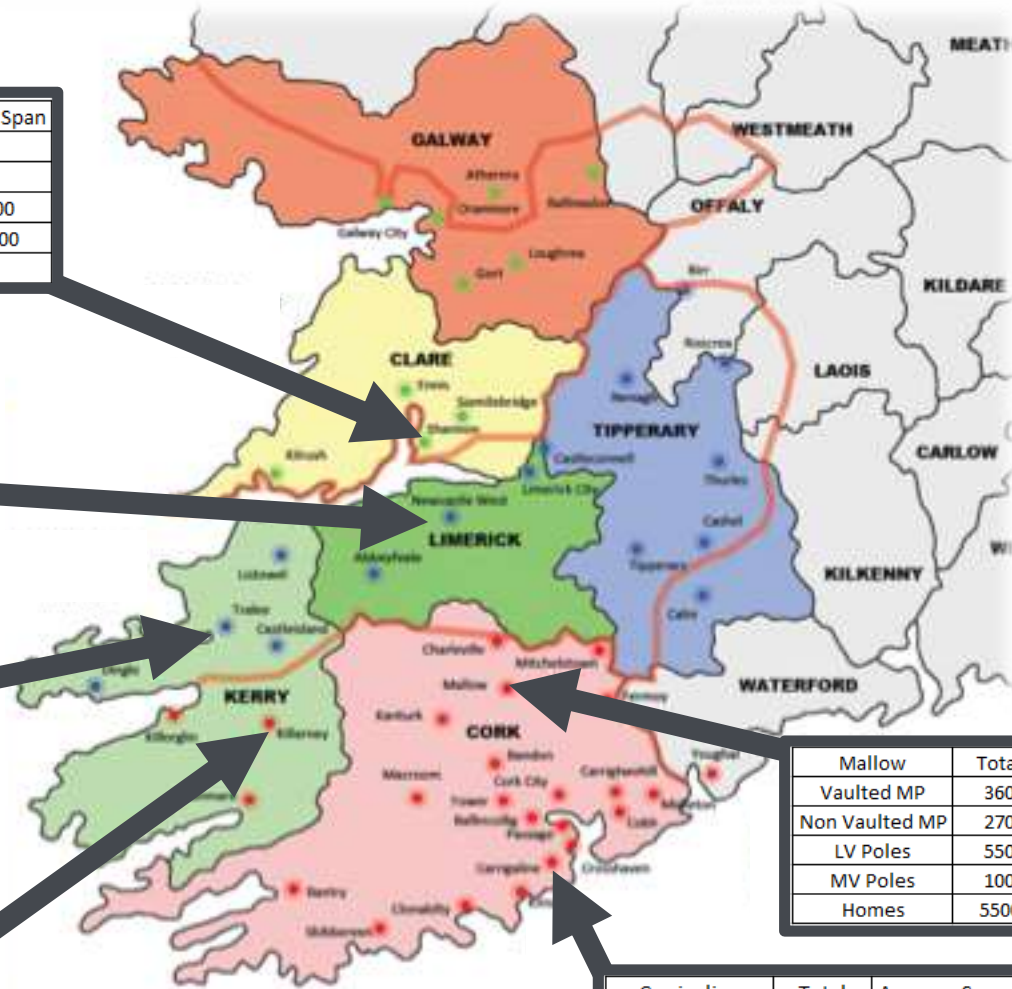
Limerick	Total	Average Span	Total Span
Vaulted MP	2600		
Non Vaulted MP	2800		
LV Poles	3800	45	171000
MV Poles	300	90	27000
Homes	45000		

Tralee	Total	Average Span	Total Span
Vaulted MP	850		
Non Vaulted MP	1220		
LV Poles	1250	45	56250
MV Poles	350	90	31500
Homes	13500		

Killarney	Total	Average Span	Total Span
Vaulted MP	95		
Non Vaulted MP	430		
LV Poles	480	45	21600
MV Poles	80	90	7200
Homes	6500		

Mallow	Total	Average Span	Total Span
Vaulted MP	360		
Non Vaulted MP	270		
LV Poles	550	45	24750
MV Poles	100	90	9000
Homes	5500		

Carrigaline	Total	Average Span	Total Span
Vaulted MP	600		
Non Vaulted MP	400		
LV Poles	300	45	13500
MV Poles	200	90	18000
Homes	5500		



How Does GeoPal Support



Talk about CVI Process?

