

# 2023 SOLUTION PROVIDER INFO SHEET

## COMPANY BACKGROUND

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 **NAME OF COMPANY** \_\_\_\_\_

 **CONTACT NAME** \_\_\_\_\_

 **CONTACT PHONE** \_\_\_\_\_

 **CONTACT EMAIL** \_\_\_\_\_

 **FOUNDED** \_\_\_\_\_

 **DATE** \_\_\_\_\_  **LOCATION** \_\_\_\_\_

 **EMPLOYEES**

 **NORTH AMERICA** \_\_\_\_\_  **WORLD** \_\_\_\_\_

 **DATE OF ENTRY INTO NORTH AMERICA** \_\_\_\_\_

## CUSTOMER INFORMATION


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 **# 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

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 **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?**

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