



transforming the way the world works



Chris Gibson

Vice President, Trimble Navigation



Technology

Application

**Geospatial
information**

Roles

Economics

**Societal
Forces**

**Paradigm
Shift**

Replacement of traditional techniques with much higher productivity solutions

**Incremental
Adjacencies**

Incremental opportunities at comparatively low investment

**Emerging
Economies**

Emerging economies' infrastructure development, leapfrogging to new work methods

**Technology
as Enabler**

Integration of positioning, wireless, & software technologies enable new field solutions

Office

Place

Field

Dedicated Collection

Source

Crowd Sourcing

Official Data

Data Integrity

Sufficient

Proprietary

Access

Free & Ubiquitous

“Classical”

Application

Embedded in Process

Version Controlled

Update Frequency

Dynamic

Professional

Influence

Owner/User/New
Constituencies

CITIZENS & CONSUMERS

- GIS Data Users
- Smart Meters
- A source of data

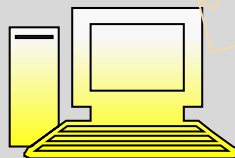


MANAGEMENT

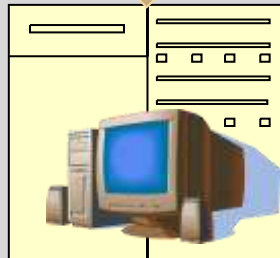
Dashboards & Reports



DBs



Enterprise Application



GIS Server

MOBILE FIELD CREWS & FLEETS

- Data Collection / Validation
- Work & Incident Management
- Asset Management
- Fleet tracking & Routing



CONTRACTORS – Intelligent Machines





Agriculture



Heavy Civil Construction



Construction BIM



Cadastral & Geospatial



Transportation & Logistics



Rail



Environmental & Waste



Water Utilities



Electric Utilities



Intelligent Transportation



Forestry



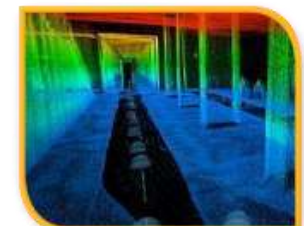
Field Service



Oil & Gas



Consumer Devices



Indoor Mapping & Virtual Worlds

Trimble addresses the entire construction workflow

CONCEPT

DESIGN

ESTIMATING

PROJECT
PLANNING

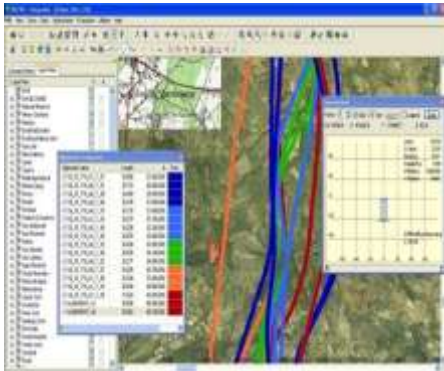
BUILD

OPERATE

Machine control / positioning technology



Building information management (BIM) software



**MACHINE PRODUCTIVITY
30%+**

**REDUCES REWORK
50%+**

**OVERALL PROJECT
COST IMPROVEMENTS
Up to 30%**

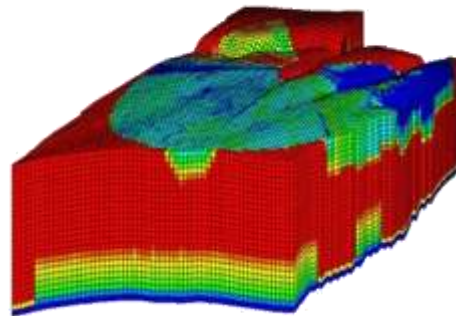
Trimble agriculture provides visibility to the whole farm model



Guidance / Precision Ag / Irrigation



Connected Farm tools/software



**INPUT SAVINGS
20%**

**REDUCTION IN
WATER USAGE
20%**

Trimble transportation and logistics is the complete provider

ORDER

PLAN/DISPATCH

TRANSPORT

MANAGE

MAINTAIN

Fleet mobility solutions



Enterprise software



**REDUCTION IN
FUEL/OPERATING COSTS
20%**

**IMPROVEMENT IN
FLEET UTILIZATION
30%**



Thank you