Gathers initial design information

Enables designers to build a bill of quantities for all Civil & Fibre Works

Allocates job packs on a daily basis

updates records on a daily basis

Gated processes are followed to close out jobs

Quality statistics recorded and analysed

All information available in real-time

Put in dashboard screenshots **

How Does GeoPal Support



Navigation sidebar for the GeoPal interface:

- tli GROUP logo
- Modules
- Dashboard
- Jobs
- Planner
- Jobs Search
- Create A Job
- Recurring Jobs
- Upload Jobs
- Assets
- CRM
- Maps
- Reports
- Configuration

GeoPal Planner interface showing a Gantt chart view of job assignments for employees from Monday 01/10 to Friday 05/10.

Top navigation: No Filter, Edit, Add a Job, Assign (0), Gantt View, Grid View, Map View, Business, Today, Day, 5 Day, 7 Day, Month, 10/05/2018.

Employees listed on the left:

- Unassigned Jobs
- Employee ↑
- Search Employee
- Jaques DuPlooy
- Russell Fleming
- Michael Hussey
- Batt Lawlor
- Eoin Lynch
- Justin Lynch
- James McCarthy
- Tom McKenna
- Mike Sheehan
- Miroslav Varajic

Job assignments are represented by bars in the Gantt chart, each labeled "Job Identifier".

Employee	Mon 01/10	Tue 02/10	Wed 03/10	Thu 04/10	Fri 05/10
Jaques DuPlooy	Job Identifier (7:00-13:00)	Job Identifier (7:00-13:00)	Job Identifier (7:00-13:00)		
Russell Fleming					
Michael Hussey					
Batt Lawlor					
Eoin Lynch		Job Identifier (7:00-13:00)	Job Identifier (7:00-13:00)	Job Identifier (7:00-13:00)	Job Identifier (7:00-13:00)
Justin Lynch					
James McCarthy					
Tom McKenna					
Mike Sheehan					
Miroslav Varajic				Job Identifier (7:00-13:00)	Job Identifier (7:00-13:00)

How Does GeoPal Support



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Search

Site From: 01/02/19
Site To: 01/02/19
Search

- AF400
- AF400
- AF401
- AH8535
- AH8537
- AH8538
- AH8539
- AH937
- AH940
- AJ535
- AJ536
- AL575
- AL581
- AM271X1
- AN821**
- AN822
- AN823
- AN824
- AN825
- AN826
- AN827
- AP328
- AP329
- AP330
- AP331
- AP332

Pole #AN821

General Information

Site:	00401	Job ID:	229
Order:	00401 9 91	Est Date:	02/10/19 09:00
POC:	James Duffin	Complete Date:	02/10/19 16:28

Action Details

Comment Code	Description	Unit	Quantity	Notes
275	PROVIDE DANGER NOTICES	Per Pole	2	
340	REPLACE - ADD CABLE GUARD	Per Cable Guard	1	
355	REPLACE 2M COMPLETE	Per Day	1	

CM Action Details

Comment Code	Description	Unit	Quantity	Notes
210	1 M BUNDLED CONDUCTOR TERMINATION	Per Span	1	
220	2M BUNDLED CONDUCTOR TERMINATION	Per Span	2	
230	DROPPERS TO 3-PHASE PULSE UNIT 2BAC	Per Pole Unit	1	
240	ERECT - REPLACE 3-PHASE PULSE UNIT (UNIS 2BAC)	Per Pole Unit	1	
275	PROVIDE DANGER NOTICES	Per Pole	2	
290	VERIFY EXTN TO 100V POLE POSITION (3-PHASE)	Per Service Connector	1	
340	REPLACE - ADD CABLE GUARD	Per Cable Guard	1	
355	REPLACE 2M COMPLETE	Per Day	1	
400	Complete Pole Repair (On Site with Pole Guarding) - 2m Each Pole near Pole	Per Pole	1	

