

The ROVER Reporter

A QUARTERLY PUBLICATION OF eGPS SOLUTIONS

AUTUMN 2007

eGPS Exhibits at Florida Trade Conference

This past September, eGPS Solutions attended its first Florida Surveying and Mapping Society (FSMS) Annual Conference. Held this year at the beautiful Ocean Reef Club on the northern tip of Key Largo, the usually landlocked eGPS Solutions team traded tall pines for tall palms and Captain D's for fresh fish.

Yes, the setting was idyllic; however it was the timing of the conference *and* the implementation of new GEO++ GNSMART software throughout Florida that actually created the perfect scenario for announcing the company's statewide base station network coverage throughout all of both Florida and Georgia...or Gator and Bulldog Nations as suggested by the tote bags that eGPS Solutions handed out. The breaking news generated a lot of interest from eGPS Solutions' existing customers and conference attendees who were hearing of the company and the network for the first time.



Other than 100% coverage, eGPS Solutions wanted Florida's surveying and mapping community to take home the message that "All Networks are NOT Alike." When asked, "Why would I pay for a network when the FDOT network is free?" a closer examination of the two systems demonstrated a marked increase in productivity with the eGPS Solutions network. Most agreed that this potential would more than pay the network fees. Many surveyors at the show knew little about the differences that exist between RTNs prior to the information they received at the FSMS conference and are more educated on the subject as a result of attending.

Many distributors expressed an interest in reselling eGPS Solutions network subscriptions bundled with their GPS rovers when they realized the company is not brand biased. More than once, eGPS Solutions has been confused as an equipment dealer since the concept of an RTN not linked to an equipment dealer is rather unique. However, eGPS Solutions actually encourages the use of all manufacturers' equipment on its network. "Built by Surveyors, For Surveyors," the company's focus is, and always will be, to provide the very best network available anywhere.

The company's first foray to the FSMS conference has been considered a success. However, it goes without saying that we made notes on where eGPS Solutions can make improvements with our Florida area network and marketing efforts for next year's show in Tampa. To our customers, society members and the FSMS Tallahassee staff, thank you for the warm welcome!

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Welcome to Our Newest Subscribers:

[Boatwright Land Surveyors](#)
[Diverse Power](#)
[EMC Engineering](#)
[Graham Brothers](#)
[K Survey](#)
[LD Bradley](#)
[Sanborn](#)
[Star Survey](#)
[Vista Engineering](#)

Mark Your Calendar:

October 30

Roundtable Users Meeting
Ramada Inn, Jacksonville, FL
6:00 - 8:00 PM
Topic: Differences in Real Time Networks (*Read more on Page 4*)

January 26- 28

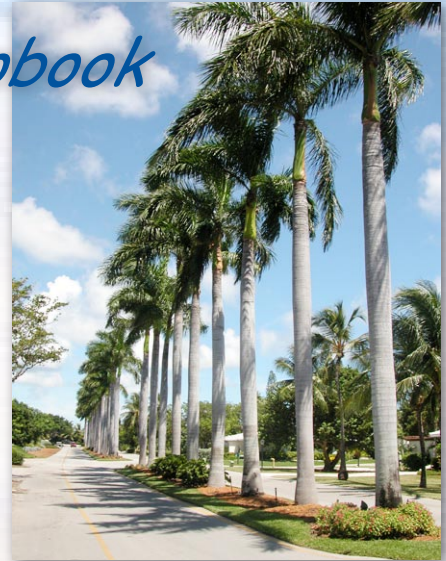
SAMSOG Technical Seminar
Southern Polytechnic State Univ.
Marietta, GA


www.egps.net

FSMS Annual Conference Scrapbook



*Left to Right:
Charlie Towne with
Survey Products
Unlimited and
Lonnie Sears and
Wes Hand with
eGPS Solutions*

