Monday Welcome and New Member Session

January 20, 2020
Membership Committee

- Co-Chairs
  - Renee Walmsley, Tetra Tech
  - Brenda Burroughs, Teledyne Optech
Welcome New and Returning Members

- Clearskies Geomatics
- Global Marketing Insights
- Pointerra
- Rowe Professional Services
- Solv3D
- Terra Flight Aerial Imaging
YOUR NAVIGATOR IN REMOTE SENSING
BROKERING:

- Aerial cameras
- Aerial and terrestrial LiDAR
- Multi and hyperspectral devices (Land/Air)
- Grav-Mag devices
- Positioning systems (incl. ITAR)
- Mounts
- Survey Aircraft
WHY CLEARSKIES?

- No affiliation to specific manufactures
- Great relationship with all manufacturers
- Complete understanding of the technology
- Involved in remote sensing since 1991
- Licensed for ITAR exports
- Best inventory list
- Worldwide market access
- Expert in logistics
ClearSkies Geomatics Inc.
Patrick McConnell
303-819-2572
4782 Ashfield Cir., Boulder, CO 80301
pat@clearskiesgeo.com  www.clearskiesgeo.com
MAPPS Winter Conference-2020

Dr. Shawana P. Johnson, GISP
President
Global Marketing Insights, Inc.
440-376-4707 (M)
shawana@globalinsights.com

@GeoBusINT www.linkedin.com/pub/shawana-johnson/1/980/b6b

Geospatial Business Intelligence Experts™ www.globalinsigths.com
GMI Background

GMI Founded 1997 from Organization Roots:

- GE Aerospace (became Lockheed Martin) & Hughes Aircraft

As a result of a business tech transfer from Space Imaging - GMI founded in 1997 with THE global commercial user and distributor database

GMI secured a government contract with NOAA, USGS and NASA to oversee global airborne & spaceborne and associated technical geospatial industries providing research to the Fed Civil government keeping the copyright to all research data

GMI Project Resources:

- Data base for 1.7 million geospatial contacts globally
- 180 countries
- 500,000 organizations and users

GMI Biases, etc.

- Bias:
  1. Market Driven vs. Gov’t Enabled
  2. High Sensor Quality based on Market Need
  3. Applied Science – Validation, Accuracy
  4. Security
GMI Provides Global Geospatial Market Research Based Products

Moved 90% away from Data/Imagery Provider and Data Types to Global Analytics and Interoperability of Data

GMI Products

- GEO Int’l Market Research - 70%
- GEO CROSSOVER - MARCOM - 20%
- GEO STRATEGIC PLANNING - 10%


Intelligence Community/DoD
Federal Civil, State Loc Gov and Private Sector

How to move into GEOINT
- Data / Imagery Mgt. Tools
- Mobile Apps
- Predictive Analytics Tools
- Platform Ecosystems
- Model Ecosystems

How to move away from GEOINT to Private Sector
- Data / Imagery Mgt. Tools
- Mobile Apps
- Predictive Analytics Tools
- Precision Ag/Water
- Energy
So what’s the problem with 3D data?
Problems across the enterprise in using and leveraging costly but valuable 3D Data

- **Viewing** – Massive 3D datasets can’t be easily viewed
- **Storing** – Unmanageable files often isolated on local hard drives
- **Search** – It’s hard to find it if you can’t see it!
- **Cost** – High investment in IT, GIS and people just to provide access
- **Delay** – Time and cost gap between acquisition and use
- **Usefulness** – Efficacy of derivative (dumbed-down) 3D point cloud products
- **Efficiency** – Unnecessary repeat scans when data not readily accessible
- **Strategy** – Difficult to be strategic about data acquisition
The solution: a cloud platform for 3D data

THREE PILLARS OF INNOVATION

CORE TECHNOLOGY
Processing
Spatially indexed LiDAR data for efficient compression and storage
Automated index, compress, unify

CORE TECHNOLOGY
Storage
Read without decompression
Centralised, cloud (AWS) based repository
LiDAR point clouds, files & metadata
Multiple formats and coordinate systems

CORE TECHNOLOGY
Access
Search, access and analyse 3D data
Image rendering at unprecedented scale and performance
Subscription, permission and sharing management
Massive 3D datasets
Not limited by hardware
Server-based, rapid start up
Any device (browser)
No data copying - single source of truth
3D Asset & Data Management
Facilities Management/BIM
ESRI Integration
Photogrammetry/Inspection Mode
Additional Datasets Incorporated
Additional Functionality
Auto Classification/Feature Extraction Analytics
5G Optimization Analytics
Attribution Analytics
ROWE OVERVIEW

- Founded in 1962
- Seven offices in Michigan & South Carolina
- Leading Michigan firm with a staff of over 150, with nearly 50 providing geospatial services
Tammy Peterson
VP Marketing and Sales
tpeterson@solv3d.com
403-589-6461
SOLV3D – The Organization

• Privately owned, Calgary, Alberta based software company
• Established as the development arm of a survey & engineering firm in 2013
• Spun out as an independent entity in 2016, began efforts to commercialize the product offerings
• Entered the market in early 2018

Innovative, Easy-to-Use Software Solutions for Geospatial Data Processing, Visualization & Collaboration
SOLV3D – The Offerings

• SOLV3D encompass™ - a collaborative platform, using only a web-browser, that enables companies to merge and share a myriad of geospatial datasets. The result is an engaging common operating picture within a robust virtual environment, empowering all stakeholders to better leverage the value of their datasets for estimation, planning, design, and decision-making.

• SOLV3D engine™ - the processing toolkit is a middleware application that makes it easy to clean and optimize point cloud data, from any source.
Terra Flight Aerial Imaging Inc. is a privately owned, Texas based, aerial survey acquisition company located in Houston, Texas.

We provide quick project delivery. Smaller projects upload usually the same day as data acquisition and most projects ship within 24 hours of data acquisition.

Terra Flight Aerial Imaging is also a 100% Woman Owned, HUB Certified Business Entity.
We are comprised of a highly experienced staff with decades of experience in the aerial survey image acquisition business.

We offer contract aerial survey acquisition services utilizing an UltraCam Falcon digital sensor and an Optech Orion H-300 LiDAR sensor.

Terra Flight Aerial Imaging routinely obtains projects for a large client base throughout the southeast US.
Visit our website for more detailed information and product examples:

www.terraflight.com
Questions for New and Returning Members