



Geospatial Products & Services
17th Annual EXCELLENCE
AWARDS

Program Summary and Tips for Creating a Submittal

ADVANCED PROSPECTUS

DISCUSSION TOPICS

- What is the Excellence Program?
- Streamlined Process
- Award Categories
- Judging
- Why Your Firm Should Participate?
- Who Can Submit?
- Benefits
- Tips for a Competitive Entry
- Check List and Schedule
- So.....What's Next?



WHAT IS THE EXCELLENCE PROGRAM



- 17th annual awards program
- Showcase your innovative projects and technologies
- Exposure to the broad geospatial community
- Innovative products and professional services
- Small business category

POINT CLOUDS "RAIN" ON LAS VEGAS TO HELP CONSERVE WATER

ROLE OF CONSULTANT

Merrick & Company, Inc. (Merrick) was tasked to manage and perform the ultimate acquisition of LiDAR to support the various existing operations of the Southern Nevada Water Authority (SNWA) and its various partners. Merrick used its Geomatics, LiDAR, and GIS expertise to collect, process, and analyze LiDAR data to create a 3D point cloud that will be used to support the SNWA's various operations.

COMPLEXITY

Due to the wide variety of data sources and formats, the project was highly complex. The data was collected from various sources, including aerial, ground-based, and mobile mapping systems. The data was also collected from various sensors, including LiDAR, RGB, and thermal imaging. The project required the integration of these different data sources into a single, coherent dataset.

FUTURE VALUE TO THE GEOSPATIAL PROFESSION

The project demonstrated the value of LiDAR data in a variety of applications, including urban planning, infrastructure management, and environmental monitoring. The project also demonstrated the value of geospatial data in a variety of other applications, including transportation, agriculture, and disaster response.

CLIENT SATISFACTION

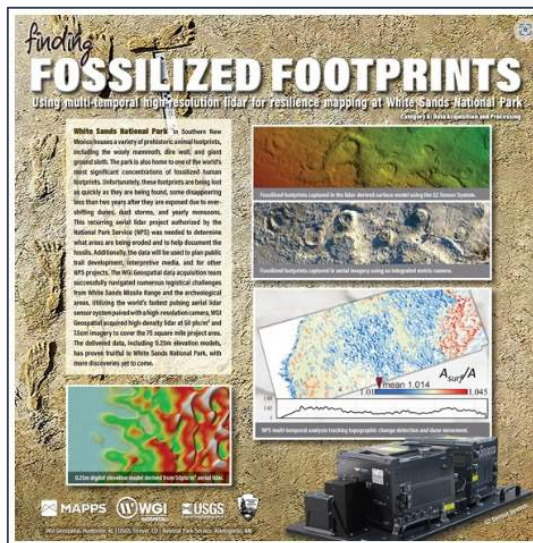
The client was highly satisfied with the project results. The project was completed on time and within budget. The client was also impressed with the quality of the data and the expertise of the project team.

Sample 3-page Project Description

WHAT IS THE EXCELLENCE PROGRAM



- Recognize professionalism, value, integrity and achievement
- Unbiased and professional judging
- Celebrate all entries and winners
- Continuous publicity about the awards and projects



Project Poster Examples

STREAMLINED SUBMITTAL PROCESS



- No letter from client needed
- ALL digital submittal
 - 3-page Project Description
 - 75-word Summary
 - Electronic entry form and payment
 - No printed poster
- Multi-firm submittals (project teams, joint ventures, etc.)

MAPPS Geospatial Products and Services Excellence Awards
Awards Entry Form

Please include a copy of this document with the project/product submission

Entry Information

Submission Number: _____

Name of Firm: _____

Address: _____

Primary Contact: _____

Primary Contact Phone Number: _____

Primary Contact Email: _____

Project Manager: _____

Project Manager Email: _____

About the Project

Project Name: _____

Category: _____

Geographic Location of Project: _____

Scheduled Date of Completion: _____

Actual Date of Completion: _____

Affirmed: I agree that this project follows the completion date criteria

Budgeted Fee: \$ _____

Actual Fee: \$ _____

Yes: I accept the competition rules.

Yes: I have obtained permission from the client to publicize project's details with respect to its complexity, innovative application of technology or techniques, and value to the geospatial profession and the public.

Yes: I understand that the awards will be announced at the Excellence Awards Reception at the MAPPS Winter Conference in Palm Harbor, Florida. I understand that a representative from my firm should make every effort to attend.

