



# LOCATE BETTER

## DIGITIZE YOUR DAMAGE PREVENTION PROCESSES

Identify threats, analyze risk, manage locates, boost productivity and alert qualified workers before damages can occur with utilocate





DIGITAL  
WORKFLOW



CLOUD  
BASED



SAVE  
MONEY

Set yourself free from paper and transform how you do locates in the field and office by going digital with Utilocate.

Complete locates with more accuracy in less time with our dedicated locate software package. You'll save money and improve key performance indicators like number of damages, and locator downtime. Leverage our AI and business intelligence suggestions to take your locates to the next level.



# EMPOWER USERS

## DO MORE LOCATES IN A SHORTER TIME WITH MORE ACCURACY!

Utilocate empowers users to make good decisions, complete locates faster and focus on locating rather than filling out forms or managing paperwork. Office users can manage field users easily and with confidence.



353 - 63

EMERGENCY

Gas Line Repair 235 W Santa Clara St, Ventura, CA... 2022-06-23 09:30:00

INFO MAP ADSX AUTOLOG PRECOMPLETIONS COMPLETIONS

### TICKET DETAILS

LOCATE STATUS	WAP	LOCATE SUB STATUS
Locate Status	Jim's Locators	235 W Santa Clara St
UPDATE OF	TRANSMISSION TYPE	
Jim Brown	Ventura	

### EXCAVATOR DETAILS

COMPANY	CALLER NAME	ADDRESS
Sunny Day Excavators	Joe McMuffin	265 Fargo Lane
QUIP	ALT CONTACT	CITY
Sun Day Exc	Hethel Bryce	Ventura
PHONE	CELL	EMAIL
+1 305-476-9080	+1 789-098-4567	dig@dsunday.com

### REQUEST DATES

CALL DATE	ENTRY DATE	TRANSMIT DATE
2022-06-23 09:30:00	2022-06-23 09:30:00	2022-06-23 09:30:00
ORIGINAL EXCAVATION DATE	APPOINTMENT AREA	
2022-06-23 09:30:00	Meet there	

MEET LOCATION / TIME  
Appointment at shed behind main building on Santa Clara St in Ventura

### WORK DETAILS

TYPE OF WORK	DEPTH OF WORK	WORK DONE FOR
Gas Locate	4m	NW Gas Inc
EXTENT OF WORK		
Pretty small site, 4x12m		

REMARKS  
Customer was really nice last time and made us coffee

# INNOVATE



## STAND OUT FROM YOUR COMPETITION

Distinguish yourself from competitors by reducing damages, integrating with APIs, streamlining processes and offering more data with Utilocate. Our software provides powerful AI insights into damages and elevated risks. Here are 3 simple things we do differently to help you stand out.



### QUICK TICKETS



Enhance dig safety, and reliability with the most comprehensive 811 locate ticket management system on the market today! Tickets have never been so easy.



### RISK MANAGEMENT



We leverage years of data across utilities, to enhance our AI. This allows you to make informed decisions and know when you're taking risks.



### TEAM MORALE



Utilocate is easy to use, this means locators:

- enjoy using it
- locate more accurately
- are less fatigued
- are more independent



WE ARE DRIVEN BY OUR  
COMMITMENT TO  
PROTECT LIVES &  
CRITICAL INFRASTRUCTURE  
BY IMPROVING THE LOCATE  
PROCESS



## **AUTOMATED INTELLIGENCE**

Stop incidents before they happen with AI. Our system identifies high-risk digs and then promotes interventions to stop incidents that damage assets, threaten reliability, and endanger worker safety. Utilocate can review all of your One Call tickets / private projects and signal which of them are most risky for underground utility damages, helping you to make informed decisions.

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## **SIMPLICITY**

Our UI/UX approach is simplicity first. Our tools are powerful but we've made them accessible so that even novices can create and complete accurate locate tickets. Plus our user guide and learning center makes it possible to learn quickly.

## **BUSINESS INTELLIGENCE**

Risk-based ticket management is where we use leading indicators to identify where excavations are not reported, so you know where to go without 811 / One Call tickets. We analyze the micro-areas within your service territory for the excavators that are least likely to contact 811 and the areas with the highest volume of construction activity, so you don't have to guess.

