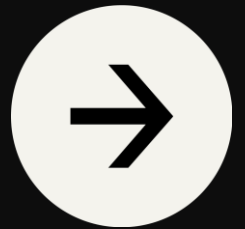




May, 2026

Your Hardest Data.  
Any AI. **MCP.**

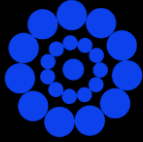




## Don Murray

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Founder and CEO  
Safe Software



**Applications without data are nothing.**  
**Data is where the value is.**

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# So why has data always been so hard to use?

Let's go back to the beginning.

# 1960s-1980s

Data is born. And immediately becomes incompatible.

<b>1960s</b>	Mainframes. Punch cards. Carry the tape to the next room.
<b>1970s</b>	Relational databases. Oracle (1977). Every DB speaks a different dialect.
<b>1980s</b>	PCs. Lotus 1-2-3. dBASE. Data escapes the mainframe — and fragments.



<b>ESRI</b>	1969
<b>Intergraph</b>	1969
<b>Bentley</b>	1984
<b>MapInfo</b>	1986

The hardest data was born here. Geospatial, CAD, Engineering. Proprietary formats nobody else could touch.



# 1990s

## The Internet. The Web. The Integration Companies.

Data goes global. HTTP, FTP, HTML. Connected doesn't mean compatible.

Safe Software founded (1993). Initial focus on spatial data.

Informatica founded (1993). Same year, same problem, different data.

Both started because the data existed, but difficult to use it together.

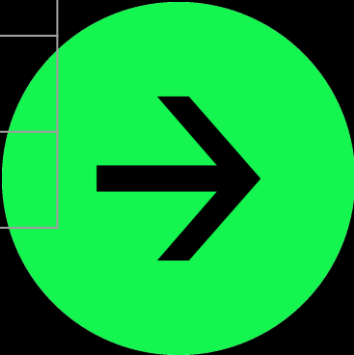


# 2000s-2010s

The Internet. The Web. More Integration and Data Companies.

<b>2000s</b>	XML. SOAP. REST. ESB. Billions spent. Worked for easy data only.
<b>2010s</b>	Big Data. Cloud. IoT. Digital twins. Data types supported continues to expand.

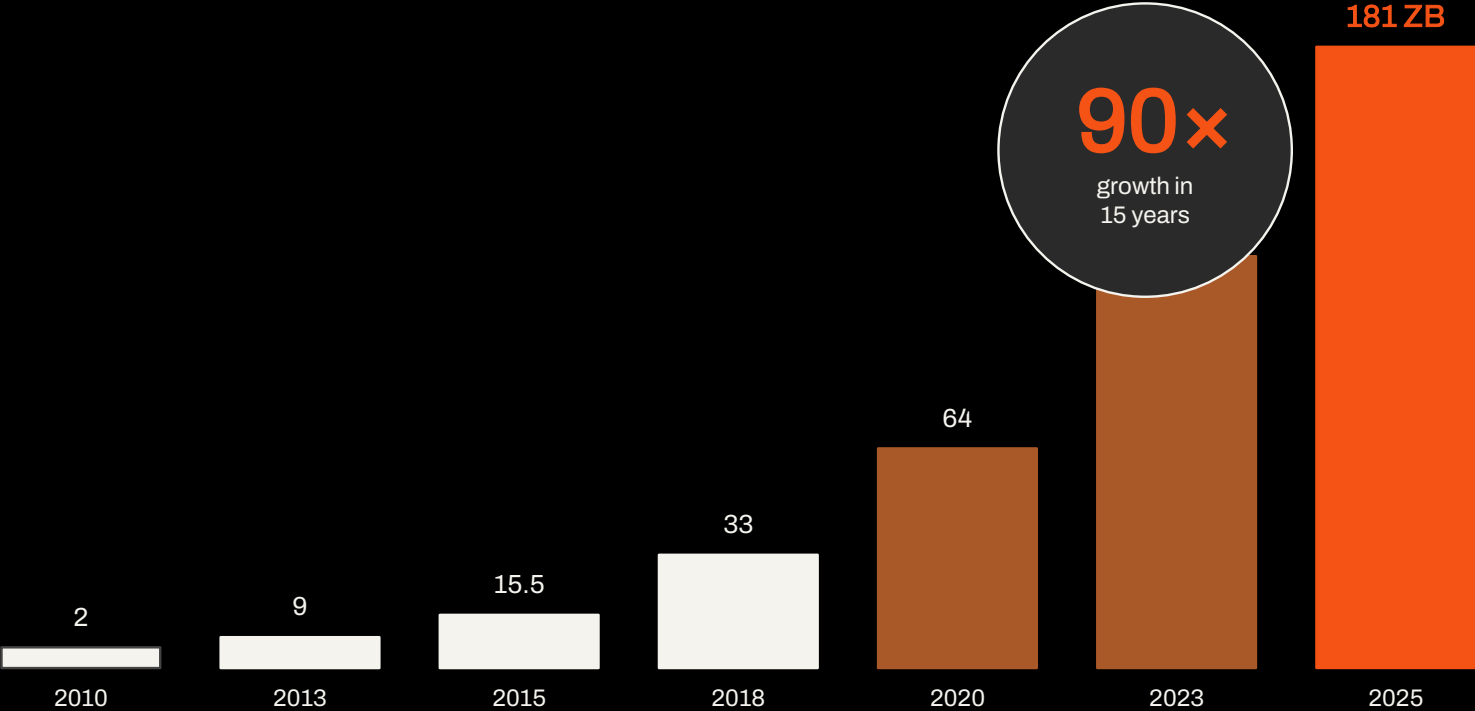
<b>Talend</b>	2005
<b>Planet Labs</b>	2005
<b>Google Maps</b>	2010
<b>Snowflake</b>	2012



