

Sensors to Services: Advancing Turnkey Solutions through Collaborative Business Models

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AGENDA



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- 02  The Shift from Sensors to Services

- 03  Why Collaboration Is Now Essential

- 04  Kinds of Companies that Collaborate (Ecosystem Map)

- 05  Emerging Futuristic Opportunities

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The Traditional Sensor Ecosystem

Sensor
Manufacturers

Data
Acquisition
Providers

Raw Data
Delivery

Standalone
Processing
Vendors

Customer-
Driven
Integration

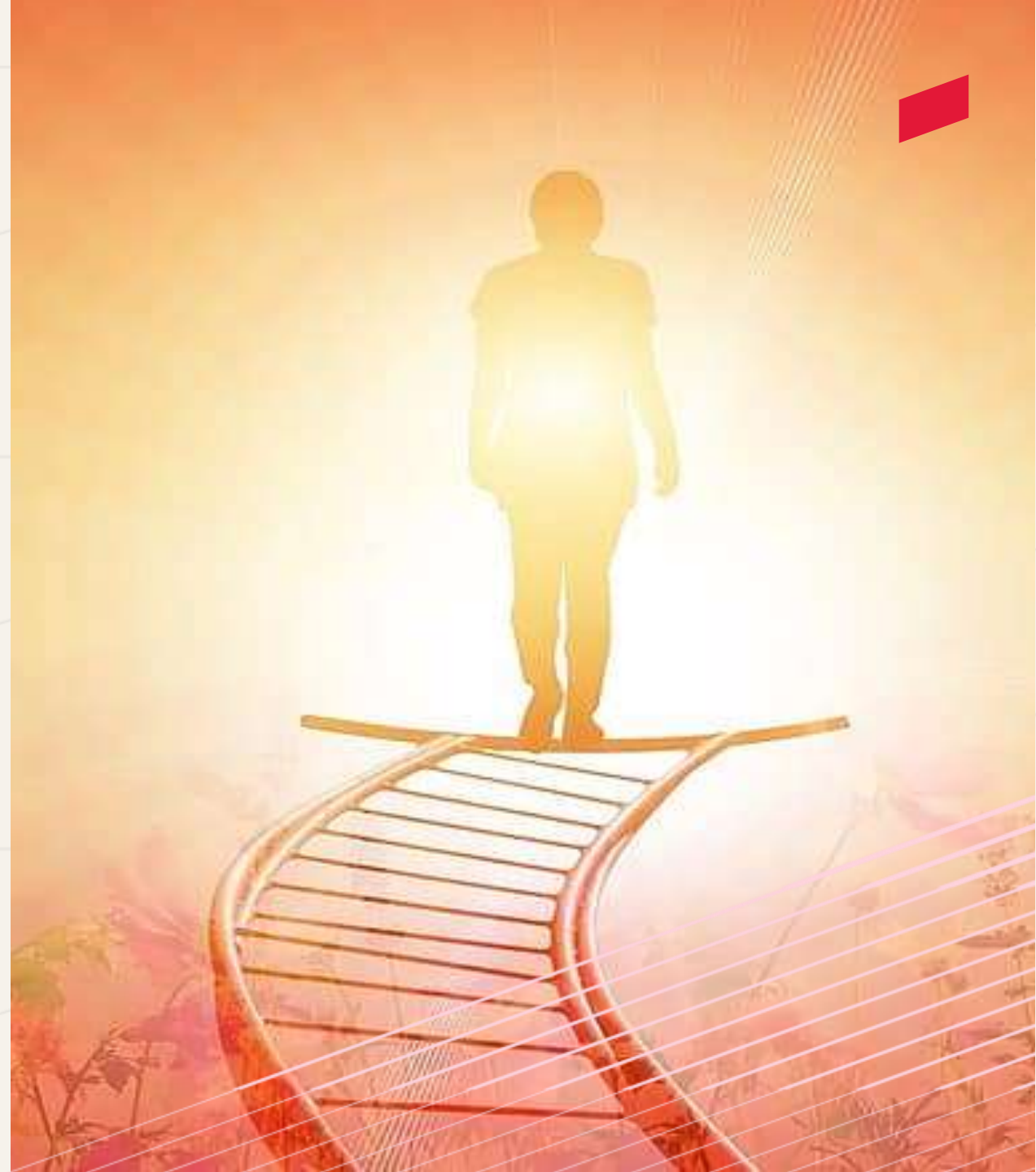
The Shift from **Sensors** to **Services**

Explosion of space, aerial, drone & terrestrial sensors enabling richer, faster data.

Spatial computing (AI/ML, AR, IoT, etc.) turning raw sensor data into actionable intelligence.

Industry demand moving from data collection to turnkey, outcome-based services

Collaborative platforms enabling end-to-end, turnkey geospatial services across the entire value chain.