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## **TRACEABILITY**

If there's a utility strike and something does go wrong, it is imperative that you find out what has happened and if it was your fault! We've created tools so that you can easily find old locates, view their contents and align with other locates in the area.



# QUICK FACTS



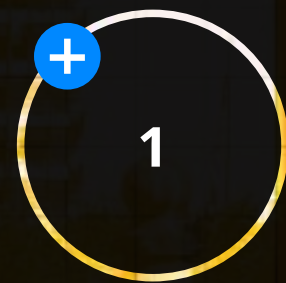
## COMPLETED LOCATES / YR

Last year Utilocate handled over 2.2 million completed locates across North America. Our software is powerful and easily scaleable.



## SATISFIED CLIENTS

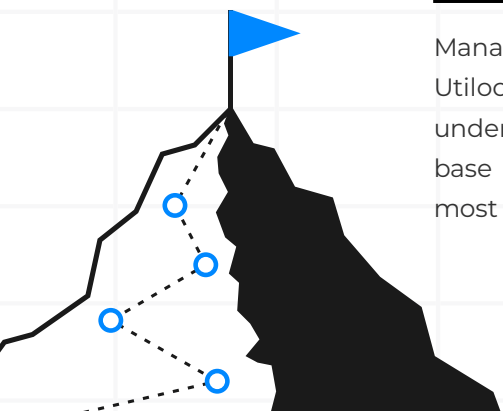
Our customer retention rate is over 98% and we're honored that so many LSPs, Excavators, Utility Owners and Municipalities have trusted us!



## SOLUTION FOR EVERYTHING

Utilocate provides you with everything you need to speed up your locates in the field and automate clears with precision and confidence.

## LOCATING SUCCESS























Managing tickets is only part of what Utilocate does. The real magic lies underneath. We've parlayed our code base and historical data to build the most comprehensive locate ticket

management system on the market! We're on a mission to help you reduce damages. Plus our intuitive UI/UX means you can complete tickets faster & more accurately than ever before!

# PRODUCTIVITY TOOLS

WE ARE DRIVEN BY CREATING SOFTWARE THAT DELIVERS RESULTS FOR YOUR TEAM & FOR YOUR BUSINESS

MUNICIPALITIES, UTILITIES, AND LOCATORS, TAP INTO UTILOCATE'S ASSET MANAGEMENT, LOCATE TICKET & WORK ORDER MANAGEMENT SYSTEM, TO BETTER MANAGE THEIR ASSETS, TRACK WORK, OPTIMIZE SPACE, AND LOCATE SMARTER.

 <p><b>DISPATCH</b></p> <p>Get an overview of your locators and their workload with our purpose built dispatch profile</p>	 <p><b>ROUTING</b></p> <p>AI-optimized routing means your locators can do more locates than before, while using less gas</p>	 <p><b>AUTOMATIONS</b></p> <p>Advanced automations speed up locate processes and reduce potential damages</p>	 <p><b>SUGGESTIONS</b></p> <p>Utilocate will suggest smart improvements by leveraging historical and current data</p>	 <p><b>MAPPING</b></p> <p>Geo-spatial integrations are at the foundation of Utilocate including ESRI &amp; Google Maps</p>
 <p><b>SCHEDULER</b></p> <p>Schedule and reschedule locates so that your locating team can stay dynamic</p>	 <p><b>USER ROLES</b></p> <p>Assign and configure user roles with our User Manager. This gives greater control over your team</p>	 <p><b>TICKETS</b></p> <p>Create, manage and sort through tickets with ease! You can view tickets in a list or on the map</p>	 <p><b>POSITIVE RESPONSE</b></p> <p>Take advantage of your local One Call's positive response features with Utilocate and speed up your locates</p>	 <p><b>DASHBOARD</b></p> <p>See your data like you've never seen it before. You can add reports and configure your view</p>
 <p><b>LEARNING CENTER</b></p> <p>Learn how to use Utilocate and troubleshoot before you contact our support team</p>	 <p><b>ADVANCED SEARCH</b></p> <p>Find what you're looking for faster with our powerful advanced search builder</p>	 <p><b>REPORTS</b></p> <p>Your reports can be configured and exported for deeper analysis and sharing with your team</p>	 <p><b>INTEGRATION</b></p> <p>Our API integration means its easy to share locate and dig data with your existing apps</p>	 <p><b>PHOTOS</b></p> <p>Capture and record photographic evidence at locate sites with our built in camera &amp; library</p>
 <p><b>DOCUMENTS</b></p> <p>Attach and send documents to support your locate packages - no more guesswork</p>	 <p><b>811 / ONE CALL</b></p> <p>Full integration with all One Call &amp; 811 centers across North America means your tickets won't get lost</p>	 <p><b>AUDITS</b></p> <p>Quickly audit locates and build a repository of powerful information with the Audit tool</p>	 <p><b>TICKET SCREENING</b></p> <p>Screen and triage tickets so you know what's high risk and what can be cleared using AI technology</p>	 <p><b>SPEED OPTIMIZED</b></p> <p>Less keystrokes, less scrolling and less mouse work means you can complete more locates in a day</p>