Every decade: new vendors, new APIs, new custom integrations.  
None of them became the standard.

# The numbers tell the story.

Global data created, captured, copied & consumed (zettabytes)



Source: IDC Global DataSphere, Statista 2025

# Everyone had their own answer.

Oracle

IBM

SAP

Microsoft

Informatica

Esri

MuleSoft

Talend

TIBCO

Intergraph

Bentley

Boomi

SnapLogic

MapInfo

Autodesk

Google

Planet Labs

Snowflake

Databricks

AWS

Safe Software

---

100+ integration vendors. Hundreds of proprietary connectors.

**None of them became the standard.**

# What does this chaos cost?

**\$3.1T**

lost annually  
in the U.S. economy  
due to bad data

Harvard Business Review

**80%**

of a data scientist's  
time is spent preparing  
and integrating data

Forbes / Anaconda Survey

**\$12.9M**

average annual cost  
of poor data quality  
per organization

Gartner 2026

The integration problem isn't a technical nuisance. It's the most expensive problem in enterprise IT.

**Data silos. Incompatible  
formats.**

**Data collected but never  
used.**

**This is the world we live in. So many standards that users can  
choose whatever one they want!**

# The data nobody talks about.

Everyone connects the easy data. Slack. Google Docs. That's solved. But what about...

1

### Hard Data

Geospatial, BIM,  
LiDAR/Raster, digital  
twins,  
CAD, sensor feeds, point  
clouds

2

### Sensitive Data

Regulated, audited,  
GDPR, HIPAA, SOX.  
Compliance isn't optional  
— it's the law.

3

### Private Data

If this data leaks, it makes  
the news.  
Customer records.  
Infrastructure maps. IP.

4

### On-Premises Data

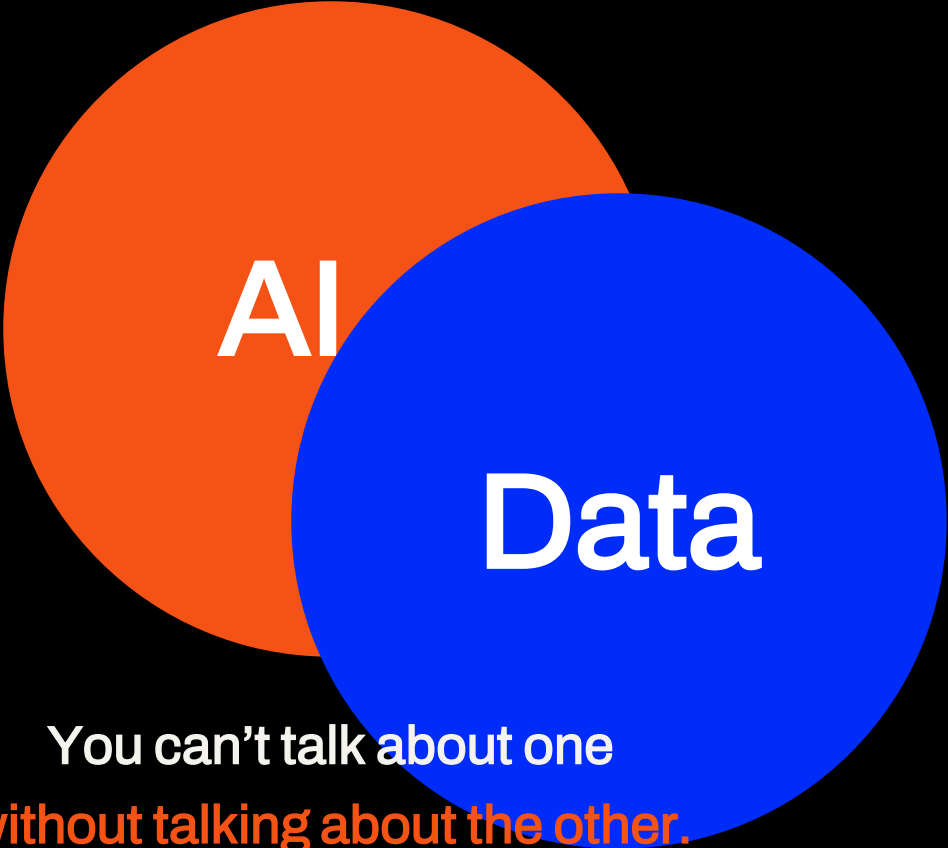
The cloud goes down,  
operations can't.  
This data will never leave  
the building.