Sample Electronic Entry Form

EXCELLENCE AWARD CATEGORIES



Data Acquisition and Processing

Aerial Photogrammetry, Satellite, Radar, and Airborne, Bathymetric, Mobile Lidar

Surveying/Field Data Collection

GPS, Terrestrial Lidar, Ground Penetrating Radar, Utility Locations

GIS/IT/Remote Sensing Analysis

End-user Applications, Needs Study, Custom Workflows and Tools

Small Business Projects

Not exceeding \$200,000 in professional services revenue

Technology Innovation/Licensed Data Products

Sensors, Software and new solutions from Associate Members

EXCELLENCE AWARD JUDGING



Perry Trunick
Past Editor
POB Magazine



Karen Schuckman
ASPRS Past President Penn
State University Associate
Professor



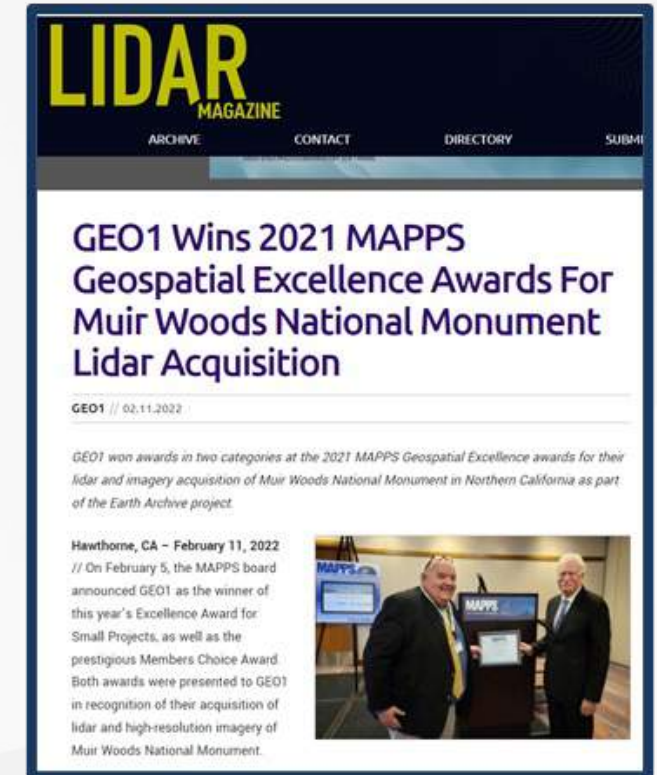
Sudhakar Nagarajan
Florida Atlantic University
Associate Chair/Professor
Geomatics

	Categories A-D	Category E
1. Complexity		
<ul style="list-style-type: none"> Were there extraordinary project*/product** requirements? Did the entry successfully address complex technical criteria or unique problems? Did the entry require ingenuity to achieve projects*/product** success? Was the project workflow complex with any sub-tasks that made managing the project especially challenging? 	30%	20%
2. Original or Innovative Application*/Development** of Technologies or Techniques?		
<ul style="list-style-type: none"> Were new techniques or technologies used to complete the project* or develop the product**? Were existing techniques or technologies used in innovative ways? Will these innovative techniques or technologies be useful for future projects*/products**? 	20%	20%
3. Future Value to the Geospatial Profession and the Public		
<ul style="list-style-type: none"> Does the entry advance a positive public image of geospatial excellence? Is the public's health, safety or welfare improved as a result? Will the entry redefine the marketplace or the public's way of thinking? Does the entry advance the geospatial profession? 	20%	60%
4. Client/Owner Satisfaction		
<ul style="list-style-type: none"> Did the project successfully exceed client expectations? Was an economical and cost-effective solution proposed? Was the client's schedule met? 	30%	NA

*Applies to entries in Categories A-D, ** applies to entries in Category E.

WHY SHOULD YOUR FIRM PARTICIPATE

- Multi-purpose Uses for Entry
 - Use for conference presentations
 - Professional journal articles
 - Use for other awards programs
- Increase Employee Engagement
 - Employee recognition / reviews
 - Frame poster for office
- Extend Brand Recognition
 - Positive brand visibility (employee, clients, prospects, community, thought leader)
 - Used throughout the sales cycle (positioning, marketing, proposals, client maintenance)
 - Great social media content

