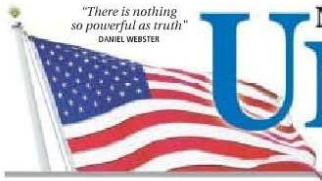


"There is nothing  
so powerful as truth"  
DANIEL WEBSTER



# NEW HAMPSHIRE UNION LEADER

MANCHESTER EDITION ☆

UnionLeader.com

Wednesday, April 8, 2009

Vol. 147, No. 8 - 36 Pages - 50 Cents

## Lynch eyes mobile data tech

◆ **Portsmouth firm to sign \$2.8m Maine contract:**  
Governor impressed with rapid-deployment capability of devices to manage field information in a disaster.

By **JIM KOZUBEK**  
Special to the Union Leader

**PORTSMOUTH** — Gov. John Lynch toured Global Relief Technologies Inc. yesterday with an eye on the company's software technology, which can be used to gather field data for the rapid deployment of resources in response to disasters such as ice storms, tornadoes and flooding.

Lynch said the presentation was meaningful to him, as someone who has "been through a half dozen natural disasters," but so far the state has stopped short of purchasing the technology, which could be at least partially funded at the federal level and cost \$200,000 to \$300,000, said Adam Cote, a company vice president.

Global Relief officials will meet with Chris Pope, the state

director of Homeland Security, later this month to discuss the use of the software, which runs on handheld mobile devices, for state responses to disasters that require wide-scale deployment of resources, Cote said.

Global Relief's products include software and Web tools that enable first responders to use Google Earth, GPS and bar coding, and take photographs and input data from the site of a disaster to a Web platform that can also be updated with sensor data from state bridges, roads and transmission lines.

The software is "device agnostic" and can run on common handheld devices or smartphones running on Windows Mobile 5 or higher.

The company recommends handheld devices such as Trimble Nomad and Motorola MC-75. Each can cost a few thousand dollars, said Joe Guerra, a support analyst.

The ground data can be con-



JIM KOZUBEK

**Global Relief Technologies CEO Michael Gray, right, talks to Gov. John Lynch yesterday about his company's technology. Global Relief board member Fred Kocher is in the background.**

veyed in near real-time in a graphical form to a command center for decision-makers to gain knowledge of conditions on the ground to adequately deploy resources, he said.

Michael Gray started the company with \$1 million in startup capital from Norwegian telecom company TeleNor Group.

The company is now seeking \$1 million more as "surge capital" and has secured half that, Gray said.

Global Relief saw double-digit growth last year and obtained \$5.4 million in revenue.

The company will hire four to five software engineers this year, Gray said.

This week, the company agreed to sign a \$2.8 million contract with the Maine National Guard for 76 units of its mobile data system.

The contract follows an initial \$1.8 million contract signed a few months ago for 67 of the units that are used by Maine Warden Service and the Maine Forest Service Rangers, Cote said.

The contract includes a study to evaluate the 1,019 dams in the



COURTESY PHOTOS/VIRGINIA WEBB

**Red Cross workers used Global Relief Technology's Rapid Data Management System, above and right, on mobile devices to collect data after Hurricane Ike last year.**



### Tech

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state of Maine to see if the technology can integrate data from all dams into a common, real-time platform.

The Marine Corps first deployed the platform in 2006 in Thailand to conduct surveys and health check-ups in Operation Cobra Gold. Red Cross then tested the software as an alternative to pencil-and-paper "street sheets" for data collec-

tion, which require time-wasting shipping of paperwork from disaster sites.

The American Red Cross purchased 50 units. A Hawaii chapter of the Red Cross purchased ten. UNICEF purchased a few dozen, and the Marine Forces Pacific command purchased 100, Cote said.

"It's clear they have the technology," Lynch said.

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