“Everyone in this room has at least one of these. Most of you have all four.”

Then AI arrived.

And the problem got worse.

AI doesn't want some of the data. It wants all of it.  
The easy data. The hard data. The private data. The data behind the firewall.



You can't talk about one  
without talking about the other.

# I've spent 32 years fighting this problem.

Building translators between formats that didn't want to talk.

Writing parsers for specs that were never quite right.

Watching every 'universal standard' fragment into vendor dialects.

Convincing organizations their data had value — if only they could reach it.



32

Years building data integration

# Then Anthropic did something.

They created MCP to make it easy for AI to access data.

But what they really created was the world's best

**integration protocol.**

If you think MCP is about AI, you're missing the bigger story.



**MCP**

**Model Context Protocol**

The standard for connecting data and tools to AI.

# Why is this a game changer?

# One interface. All data.

There is nothing about MCP that is spatial.  
There is nothing about MCP that is non-spatial.  
MCP is for all data. It is data agnostic.



Spatial, CAD, BIM, LiDAR/Raster,  
Digital Twins.  
Same protocol as CRM, ERP, email.



Public cloud data and private  
on-prem data. Same protocol.



One standard. Not a spatial standard.  
Not a database standard. A true data  
standard.

For the first time: one protocol for all the world's data.

# The Numbers

97M

monthly SDK  
downloads

5

major AI providers  
adopted (OpenAI, Google,  
Microsoft, Amazon,  
Anthropic)

1

Linux Foundation  
standard — open,  
neutral governance

ACP merged into A2A. The protocol stack settled. MCP won.

# MCP works in both directions.

That's what makes it different from everything that came before.



## Create an MCP tool

Anything that exposes an MCP interface can be leveraged by any AI agent, any application, any workflow.

Your data becomes universally accessible.



## Call MCP

Anything that can call MCP has the entire world of data and tools at its fingertips.

Every AI agent. Every application.

# The hard data finally has a way in.

FME makes every hard format an MCP tool. 500+ formats. One protocol.

**LiDAR / Raster**

Point clouds. Billions of measurements.  
Terrain, buildings, satellite imagery.

**Digital Twins**

Living models of infrastructure.  
Buildings, cities, utilities, networks.

**CAD / BIM**

Engineering drawings.  
Building models.  
3D infrastructure.

**GIS / Spatial**

Maps, coordinates, geodatabases.  
The original hard data.

Through MCP, an AI agent calls FME. FME transforms the hard data into something the agent can use. No GIS knowledge. No spatial expertise. Just a tool call.

Digital twins · Sensor feeds · Satellite imagery · Point clouds · Legacy ERP · 3D models · And 490+ more

YOUR FIREWALL

# Inside

FME MCP Server

Gemma 4 / Llama — local AI models

FME — 500+ format transformations

Your data — never leaves the building

Full AI stack. Zero data egress.

AI + Data + MCP — all on-prem

# Outside

Cloud AI (optional)

Cloud models when appropriate

Hybrid deployments

Your choice. Not theirs.

“There is no reason the firewall should divide the AI haves from the have-nots.”



The world has never been happy with one standard.

Is MCP the Tower of Babel of data?

**Here's why MCP is  
different.**

## The consumer changed.

Every previous standard was built for humans. MCP was built for AI. AI doesn't care about vendor politics, legacy preferences, or org charts. It cares about one thing: can I call this?

## Adoption speed is unprecedented.

97 million monthly downloads. Every major AI provider adopted it. OpenAI, Google, Microsoft, Amazon, Anthropic. The protocol wars are over before they started.

## Open governance.

Linux Foundation. Not owned by one vendor. Not controlled by one company. The same model that gave us Linux, Kubernetes, and OpenTelemetry. It works.

# Two things make data hard.

1

## The type of data.

LiDAR/Raster, CAD, BIM, digital twins, point clouds, 3D models, sensor feeds, geodatabases, satellite imagery.

Formats that aren't JSON.  
Formats that aren't even text.

2

## The location of data.

On-prem servers. Edge devices. AWS, Azure, GCP — or all three. Air-gapped networks. Regional clouds.

Data is scattered. Not all of it is in the cloud. Not all of it can be.

**MCP doesn't care about either. That's the point.**

# Putting It All Together

A new deed comes in. One conversation with Claude.

Demo shows working with data in ArcGIS, Sharepoint, and Postgres.

ArcGIS Feature service updated ✓

Metadata generated from cross-source context ✓

Nothing manually touched ✓

Zero Cloud-to-on-prem exposure ✓





Demo

32 years of fighting for this.

**MCP is what we've  
wanted forever.**

*And this time, it feels like it might just work.*



The hardest data on earth.

Any AI.

One protocol.

On your terms.

# Join our AI Special Interest Group

Stay ahead of the curve.

- Join the conversation on the Community
- Explore AI, including AI Assist, MCP, and other emerging technologies
- Share ideas, ask questions, and stay ahead of what's next

**Come visit us at Booth #3!**



**Thank You**



**Don Murray**

**CEO and Founder**

**dcm@safe.com**