# LIVE BY THE CODE

## DESIGN & CODE IS OUR PLAYGROUND

OUR SKILLED DEVELOPMENT TEAM HAVE OVER 50 YEARS COMBINED EXPERIENCE IN CODING FOR LOCATE SPECIFIC PROCESSES. WE'VE DEVELOPED RELIABLE, EFFICIENT STATE OF THE ART SOFTWARE WHICH PROMOTES SAFETY AND REDUCES DAMAGES.

AS WE ADVANCE TO MEET THE DEMANDS OF PROTECTING CRITICAL INFRASTRUCTURE WITH ARTIFICIAL INTELLIGENCE, AND IMPROVED GEO-SPATIAL INFORMATION WE'RE KEEPING AN EYE ON USER SIMPLICITY AND NEW OPPORTUNITIES WITHIN THE UTILITY SECTOR.

### RECENT UTILOCATE INTEGRATIONS:

**ORACLE**  
NETSUITE

 **monday.com**

 **Power BI**



THE TEAM BEHIND UTILOCATE



**PAN AMERICAN  
COVERAGE**

Utilocate connects with all the One Call Centers across the US and Canada. Wherever you are, Utilocate will work for you even for privates!



**WE'RE  
TECHXPERTS**

Our tech skills & utility industry experience have helped us create the ultimate solution for damage prevention



**5 STAR CUSTOMER  
SERVICE**

Our tech support team are experienced & fast to respond - we'll resolve your problem quickly and efficiently!

AWS hosting allows us to provide the most secure, reliable and speedy solution possible.



