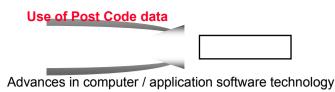
### **Post Codes**

A comprehensive system of Post Codes that can be used by postal operators, government services and businesses, needs to be seen as a critical aspect of Ireland's national economic infrastructure.



Locational Data has been used for commercial and service purposes for a significant period of time



Fraditionally;

•European Trading Merchants

More recently;

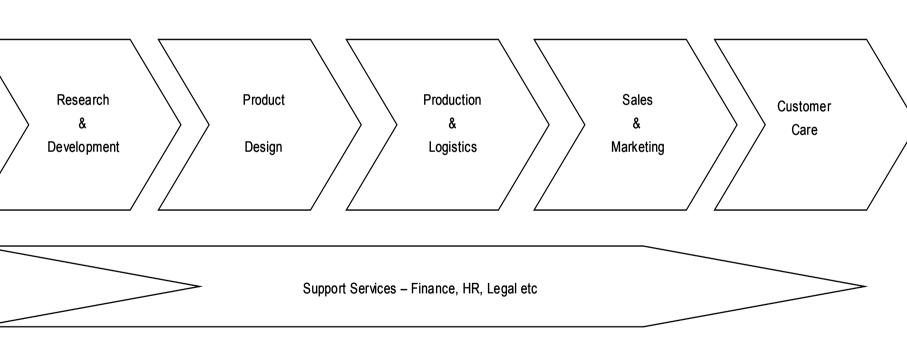
- Government Services
- Local Government Services
- •Businesses (CRM Customer Attraction, Retention, Extension

•Legislation

## The traditional Value Chain took a very nyopic view of the customer/citizen and saw few points of contact.

Use of Post Code data	

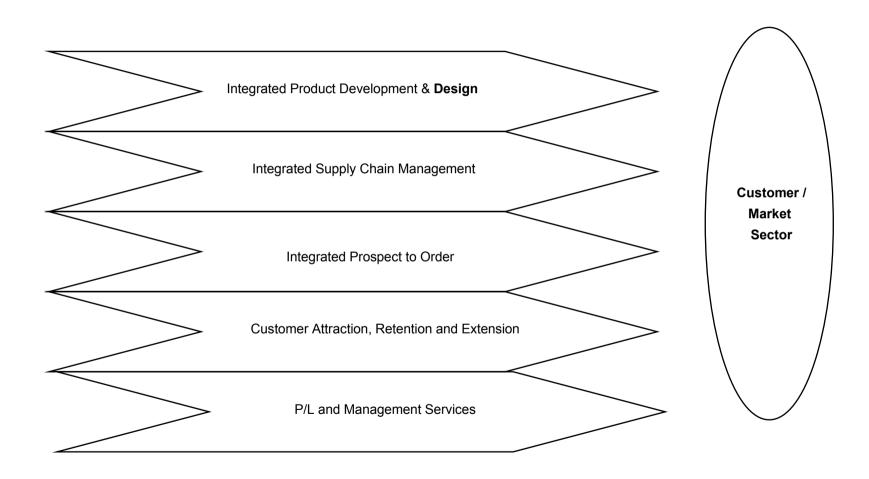
Advances in computer / application software technology



#### A new value chain shows that there are nultiple points of contact and that all need nore precise information to be effective.

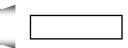


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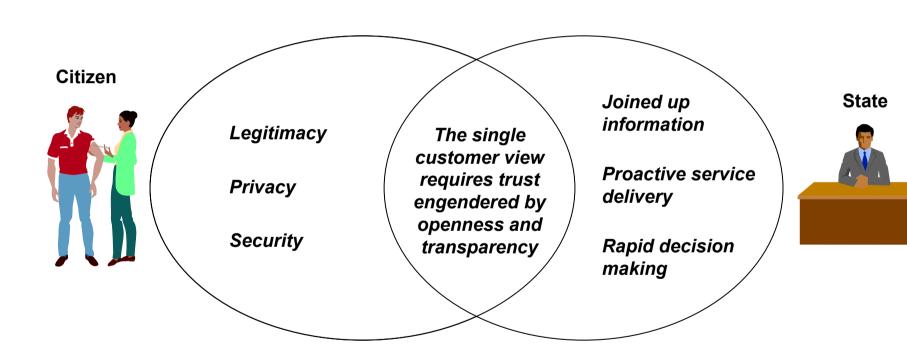


# Organising around the citizen means a new relationship between the individual and the state

Use of Post Code data

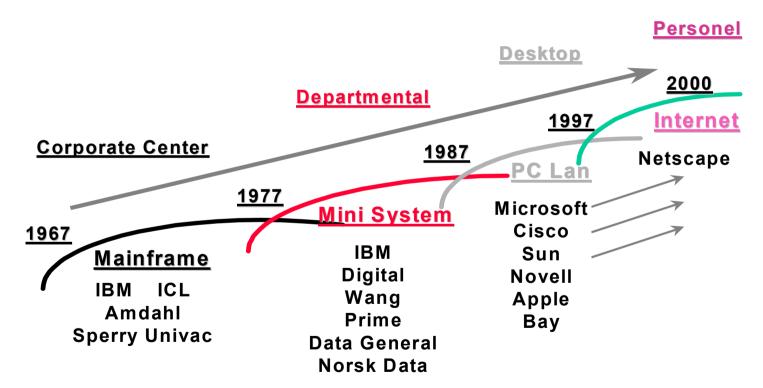


Advances in computer / application software technology



Spatial Data is at the core of Government Services and Post Code data is a means of achieving this.

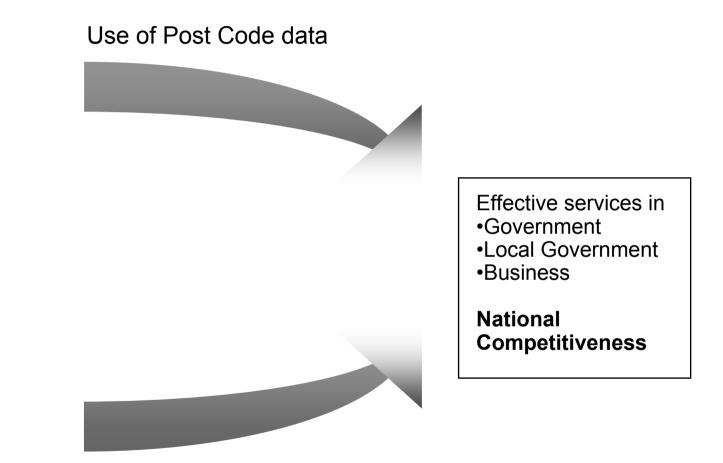




Major change in technology/capability every decade

The burden of complexity is removed from the user and replaced with functionality at their disposal.

#### There are two approaches to this conclusion



Advances in computer / application software technology