



# Integrated Skills

Specialists in Environmental Management

[www.integrated-skills.com](http://www.integrated-skills.com)

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**October 2008**

## RouteSmart™ Navigator

Adding Value to RouteSmart™

Route Optimisation Software Solutions

**Agency drivers? New or bespoke routes?  
Out-of-date maps? Incomplete round lists?**

**RouteSmart™ Navigator  
will get you there!**

Last year, Newcastle City Council purchased RouteSmart™ for strategic and operational route planning for a range of environmental services including refuse collection, street sweeping and winter maintenance. ISL are now working on a follow-up commission to develop an "in-cab" navigation device which will mean that drivers will be able to find their way by following an on-screen display and spoken instructions rather than using written instructions or map-reading.

Additional features include the ability to add property or location specific instructions such as assisted collections, as well as health and safety advice, recommended speeds or warnings of restricted access. A beta version is due imminently with full implementation scheduled before the end of the year.

James Holt, GIS Manager at ISL and team leader for system development says "its a very challenging but really exciting project. Its great to be at the forefront of this kind of application de-

velopment, with interest coming in from RouteSmart™ users around the world".

RouteSmart™ is an add-on to ESRI's ArcGIS platform and ISL are one of only three authorised ESRI software development partners worldwide.

RouteSmart™ Navigator is due to be launched to the wider market in the coming months. For more information, use the contact details at the foot of this page.



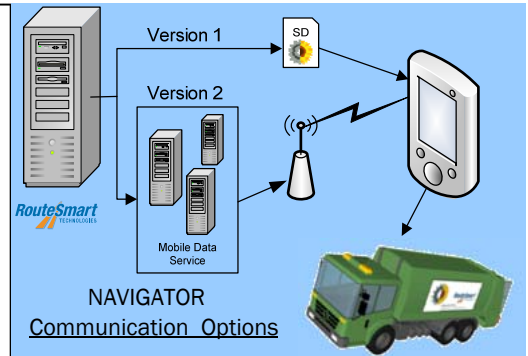
### **Buy the Software or the Solution?**

There is a growing trend amongst RouteSmart™ clients to opt to buy a software licence along with training and support, rather than employing specialist consultants to design routes and then hand over the results.

Nick Crick of ISL says "in the past, few clients had the skills or resources to understand and get the best out of the soft-

ware. Now we are finding that local authorities with practical, computer-literate staff who have an understanding of GIS are quite capable of getting to grips with RouteSmart™ and developing, optimising and regularly updating routes. Some of our earlier clients may have been daunted by the apparent complexity of the system and opted for a consultancy contract. Many have since come back to us to buy the software."

In the last year, RouteSmart™ has been used in over a dozen authorities in England, 4 buying licences.



### **MAIN OFFICE CONTACT DETAILS**

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**James Pritchard** Software Developer/Consultant

James joined ISL in August to provide much-needed resources and additional skills in software and systems development. His experience includes 5 years of web development and programming in a wide range of computer languages, as well as providing technical support on software products and systems. He is currently working full-time on the development of RouteSmart™ Navigator (see front page) which involves complex programming to produce a state-of-the-art and user-friendly product. James is based at ISL's Leicester office



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Our Leicester office has moved (though not far) from Number 20 to Number 12. All other address details remain the same including the postcode and telephone number. James Holt and James Pritchard will be based at Number 12 providing GIS and IT support for new and existing RouteSmart clients.

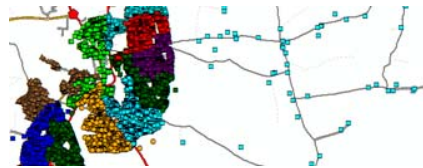
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James Pritchard can be contacted at: [jpritchard@integrated-skills.com](mailto:jpritchard@integrated-skills.com)

**HAMBLETON PURCHASE ROUTESMART™**

After initial consultancy work to develop new, optimised routes for recycling collections, Hambleton District Council in North Yorkshire decided to purchase a licence for their own

copy of RouteSmart™. James Holt of Integrated Skills has delivered training to the Council's GIS team, using live project data for demonstration purposes. The Council are using the software to investigate a range of options for potential efficiency savings.



**INTERSECT'08**  
RouteSmart's Premier Learning & Collaboration Event



Running from the 7th to the 12th September in the historic seaport of Annapolis on the shores of Chesapeake Bay, the latest RouteSmart™ users conference and training event brought together over 100 delegates from the public sector and a wide range of different commercial private sectors in Europe and the US.

As well as presentations on latest developments and advanced routing techniques, round table workshop sessions in peer groups provided unrivalled opportunities to share experience and best practice. As sole

UK and Ireland agents for RouteSmart™, Integrated Skills, represented by Nick Crick and James Holt gave presentations on routing in the UK and the development of RouteSmart™ Navigator - which was of great interest to all at the event.

As well as meeting some of the major RouteSmart™ clients from the public and private sectors, networking opportunities included a pub crawl around the historic city of Annapolis, naturally by an optimised route to minimise travel and maximise "service times" (the general allowance being 30 minutes per pub).

All RouteSmart™ clients are invited to attend user conferences, and new users found the four separate post-conference three-day training sessions particularly valuable.

**Integrated Skills**  
Specialists in  
Environmental Management

**Strategic Advice**

Economics Strategies Legislation

**Project Advice**

Efficiencies Procurement Planning Permitting

**Commercial and Business Advice**

Valuations Market Research Training

**Technical Advice**

Collection Recycling Treatment Disposal

**GIS and Map-based IT Solutions**

Low and High Density Route Optimisation

RouteSmart™ is in use in Western Europe and North and South America, and not only in the environmental sector. The main applications are:

- \* Refuse and recycling collections, street sweeping and gritting
- \* Newspaper delivery
- \* Postal services
- \* Utility meter reading

In the public sector, clients using RouteSmart™ for environmental services range from major cities such as

New York, Cleveland, San Diego and Berlin. In the private sector, clients include The New York Times (with an average daily circulation of over 1M



across 200 cities), the US Postal Service and FedEx. In utilities, clients include many US supply companies as well as Veolia Water.

But you don't have to be big to benefit from the efficiencies RouteSmart™ can bring. In the UK, clients include authorities facing the challenge of predominantly rural collections with high mileages, modest vehicle fleets and difficult access. Typically savings of 10% to 15% in mileage can be realised, coupled with well balanced loads and working hours distributed evenly between crews.