BY THE NUMBERS



**OUR DEVELOPMENT  
TEAM IS 15 STRONG  
& GROWING**



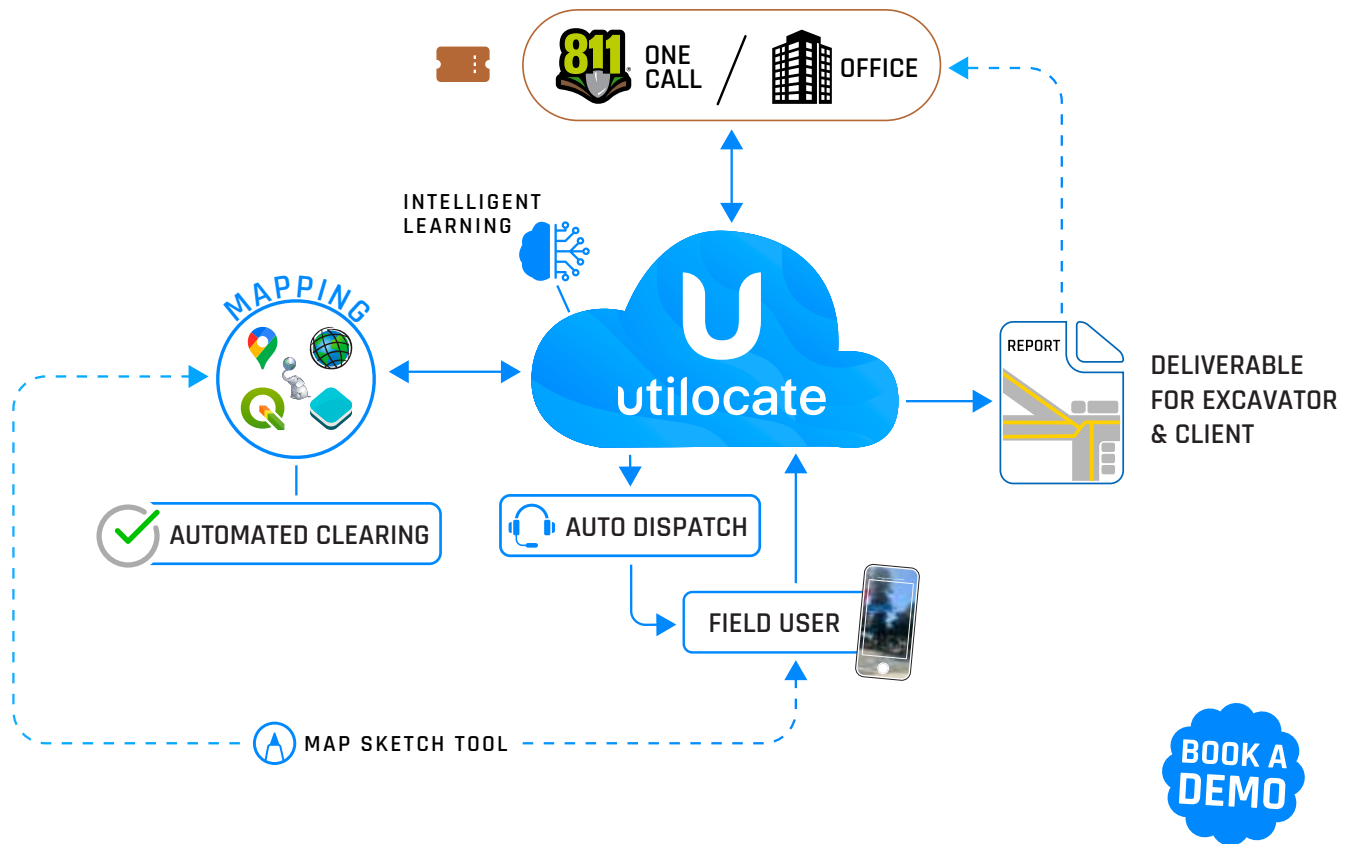
**WE'RE OPERATIONAL  
365 DAYS A YEAR -  
JUST LIKE UTILITIES**



