


**2023 SOLUTION PROVIDER
INFO SHEET**



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COMPANY BACKGROUND

 **NAME OF COMPANY** _____

 **CONTACT NAME** _____

 **CONTACT PHONE** _____

 **CONTACT EMAIL** _____

 **FOUNDED** _____

 **DATE** _____  **LOCATION** _____

 **EMPLOYEES**

 **NORTH AMERICA** _____  **WORLD** _____


 **DATE OF ENTRY INTO NORTH AMERICA** _____

CUSTOMER INFORMATION

 **# CUSTOMERS SERVED**

 **NORTH AMERICA** _____  **WORLD** _____

 **OUT OF BOX INTEGRATIONS (PLEASE LIST)**

 **LARGEST CUSTOMER NAME** _____

 **SMALLEST CUSTOMER NAME** _____

 **DELIVERY (CLOUD, ON PREM, ETC.)** _____

 **FINANCIAL PERFORMANCE (REV 2020, 2021, OR 2022)** _____

 **OTHER SOLUTIONS OFFERED**

 **NORTH AMERICAN UTILITY CUSTOMERS**

POC, PROJECT, PROGRAM

CAPTURE

 **SATELLITE** **HELICOPTER** **DRONE** **BOOTS ON GROUND** **OTHER**

 **PARTNERS** _____

 **DO YOU HAVE YOUR OWN SOFTWARE PRODUCT TO STORE IMAGERY?**

IF YES, DESCRIBE OVERVIEW ON CAPABILITIES. IF NO, DO YOU HAVE PARTNERS OR ESTABLISHED WORKFLOWS WITH OTHER SOLUTION PROVIDERS?

 **PHOTOGRAMMETRY** **LIDAR** **INFRARED** **HYPERSPECTRAL** **OTHER**

PROCESS

 **AI/ML?** **SYNTHETIC DATA?**

 **HUMAN IN LOOP?** **INTERNAL** **EXTERNAL** **BOTH** _____
(IF BOTH, PERCENTAGE FOR EACH)

 **PRE-BUILT INTEGRATIONS TO WORK MANAGEMENT SYSTEMS?**
(IF SO, LIST) _____

 **MODEL DEVELOPMENT** **COMPONENT RECOGNITION** **DEFECT DETECTION**

 **DO YOU ACCEPT 3RD PARTY DATA?** _____

TAKING ACTION IN THE FIELD

 **WHAT WORK FORCE MANAGEMENT SYSTEMS DO YOU INTERFACE TO?**
PLEASE LIST (IBM, ORACLE, SAP...)

 **WHAT FIELD WORKFORCE APPLICATIONS DO YOU INTERFACE TO?**
PLEASE LIST

 **DO YOU HAVE MOBILE APPLICATIONS THAT CURRENTLY USE IMAGERY AND ARE PART OF YOUR SOLUTION?**

ADDITIONAL CUSTOMER SUCCESS INFO

 **UTILITY TYPE** _____

CLIENT NAME _____

PROJECT TYPE (PROOF OF CONCEPT, TRANSMISSION, DISTRIBUTION...) _____

SIZE / SCOPE OF PROJECT / POC
(# MILES CAPTURED, DEFECTS BEING IDENTIFIED, # POLES...) _____

PARTNERS INVOLVED WITH DELIVERY OF PROJECT? (CAPTURE: DRONE, SATELLITE, ETC; PROCESS: SOFTWARE PROVIDER; ACT: WORK FORCE SOFTWARE, DISPATCH, ETC.) _____

INTEGRATIONS (PLEASE DISTINGUISH BETWEEN API AND CUSTOM) _____

WHAT ELSE WOULD YOU LIKE UTILITIES TO KNOW?