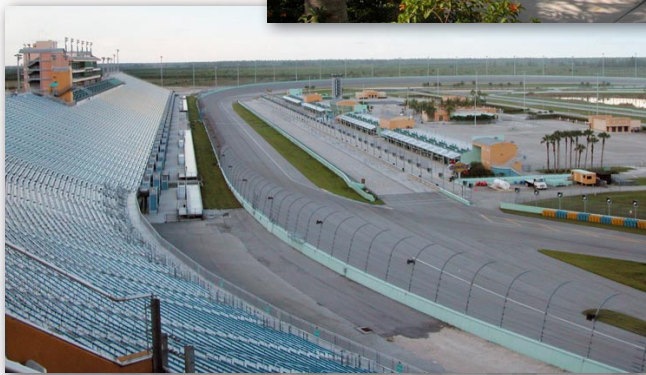


Majestic palms!

*Steps outside
the conference
venue...*



Ship to Shore...Ocean Reef style!



*Best place to hold a fish fry?
The Homestead Miami Speedway of course!*



*Left to Right:
eGPS' Lonnie Sears
and Dan Woodruff
with Eagle Point*



*Left to Right:
eGPS' Wes Hand and FSMS 2006-2007
President Michael Whiting, County Surveyor for
Miami-Dade County*

Growing Pains

Anytime there is explosive growth, a few growing pains are bound to follow. eGPS Solutions is not an exception and the company will be the first to openly admit that our Florida service is currently not performing as well as the premier network we have established in Georgia. This is unacceptable to us and we are on top of things to bring the Florida network up to par.

Since announcing complete coverage in Florida, eGPS Solutions' has been vigilantly working to establish the same reliable, accurate and precise correction service that we established for our Georgia users. Each day brings us a little closer to that goal and when the company is satisfied with the network's performance, sales will actively resume signing on surveyors, contractors, and GIS professionals in Florida. Existing customers who work in the Jacksonville and Tampa areas under the previous network system are welcome to use the new Geo++ GNSMART network platform if they wish. Be forewarned to localize for datum, check accuracy often, and excuse unplanned outages as the company transitions those base stations to the new Geo++GNSMART operations and shores up the additional connections for statewide coverage.

Georgia surveyors are not adversely affected by the changes with the Florida network. In fact, the Florida network overlaps into Georgia creating a large area where subscribers can use either network to achieve even greater reliability and precision. This overlap also fills in area that we previously did not cover in the southern regions of Georgia.

For more information on Geo++ GNSMART the following two web sites are good places to start:

<http://www.geopp.de/index.php?sprachauswahl=en&bereich=5&kategorie=31&artikel=35/page1.html>

http://www.geopp.de/download/ion2001-gnsmart_p.pdf

The Rental Marketplace

Have you ever been in the situation where you needed another piece of equipment just for a day or two, but could not come up with one? We have, and that's one of the reasons why eGPS Solutions decided to get into the rental side of the survey business.

Rentals have been a great addition to eGPS Solutions' line of services. Right now there are five systems in the company's rental fleet. They have been kept steadily busy in both Georgia & Florida. More systems will be added as the company has more demand for them.

eGPS Solutions' rental fleet includes Robotic total stations and GPS RTK rovers. Each package comes with the data collector, cables, batteries, accessories and supplies needed to get right to work. The batteries even come charged!

The rental business requires a unique type of support - one that understands the pressures of learning out in the field. The eGPS Solutions staff has been there as surveyors, sales people, and as trainers. We understand that nothing is more frustrating than being out in the middle of nowhere with a problem. So we include phone support with our rentals - *we are here to make sure you succeed!*

The support does not stop there. When customers return their rental, our staff is available to assist as you work with your data. We can help you process data over the phone, or a member of our staff can process and send it to you. Check out our pricing packages on the eGPS Solutions web site:

www.egps.net/rentals.htm

Training Can:

- Be customized for specific applications or company styles
- Take a mediocre surveyor and help them become a great surveyor
- Assist personnel to become more productive and proficient; reduce having to re-shoot a site, support time, and excuses for errors
- Teach when, where and how to get the best conditions for GPS and how to overcome less desirable conditions
- Help maximize profitability
- Assist crews with understanding practical field applications
- Help surveyors understand error influences and correction formats
- Help GPS users understand multipath
- Overcome employee turnover

See our web site for more information on eGPS Solutions' training services or call us with any questions.

www.egps.net/addtlserver.htm

And the Winner is...