**2 BROTHERS  
2 LOCATIONS  
2 PRODUCTS**



**WE'VE BEEN  
IN BUSINESS  
FOR 26 YEARS**



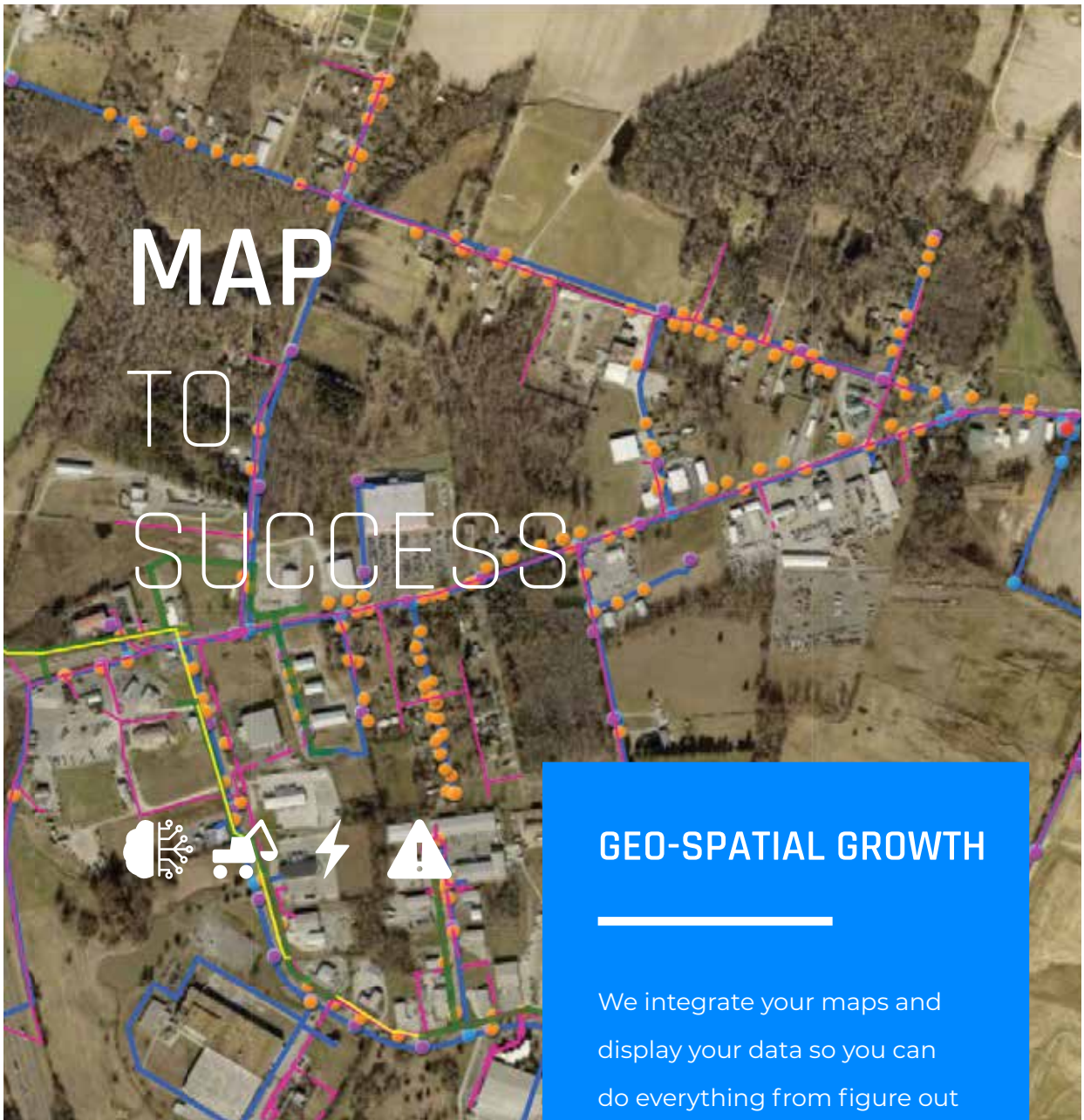
## DIGITIZING WORKFLOWS

Current workflows are not only inefficient and expensive, but also prone to errors. They entail a lot of manual steps and multiple distinct parties, which often leads to loose ends. Because this method of data collecting is so unreliable, a great deal of discussion and explanation is necessary. The as-built documentation - normally takes between 20 and 90 days. Despite all of that effort and time, asset documentation is frequently inaccurate.

Even with the use of digital tools and mapping equipment, there are still restrictions to integrating outdated systems into a contemporary organisational environment. These older apps are

sometimes large, stand-alone instruments that require specialized expertise and training to use properly. Furthermore, most locators can only make changes to the data capture catalogue, which might result in time-consuming data readjustments.

To address these difficulties, there is a pressing need for a solution that would enable utilities and their contractors to locate and record their assets in a timely and effective manner; **Utilocate is that solution!**



