COMPANY OVERVIEW
Founded in 1976, Lansdowne Consulting Group develops and markets closed-user NAPLPS systems either on a turnkey basis or as an add-on module to existing systems.

EXPERIENCE
Lansdowne's entry to NAPLPS came as a result of work in support engineering. The complexity of modern defence and electronic systems requires considerable support in the areas of configuration management, reliability/maintainability and integrated logistics support. The design process and the in-service support are aided by integrated electronic support systems with dynamic graphic capabilities. Expanding from the engineering applications, Lansdowne is developing closed-user group applications in the banking and library markets.

PRODUCTS AND SERVICES
Lansdowne effectively acts as a system integrator in the NAPLPS market. Working either with a client or a target market, Lansdowne defines the users' needs, assembles available hardware and software, and then provides an integrated package, including:
- The system itself
- Complete technical and user documentation
- Training packages
- Maintenance plans

Lansdowne has the internal capability for any software required and has arrangements for any custom hardware required. Lansdowne offers the services of:
- Requirements definition
- System design and implementation
- Documentation
- Training
- Page creation
- Full maintenance

Lansdowne can provide a complete system or integrate the videotex application into an existing system.

FUTURE DIRECTIONS/ TARGET MARKETS
Lansdowne is now completing a graphics package which uses the NAPLPS protocol as its prime output driver. This package is designed to provide summary graphics capability to the various banks, trust companies and credit unions using Geac on-line banking systems. It can:
- Provide rapid graphic information to executives and managers
- Be used as an advertising vehicle to the public within branches
- Be used as a marketing tool for presentation graphics either to clients or to outside investors

The package will also serve the Geac library system users, where it will:
- Provide graphical summaries of internal data for executives and managers
- Serve as a communication medium to library users

Under development are two turnkey systems — a project management system and an integrated electronic support system. The project management system will use NAPLPS for management reporting and deliverables control. The electronic support system will use NAPLPS as one of its graphics media in configuration management, documentation and several other applications.

Lansdowne's success in using NAPLPS in closed-user groups has unlocked many potential market areas. Its staff can work with clients to determine applications in:
- Management information
- Marketing
- Advertising
- Presentation graphics

FOR MORE INFORMATION
Lansdowne Consulting Group
384 Bank Street
Ottawa, Ontario
Canada
K2P 1Y4
Attn: Sher Ansley
       Director of Marketing
Tel: (613) 236-3333

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