Glenn Hrenko, Project Surveyor, with Johnston's Surveying in Kissimmee, Florida! Glen received a pair of Bushnell binoculars that eGPS Solutions donated for a door prize at the FSMS' Annual Conference. Glenn was excited to win the binoculars because he and his wife live near a landing zone and like to watch planes come in for landings.

Roundtable News

The next Roundtable Users Meeting will be held on Tuesday, October 30 from 6:00 to 8:00PM at the Ramada Inn on 3130 Hartley Road in Jacksonville, Florida. Our topic for the evening will take a look at differences in Real Time Networks.

If you have not attended a Roundtable Meeting, it is an excellent venue to get industry updates, free training, meet with eGPS Solutions staff members and occasionally pick up education credit hours. Georgia surveyors in the southern part of the state...don't let the Florida location prevent you from attending this one! Our topic transcends both states. The Ramada Inn location is just off I-295 between I-10 and I-95. Folkston, Woodbine, or even Brunswick, Georgia...we hope to see you there with all our Jacksonville and St. Augustine area users from Florida.

AGENDA:

- 6:00 PM Questions and Comments Regarding eGPS Network Services
- 7:00 PM Dinner
- 7:30 PM Presentation – All Networks Are NOT Alike; Differences in Real Time Networks
- 8:00 PM Conclusion of the Program

Please RSVP a list of attendees from your firm to Martha Vaughn at mvaughn@egps.net. Directions to the Ramada can be found on www.ramada-inn.com, www.mapquest.com or by calling Martha at 770-595-3361.



4317 Park Drive
Suite 200
Norcross, GA 30093

770-695-3361

www.egps.net

President's Corner

Have you ever heard the saying, "The only constant, in life, is change"? That is the reality when working with new and ever evolving technology like Real Time Networks (RTNs). In eGPS Solutions' three years, the company has consistently grown and improved with the rate of advancements picking up with each passing year! Most noticeably, in 2007, the company added a new RTN software platform to cover all of Florida. The technology, Geo++ GNSMART, is a premier program with over 300 networks that interact with the eGPS Solutions network's operations from around the globe. Operating two different network software platforms strengthens our ability to provide surveyors with the very best RTN available. Exercising these softwares to achieve their peak performance in overlapping areas and comparing the results will be educational for all of us, perhaps even the manufacturers.

Last month took me to Florida and Texas. Mid-month, I attended my first FSMS Annual Conference in Key Largo, Florida. Due to the timing of the event and the launch of Geo++ GNSMART, eGPS Solutions decided to break the news of covering both states there. Shortly after, I attended the ION conference in Ft. Worth, Texas (which moves to Savannah for the next two years). The trend that is apparent from

both of these conferences is that prices of GPS hardware are dropping significantly. All manufacturers seem to be lowering prices on GPS equipment. There are new products from new manufacturers, as well as, new partnering agreements between old competitors that are driving prices even lower.

The ION conference hosted an important meeting that I attended called *The NGS Real Time Network Committee*. This committee was developed to create guidelines for RTNs. Many volunteers from around the United States are participating and I am excited to be one of many. My objective is to be in compliance with the guidelines and gain knowledge in order for eGPS Solutions to continue to provide superior RTN services. The NGS is continuing to be the supreme knowledge base for geodesy around the world. The RTN phenomenon has forced them to play catch up to some degree, but I am happy to know they are taking actions of leadership in this emerging technology.

The eGPS Solutions' roundtable meetings this past quarter have been the best attended and most information packed in our history. A lot of positive feedback has been received from these free training sessions. eGPS Solutions tries to revolve meeting sites from metro area to metro area, around Georgia and Florida. All users are strongly urged to attend when we plan a Roundtable meeting near your city or town. **See what all the excitement is about!**

A handwritten signature in blue ink, appearing to read "Lonnie Sears".

Lonnie Sears, RLS
President, eGPS Solutions

