



# Eliminating Damages & Disruptions While Promoting Public & Excavator Safety

*OHIO811 Software Provider  
Norfield Development Partners  
Expanding Platform in 2022*

OHIO811 is preparing to implement a new platform of software products designed to further improve community and excavator safety and minimize damages and disruptions to essential utility infrastructure. While the software platform LOGiX™ may be new to Ohio's facility notification center, the company developing it – Norfield Development Partners – is not.

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## LOGiX PLATFORM

Norfield and OHIO811 have been working together for nearly 15 years. Norfield currently provides OHIO811's ticket entry processing software, Newtin, as well as other related software services. These tools are used by customer service representatives, professional excavators (i-dig) and homeowners (e-dig).

Norfield also has developed software tools for member organizations that integrate seamlessly with OHIO811's platform.



**Chris LeBlanc**

"A lot has changed at Norfield over the past year. A new strategic direction, a new business model and technology that will disrupt the market. This is Norfield 2.0," said Norfield's Chief Executive Officer Chris

LeBlanc of the LOGiX™ platform, which by the end of the year will include a suite of five software products. "By leveraging our continuous intelligence platform, our software eliminates the majority of damages that occur before a request goes out."

In addition to the notification software, Norfield's LOGiX™ platform provides geographic information system (GIS) mapping and platform data and analytics. It also has end-user services for utility companies, locators, excavators and H.R. administrative services.

"Newtin is the heart of our call center. It allows us to move a lot of information quickly to exactly where it needs to go," said OHIO811 President and Executive Director Roger Lipscomb. "LOGiX™ is a next generation platform, it will be the core software for OHIO811."

LeBlanc, described by Lipscomb as "an accomplished, established businessman," has been involved in software and technology for more than 20 years in Europe and California's Silicon Valley.

"Through my varied career experiences, I have discovered how technology can be used to address different requirements and solve industry problems on a large scale," stated LeBlanc. This is what drew his interest to the damage prevention industry and Norfield specifically.

"We believe we have created a suite of solutions and services for the entire membership of OHIO811," LeBlanc said. "The damage prevention industry has been underserved from a technological perspective. This is a real opportunity to change the industry and greatly improve damage prevention."

Norfield Development Partners is a member-owned company. It provides software to seven member facility notification centers across the country: OHIO811, Colorado 811, Illinois One-Call System JULIE (Joint Utility Locating Information for Excavators), North

Carolina's NC811, Southern California's DigAlert, UTAH811 and Virginia 811.

"We wanted the company to develop revenue streams outside of its (notification center) partners," Lipscomb said, regarding the damage prevention centers' interest in Norfield. "This new product can be utilized to the benefit of industry stakeholders across Ohio."

For LeBlanc, the growth of Norfield is centered on how it can utilize technology to make working around utilities safer.

"Norfield is reimagining how technology can serve the damage prevention industry and those that work within it. We continue to collaborate with our long-standing partner OHIO811 to keep Ohio communities safe," said LeBlanc. "Working with the talented team at OHIO811 we are introducing our LOGiX™ software suite to their members. We are thrilled to be the technology backbone for OHIO811 as we modernize locates and utilize ticket data in new ways with state-of-the-art tools and intelligence.

"Whether you are an 811 center, utility company or an excavator, we are really focused on two things – safety and how we eliminate those unnecessary infrastructure costs as a result of errors," LeBlanc said. "It's become our mission, Norfield 2.0 - driving safety through innovation."



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44123456789012	TESTCHAL2	High	NPIC
44123456789012	TESTCHAL3	Low	NPIC
44123456789012	NWP01	Low	NPIC