Photos

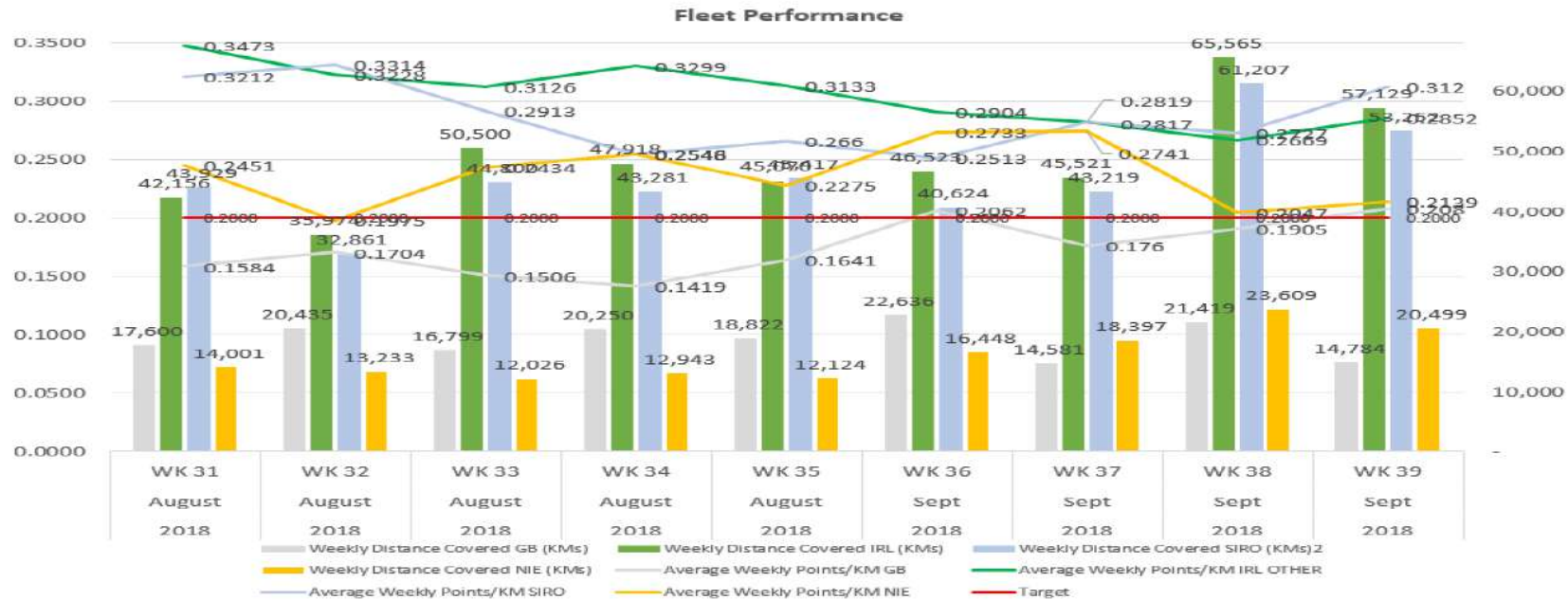
How Does GeoPal Support



Fleet Performance & Compliance Dashboard



Fleet Performance



Top 5 Speed Breaches

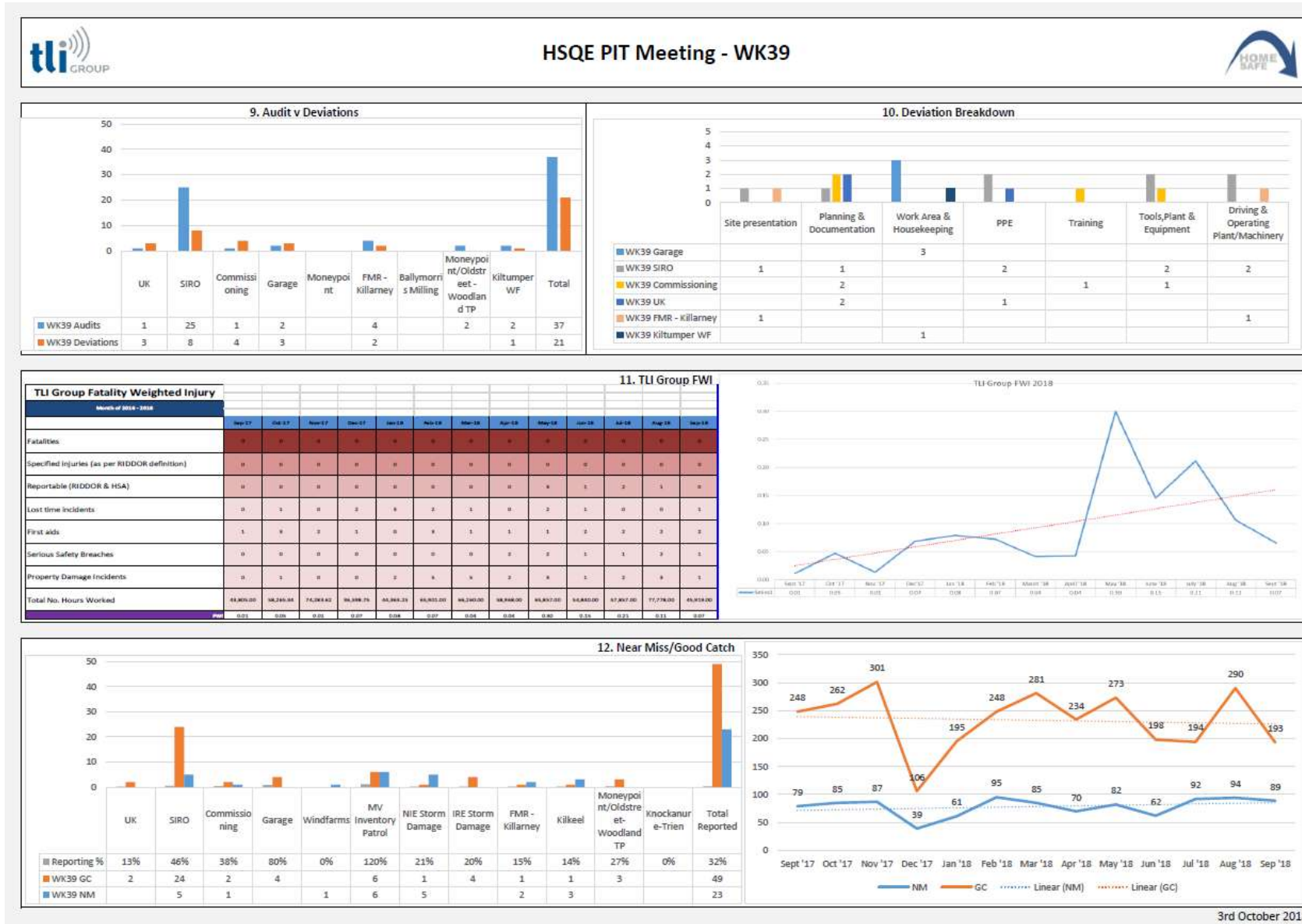
Cour	Project	Wk N	Assigned Driver	Fleet No	Speed Bre	Excess Dec	Safety	Quality	Total	Distance (k)	Average	Band
IRL	SIRO	39	Tom Thornton	202	149	63	1,126	128	1,254	1,585.46	0.7909	AMBER
IRL	SIRO	39	Wille O Gorman	223	111	50	827	0	827	1,040.09	0.7951	AMBER
IRL	SIRO	39	Deek Tobin	233	111	60	837	168	1,005	1,365.2	0.7362	AMBER
IRL	FMR	39	Bail Lawlor	268	107	81	830	28	858	972.14	0.8828	AMBER
IRL	SIRO	39	Designer Van SIRO	H137	88	34	650	80	730	1,350.02	0.5407	AMBER

Top 5 Drivers

Cour	Project	Wk N	Assigned Driver	Fleet No	Speed Bre	Excess Dec	Safety	Quality	Total	Distance (k)	Average	Band
NI	NIE	39	Martin Kelly	H201	2	0	14	0	14	1,474.69	0.0095	GREEN
IRL	Patrolling	39	Cieve Brooks	185	0	0	0	1	7	679.97	0.0103	GREEN
NI	NIE	39	John Wright	H183	2	0	14	0	14	609.75	0.0230	GREEN
GB	SSE	39	Don Payne	H115	5	1	36	6	42	1,325.64	0.0317	GREEN
IRL	SIRO	39	Brendan Enright	H171	3	13	34	0	34	862.78	0.0394	GREEN

Red Drivers 0
Amber Drivers 21
Green Drivers 150

How Does GeoPal Support



Zero Strikes – What is a Utility Strike?

- Explain what is meant by Utility Strikes
- Some stats from report
- Record of recent case – payout



- Explain what is meant by Utility Strikes
- Some stats from report
- Record of recent case – payout
- Requirement from BT –all contractors working on their behalf–
collaboration with GeoPal on HotJobs
- Approved supplier

- Video of Hotjobs
- How I goes out on handheld & updates
- Verbal compliment from Ellis – visually looked better than anything he had seen before for tracking the progress/status of job being planned

