

Drawing Management, Inc. Business Profile 2008

Founded in 1991 as an information services provider in New York City, Drawing Management, Inc. (DMI) has transitioned from providing scanning services to a Systems Integrator/Value Added Reseller of document management products to DMI's current role as the developer and implementer of Spatial Linking Methodology (SLM) Software. SLM is a patent protected software product which simplifies the management of technical and administrative information. The marketing focus for SLM is in industries and applications that create and use technical documentation, data, and software for engineering, facilities, infrastructure, and other physical assets and functions from an enterprise perspective.

During the past 17 years, DMI's clients have included:

- Utilities, including Entergy, Con Edison, New York State Gas & Electric, Bell Atlantic/Verizon, and Empire City Subway Company.
- Manufacturers, including General Electric, Thomson Multimedia, Weirton Steel, Proctor & Gamble and Lockheed Martin, Raytheon, and Carrier.
- Transportation agencies, including The Port Authority of NY/NJ, NYC Metropolitan Transit Authority, Long Island Railroad, and New Jersey Transit.
- Financial firms, including Lehman Brothers, Swiss Bank, and American Express.
- Universities, including Yale University and the Earth Institute at Columbia.
- Real estate development and management firms, including Olympia & York and Davis & Partners/Tishman Construction.
- Architectural and Engineering firms, including Skidmore Owings & Merrill, Kohn Pedersen Fox, Gensler, URS Greiner, Vollmer, Parsons Brinckerhoff, Raytheon, Lockwood Greene, and Syska & Hennessey.

DMI provides products and services for mission critical applications, where the information is highly sensitive. DMI has developed a reputation for excellent performance under challenging conditions. For example, on 9/11/2001, DMI was the principal source of physical asset information for The Port Authority of NY&NJ, after the Port Authority lost 200,000 facility drawings stored in Tower Number One. DMI had scanned and helped manage these drawings for the Port Authority, and the images were provided to the Port Authority at no cost. During the same difficult time, DMI completed the migration of 250,000 drawings from Con Edison's Metaphase document management system to a Motiva eChange system, when Con Edison sold their Indian Point 2 nuclear power plant to Energy.

DMI and its strategic partners have the resources to meet our clients' current and projected needs. DMI's resources in the eastern United States and HCS and Matrix Imaging in the west assure efficient implementation and responsive support throughout North America and beyond. Currently, DMI is working with clients such as Con Edison, Orange & Rockland Utilities, and Yale University to implement and support its SLM product under similar conditions.