

## Program Opportunities

Geotech has several programs for fostering cooperation with laboratories. With all of these programs, the goal is to provide a significant business benefit to all of the parties in the relationship, especially the client.

**Certification** – Geotech will work with you to ensure that you can create an electronic data deliverable that works with Enviro Data. We will then publicize this certification so that our respective clients know of your capability.

**Data Checker** – Geotech provides labs with copies of Enviro Data at heavily discounted prices for you to use to check client deliverables.

**Joint Marketing** – Using Enviro Data with your data deliverables can add significant value for your clients. We can work together to bring the message of your analytical capabilities and our data management tool to prospective clients.

**Private Label Software** – Geotech will provide you with a version of Enviro Data to your specifications that you can provide to your clients. They can then use this software to get more out of the data you provide them. This can be done in various ways depending on your specific needs.

**Verification/Validation Tool** – You can use the capabilities of Enviro Data within your organization to provide data verification and validation services to your clients. This can provide a significant business development opportunity for your laboratory.

**Technology Transfer** – The open nature of Enviro Data, with it's Microsoft® Access® front-end and flexible options for the back-end, provides an excellent opportunity to add features that would be of value to your organization or your clients. Geotech will be happy to work with you to provide these capabilities to your users.

**Custom Development Services – Geotech** can provide custom programming and database development services to supplement your in-house software development capabilities.

At Geotech, we recognize that a good relationship with you, the laboratory, is critical to satisfying our mutual customers. We are open to suggestions on the relationship that best accomplishes this goal.

## Success Stories

### Testimonials

*"Faced with managing an overwhelming and expanding amount of environmental data, we had to find a way to store, retrieve and evaluate information for regulatory compliance purposes. Geotech solved our data management problem by developing a customized system, based on their Enviro Data program, tailored to our specific needs. They provided exceptional service and always made the extra effort to explain the rationale behind their work. We are pleased with the program and Geotech's continuing support."* - Dr. William Ganus, VP of Planning, Safety and Environmental Affairs Division, Kerr-McGee Corp.

*"We purchased Enviro Data because the interface and data structure was so much simpler than the software we were using. Previously, only a very experienced user could load or retrieve data. Enviro Data can be used by a novice. We have also found Geotech very receptive to our needs. They readily agreed to add fields and functionality that our previous supplier would not even consider after four years of collecting our maintenance fees. The cost of Geotech doing this was also very reasonable."* - Mr. Walter Wood, Senior Hydrogeologist, Lake County (Florida) Water Resource Management

### Partial Client List

#### Environmental/Engineering

ARCADIS  
CH2M Hill  
EG&G Idaho Rocky Flats  
Harding ESE/Mactec  
Foster-Wheeler Environmental  
Hydrometrics, Inc.  
SECOR  
Waste Management  
Weston Solutions, Inc.  
URS

#### Industrial/Resources

ASARCO, Inc.  
BP/Amoco  
ChevronTexaco  
ConocoPhillips  
ExxonMobil  
IBM Corp.  
Kennecott Copper Company  
Kerr-McGee Corporation  
Lafarge  
Marathon Oil Company  
Newmont Exploration  
Peabody Development Co.  
Schlumberger

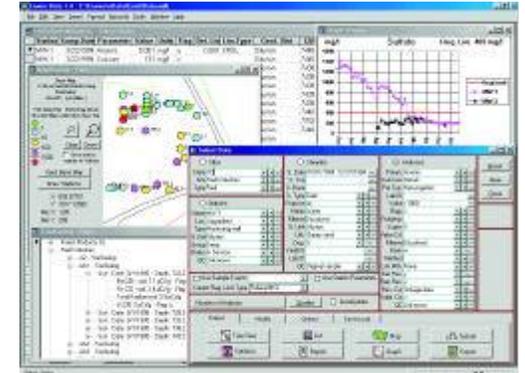
Shell Oil Company  
Sinclair Oil Corp  
Sun E & P Company  
Texaco, Inc.  
Western Geophysical, Inc.

#### Government

Colorado Geological Survey  
Denver Water Department  
Kansas Geological Survey  
Kentucky Geological Survey  
Lake County, Florida  
Los Alamos National Lab.  
Miami Dade County, FL  
Minerals Management Service  
New York Geological Survey  
Texas Railroad Commission  
U.S. Army Corps of Engineers  
U.S. Bureau of Mines  
U.S. Department of Energy  
U.S. Geological Survey  
U.S. Navy  
U.S. Social Security Admin.  
United Nations  
USAID  
West Virginia Geol. Survey



# Enviro Data®



# Laboratory Partner Program



Geotech Computer Systems, Inc  
6535 S. Dayton St., Suite 2100  
Englewood, CO, 80111  
Toll free: 1-877-740-1999  
[www.geotech.com](http://www.geotech.com)

