

Supporting early stage technologies
from **concept to commercial product.**

CASE STUDY: **Atlantic Geomatics**

OVERVIEW

Atlantic Geomatics (AG) provide mapping, surveying and GIS services both in the UK and internationally.

Driven by the demand of two existing clients in 2014 AG embarked on developing a service which would survey, digitise and make accessible a fully interactive accurate map of a burial ground and associated records / images.

AG approached FIS360 to assist with securing the funding necessary to prove the technology / service alongside offering commercialisation advice.

OUR APPROACH

Over the last two years FIS360 have worked successfully with AG to help secure multiple rounds of funding.

In the early days we supported AG in developing a compelling funding case to secure proof of concept funding.

This enabled the company to prove the concept through the development of a web interface and capturing data at a local burial site.

We spent time with the team supporting and advising on the business model and developing the business plan.

Towards the end of the first round of funding FIS360 supported the development of a second much larger funding application which has enabled AG to develop the technology further.

We supported the refinement of the commercial offering, following discussions with potential customers and also the menu of services attractive to potential customers.

We also monitored the team against their agreed milestones on behalf of the funding body.

NEXT STEPS

In recent months AG have secured over 10 contracts with customer based and have multiple projects in the pipeline. AG have also recruited a number of high-tech staff to deliver the work.

In the future FIS360 will be supporting AG to refine their business model and securing additional funding to further reduce the costs of the commercial offering.

“The support we have received from FIS360 has been invaluable in the way it has informed our approach to technology commercialisation.”

Tim Viney, Managing Director, Atlantic Geomatics.