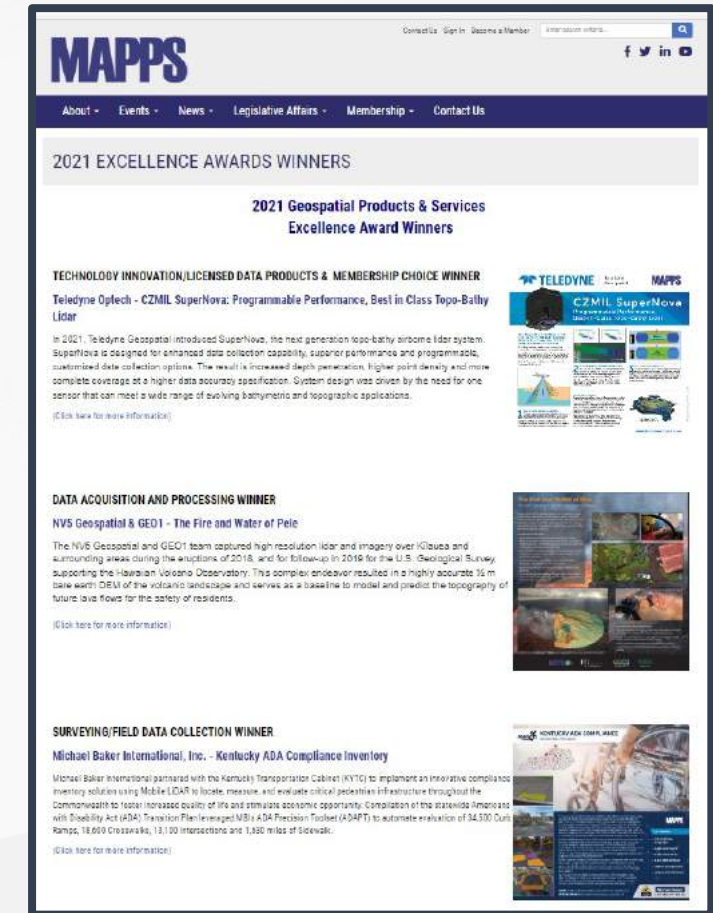


Press Release and Social Media Content

WHY SHOULD YOUR FIRM PARTICIPATE



- Creates Collaboration
 - Celebrate employee / team success
 - Build community within internal and external teams
- Recruiting and Retention
 - Promotes opportunity and recruitment of university graduates entering our geospatial workforce
 - Commitment to people, technology, society, profession
 - Employees research, prepare graphics and write submittal
 - Use on certification and registration applications



Publicity on the MAPPS website

WHO CAN SUBMIT?



- Open to any MAPPS Regular or Associate firms in good standing.
 - Paid current year dues and intend to pay upcoming annual dues
- Subcontractors eligible and encouraged to participate
 - Ask your prime if you can submit
 - Primes recognized as your client
 - Must still coordinate with end client
- Tell the story of your portion of the scope of work.
- Team and JV submittals need to identify the primary firm submitting.
 - Team/JV entity not a MAPPS member
 - Additional team/JV firm awards can be purchased



Award Winners from a Joint Venture

BENEFITS



- MAPPs and Firm Publicity
 - Advertising and press releases for your firm
 - YouTube interviews
 - Name on awards call for entry announcements
 - Website recognition
 - Posters displayed at MAPPs events
- Political and Client Exposure
 - Press releases within participant and project political districts
 - Discuss your project on Capitol Hill

The image shows a screenshot of a news article on the MAPPs website. The article is titled "MAPPs Presents the 2022 Geospatial Services Excellence Awards" and is dated February 23, 2023. The article text describes the awards ceremony held in Washington, DC, on February 22, 2023, at the Hyatt Regency Grand Reserve. It mentions that MAPPs honored members with the 2022 Geospatial Excellence Awards as part of its 16th annual awards ceremony. The article also includes a photograph of the award recipients standing on a stage with MAPPs logos in the background. The website header includes navigation links for Home, News, Opinions, Magazine, Image Gallery, and Mark. The article header includes a search bar and navigation links for LIDAR NEWS, BLOGS, ARTICLES, SHOWCASE, ENEWSLETTER, INTERVIEWS, WEBINARS, EVENTS, and VIDEOS.

BENEFITS



- Client Participation:
 - Engage client / prime early
 - Involves client at a much different level
 - Non-project related meetings with client builds stronger relationship
 - Involve teammates to “win an award together”
 - Extends reach within the clients’ organization (peers and supervisors)
 - Award winners can purchase copy of the award to present to the client
 - Firm name on the award, certificate and poster in client's office