Why Collaboration Is Now Essential

No single player can own the full capture to process to deliver value chain

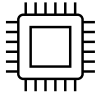
Interdependent workflows require joint innovation, shared platforms & aligned incentives

Collaboration ensures reliability, resilience, and scalability

Example (Vegetation Management): A satellite firm, a drone operator, an AI-mapping platform, and a utility expert must work together



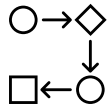
Kinds of Companies that Collaborate



Sensor & Hardware Providers



Data Acquisition & Collection Firms



Processing & Intelligence Platforms



Domain Services & Application Providers

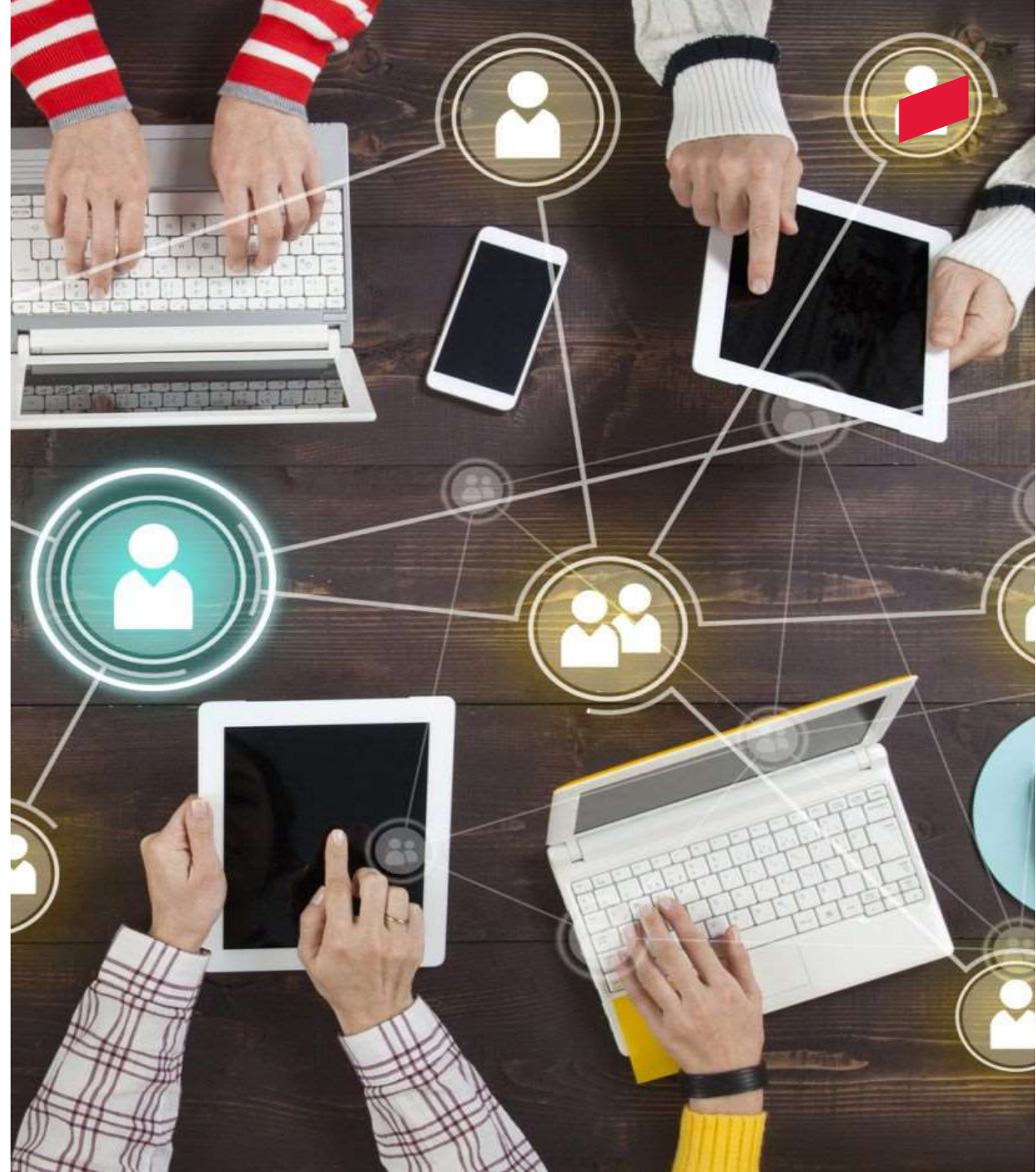


Emerging Futuristic Opportunities

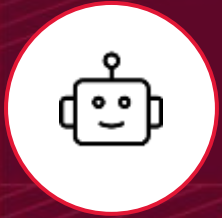
Unified Sensing Ecosystems Through Collaboration

AI-Native Processing Pipelines for Turnkey Outcomes

Collaborative Platforms for End-to-End Services



Collaborative Turnkey Impact



Faster deployment of intelligent, end-to-end geospatial solutions across sectors



Reduced cost & complexity for enterprises through integrated systems and shared platforms



Stronger global partnerships leading to sustainable growth, policy alignment & digital transformation



Thank you!