# MAP TO SUCCESS



## GEO-SPATIAL GROWTH

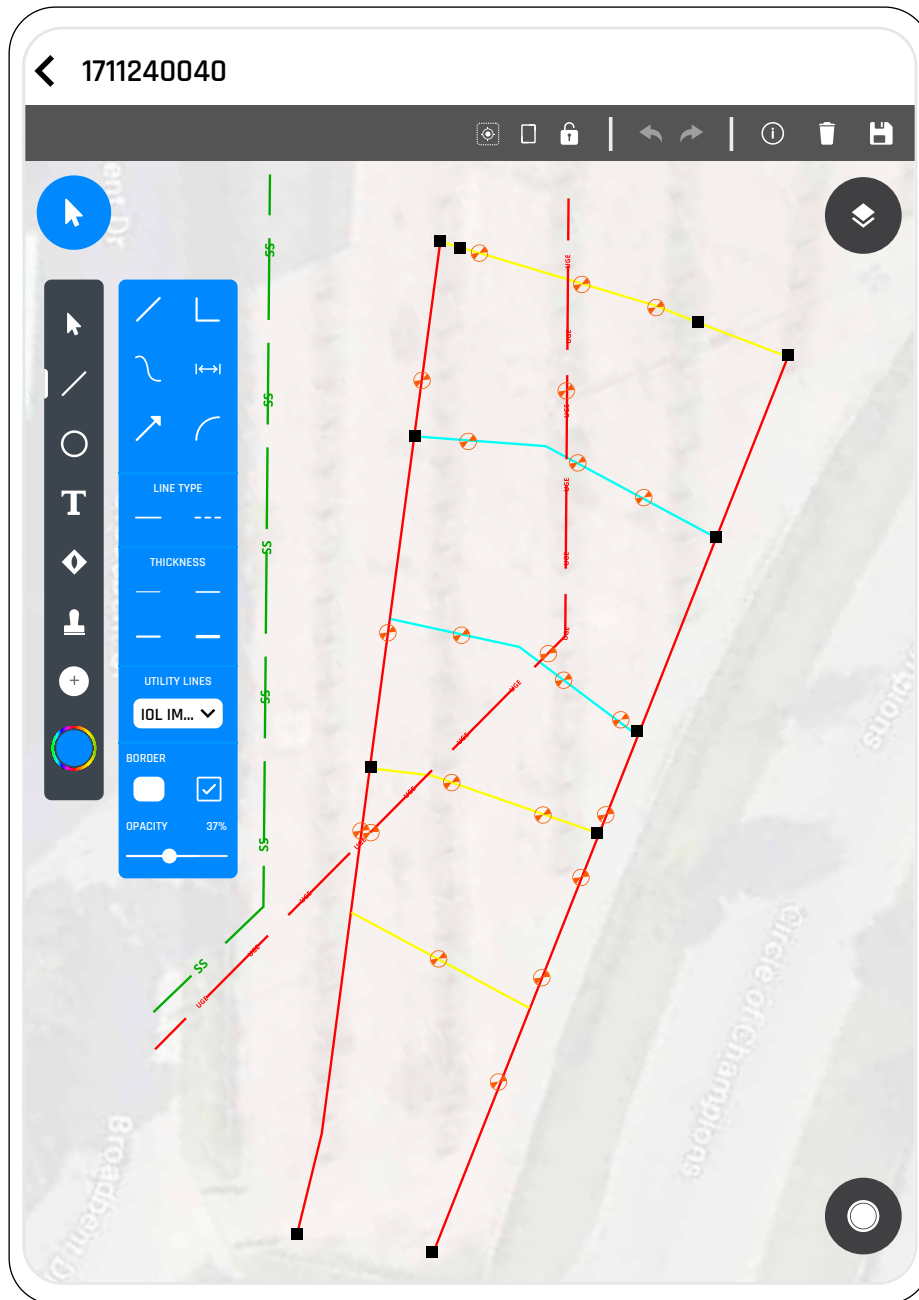
We integrate your maps and display your data so you can do everything from figure out routing to reassigning tickets. Seeing your data is essential to 811 ticket management!

Utilocate allows you to connect your mapping systems like ESRI and display ticket, locator and routing information on the map. This makes it easier for office staff to solve problems, address emergencies, figure out bottle necks and visualize data.

Seeing tickets on the map view and then

connecting that data in the field for damage prevention technicians is more efficient and will ultimately lead to increased efficiencies and improve communication between teams.





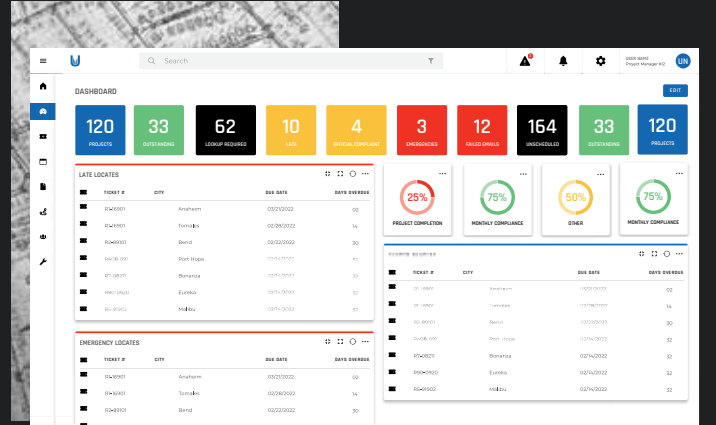
Our advanced vector map sketch tool empowers users to meticulously document utility locations and meticulously annotate maps, seamlessly integrating this crucial information into a dedicated map layer. This streamlined process ensures that future locators have easy access to the recorded data, facilitating

efficient inspections and expediting damage investigations. Renowned for its intuitive interface and swift functionality, this tool is equally adept in both public and private locating endeavors, ultimately enhancing the quality and accuracy of your deliverables.