Associate Member Technology
Award Winners

TIPS FOR A COMPETITIVE ENTRY

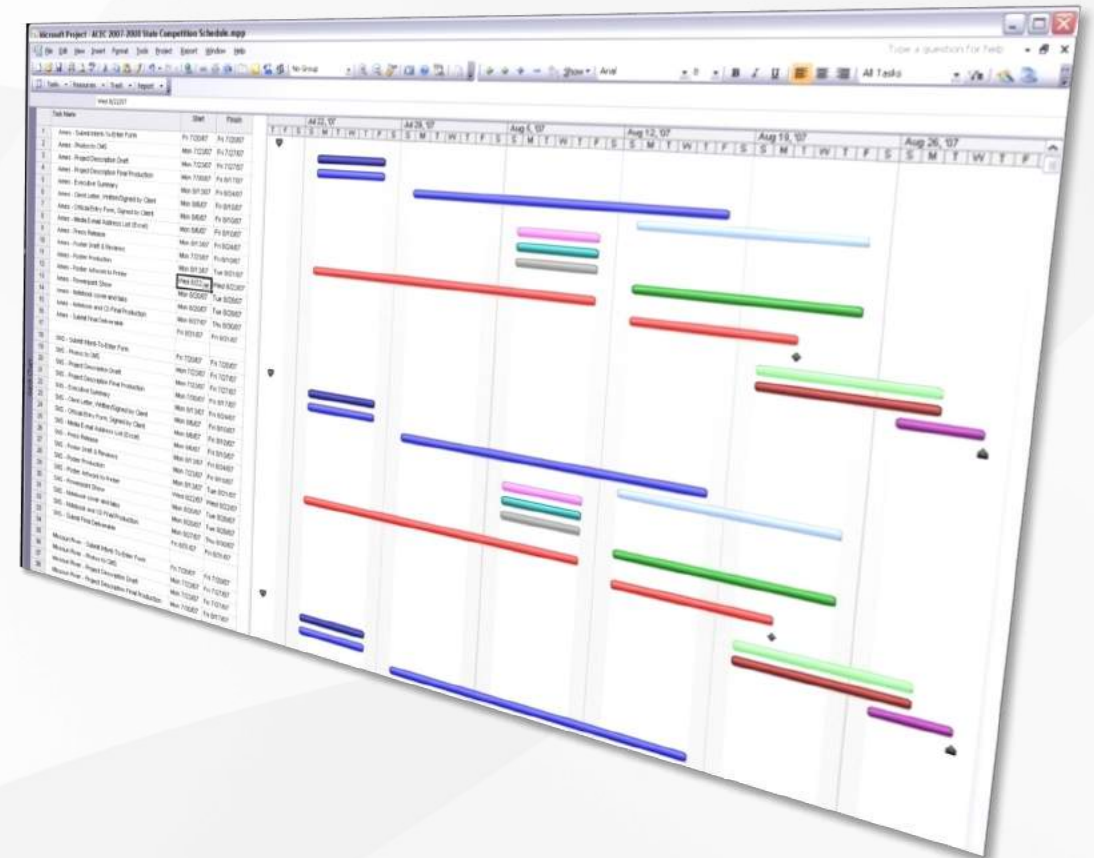


▪ Submittal Like a Proposal

- Assign project manager
- Provide technical support
- Meet the schedule
- “Submit to Win” strategy

▪ Graphics, Data and Photos

- Graphics support the story
- Data examples add value
- Obtain graphics/examples while project is active
- Ask client/prime for examples of the applications from your data



TIPS FOR A COMPETITIVE ENTRY



- **Review the Judging Criteria**
 - Complexity
 - Original or Innovative Application & Development of Technologies or Techniques
 - Future Value to the Geospatial Profession and the Public
 - Client/Owner Satisfaction
- **Use the judging criteria as the outline to write the 3-page Project Description**



2022 MAPPS Excellence Award Winners

TIPS FOR A COMPETITIVE ENTRY



- **Make the technical “stuff” understandable and interesting**
 - Have a non-technical person read the submittal
- **What is the “back story”?**
 - Why is the project being done?
 - Who are the users and beneficiaries of the data?
 - Research cool, non-technical information supporting the project
- **Take advantage of the MAPPS resources**



Winners Announced at the Awards Banquet

CHECKLIST AND SCHEDULE



- Client or prime approval (no letter required)
- 3-page Project Description
- 75-word Project Summary (one paragraph)
- Entry submittal – all digital
- Pay \$400 entry fee on-line or send check to MAPPS
- Digital submittal by October 31st
- Category, Membership Choice and Grand Award winners announced in Hawaii at the annual Winter Conference taking place January 14-18, 2024

SO...WHAT'S NEXT?



- Look for follow on reminders & official invitation to submit (** Estimated Issue Date - 9/15/23*)
- Rally your employees to create a winning entry
- Discuss entry with your client or prime contractor
- Ask questions of MAPPS staff/committee
- Gather photos, data examples, client quotes, etc.
- Submit your entry information electronically (**Estimated Due Date NLT 10/31/23*)
- Pay the \$400 entry fee
- Come to the Winter Conference to celebrate and see if you won!

(Dates subject to change)*