



Data wranglers

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TechniGraphics captures and converts data into electronic formats to help customers become more efficient.

By Abby Cymerman

Evolution best describes Dee Vaidya's journey from owner of a 1993 start-up specializing in digital mapping and data conversion to president and CEO of a global company offering a variety of data and information visualization solutions.

With corporate headquarters in Wooster, TechniGraphics Inc. has divisions in Fort Collins, Colo., St. Louis and India. Vaidya has grown his company from 81 employees to 135 over the last five years and has increased sales revenue from nearly \$4 million in 2000 to nearly \$11 million in 2004.

TechniGraphics provides services in data capture and conversion, data lifecycle management, electronic medical records, cemetery data entry and reconciliation, ISO-9001 certification services, engineering and rapid prototyping, and geographic information systems applications development. Customers can reduce their record-automation time from a few years to just a few months.

The company develops and implements off-the-shelf software solutions that meet each customer's industry needs. These applications interface with the customer's existing data and management systems, perform business- and industry-specific functions and provide an easy-to-use solution.

Among these applications is PinPointer, which identifies and plots U.S. businesses on a digital map; Mobile PinPointer, which features an external global positioning system unit; PlotFinder, which tracks ownership and interment data for cemetery professionals; MyFDE, a feature database engine that allows concurrent editing of geospatial data; MxCase, which helps long-term care facilities increase revenue by showing daily changes to resident care; and MxVision, which provides resident and clinical information for long-term care facilities.

Vaidya has grown his company by becoming a prime contractor for the National Geospatial-Intelligence Agency under a \$200 million Global Geospatial Intelligence contract for 2003 through 2012. The company also is working with the U.S. Department of Homeland Security on its Homeland Security Infrastructure Project and National Assets Database.