About Keypro

- Innovator and supplier of GIS solutions
- Design and development in Finland
- Solid expertise in both services and software since 1995
- ISO 9001 certified for quality
- ISO 27001 certified for information security
- Website: www.keypro.fi

Keypro in numbers

- 90+ specialists
- 300+ customers
- 10 000+ users
- 1 000 000+ kilometres of infrastructure
- 10+ partners internationally

THIS IS KEYAQUA GIS FOR WATER NETWORKS

KeyAqua

GIS platform

- Browser-based, no installations needed
- Customizable and expandable according to different needs
- Interfaceable with third party systems like IoT and CRM

Network inventory

- Inventory for water-, sewer- and stormwater networks
- Extensive object attribute information management
- Network objects topology management

Network analysis

- Extensive search, highlighting and thematic functionalities
- Connect many different data sources to analyze data
- Hydraulic modeling and water balance calculation features

Communication tool

- Collaboration and communication platform
- Streamlined data sharing 24/7 with all stakeholders
- Easy access to everyone via browser with access control

CASE STORY – KYMEN VESI WATER COMPANY

KeyAqua

- KeyAqua GIS deployed including data migration from old network data, interfaces implemented between several third-party systems like CRM, IoT and remote metering to ensure data flow.

- All data from different sources imported, visualized and analyzed in one system – KeyAqua GIS.

- No special expertise needed from users to use the system and data efficiently to improve water company overall performance

- Using modern solutions water companies can more efficiently manage their network, improve drinking water quality, improve customer satisfaction, fulfill regulations and reduce operating expenses

BENEFITS FOR WATER COMPANY

KeyAqua

Improve quality of drinking water	Reduce network maintenance costs	Make more efficient investment plans
Improve water customer satisfaction	Optimize OPEX and CAPEX	Fulfill governmental regulations

CUSTOMER NEEDS ACROSS COUNTRIES

KeyAqua

- Customer requirements and understanding can vary a lot depending on country or case (from simple to impossible requirements)

- 90% of the cases customer does not know how required solution can be implemented from technical point of view – this is huge challenge

- Requirements are usually vague, use case descriptions are missing, end results not defined, deadlines are too tight and contract terms and conditions might include big risks to supplier

- In order to deliver satisfactory results within reasonable time and money, more detailed discussion with customer is always needed

TENDER PROCEDURES

- During public tendering processes, water companies' requirements are usually very high, and needs described are very vague – this creates huge challenges for software companies to offer and deliver solutions

- Usually due to public procurement process it is not possible to start one to one open discussions with customer about exact needs and how to fulfill those efficiently and with high quality – emails are not enough

- On order to deliver satisfactory solutions with reasonable price, more open discussion is needed regarding different ways to implement solutions

- Usually, solution providers cannot even offer better but different solutions with cheaper price due to fixed procurement requirements and rules

RECAP - HOW TO DELIVER EXCELLENT RESULTS

KeyAqua

- Open discussion together with all parties to find best solutions and feasible ways and timetables to implement these

- After when all details are discussed, it is possible to offer and deliver most cost-efficient solutions which covers customer needs and creates lot of added value to daily operations

- Public tendering process is a good way to get cost efficient offers but only if requirements are defined in sufficient detailed level and open discussion with suppliers are held

KeyAqua

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"WHEN THE WELL'S DRY, WE KNOW THE WORTH OF WATER"

- BENJAMIN FRANKLIN