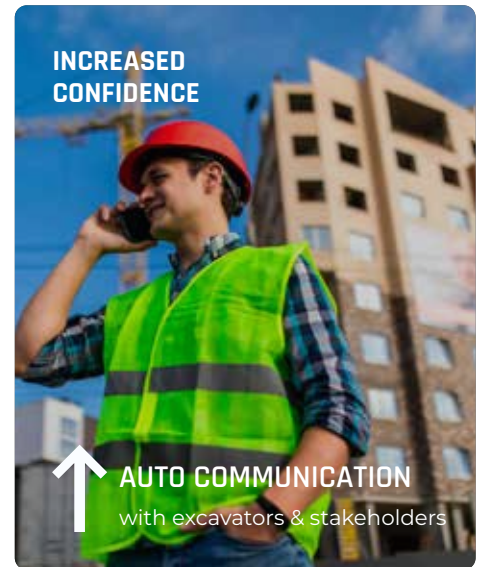
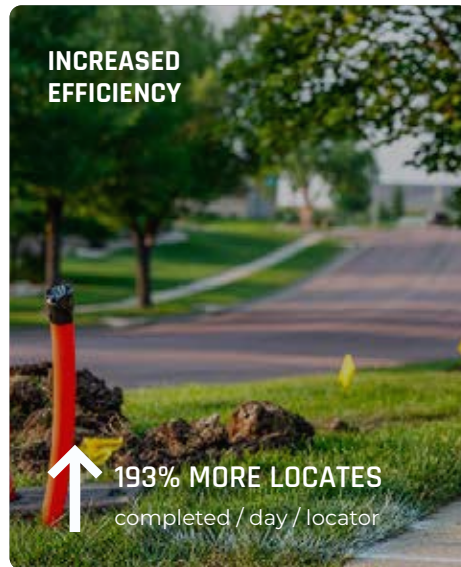
## ON THE SPOT UTILITY RESOURCES LLC

### Going digital in the field

Using the Utilocate app, On The Spot Utility Resources were able to dramatically increase compliance, drive efficiency and improve documentation of locates.



## RESULTS



Based in Evansville, Indiana, On The Spot Utility Resources LLC use Utilocate to manage and automate their locate ticket processes. Their vision to provide a high quality damage prevention service while reducing costs, damages and untonables is made possible by our software which enables them to manage their workload effectively, automate

clears and connect while in the field. OTS has grown significantly over the last few years, expanding to 4 other states, winning contracts and growing their team from 6 to around 150! Reducing damages and increasing communication with Utilocate has allowed OTS to distinguish themselves from competitors and grow in a competitive environment.

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# MAKE YOUR CHOICE

Don't be afraid to shop around and compare Utilocate with other solutions. We've made a quick list of features that every utility locate software solution should have so you can make the most informed decision...

<input type="radio"/>	ESRI & Google Mapping
<input type="radio"/>	Web Based App - device agnostic?
<input type="radio"/>	Third Party API Integration - connect with PowerBI, Monday.com etc
<input type="radio"/>	Business Intelligence Suggestions
<input type="radio"/>	Different User Types - Field, manager, & office users
<input type="radio"/>	Easy to Use - Can you complete actions quickly?
<input type="radio"/>	Ticket Automations
<input type="radio"/>	Optimized Routing
<input type="radio"/>	Speed - Quick running software
<input type="radio"/>	Bulk Action Controls
<input type="radio"/>	Map Sketch Tool
<input type="radio"/>	Dashboard & Reports
<input type="radio"/>	Audit Function
<input type="radio"/>	Experienced Customer Support & Learning Center
<input type="radio"/>	History of Success
<input type="radio"/>	Damage Investigation Capabilities
<input type="radio"/>	
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<input type="radio"/>	



[www.utilocate.com](http://www.utilocate.com)



[sales@competers.com](mailto:sales@competers.com)



1-877-395-1122



## Message from our CEO

Utilocate has been honed into an effective 811 ticket management solution which reduces workload, automates repetitive tasks and improves how locators record locates. We're proud to serve the people protecting our utilities across North America!

*Shane Hart,* CEO

