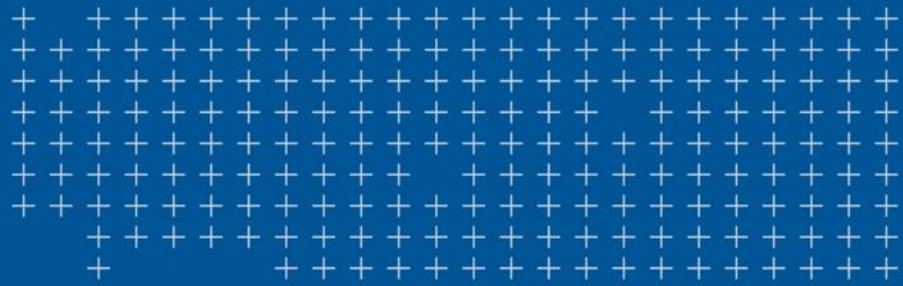


OPTRON



LEON REYNDERS | Regional Sales Manager : Africa

TRIMBLE LANDFOLIO USER CONFERENCE 2023

GNSS & Drone Solutions – The Future is Now





Agenda



1. Introduction - OPTRON
2. GNSS Technology – Trimble Catalyst DA2 for Surveying
3. Drone Technology – DJI Mavic 3 Enterprise For Surveying
4. Social Media
5. Q&A

About OPTRON



Established in 1986
Trimble Dealer since 1987
DJI Enterprise Dealer since 2020



Brands Represented

Trimble	DJI Enterprise	Nikon
Spectra Geospatial	Carlson	GeoSLAM
Reutech Mining	Exyn Technologies	AgEagle
GeoCue	Quantum Systems	US Radar
SeaFloor Systems	Handheld	



Staff Compliment

5 Regional Offices	Dedicated Helpdesk	Certified Service Center
61 Staff Members	10 Sales Consultants	4 Segment Managers & SMEs





Vision Statement



To be a world-class, leading provider of innovative location-based technologies and value driven services



OPTRON Integration Approach



OEMs Represented



Next Generation Survey GNSS

Trimble Catalyst DA2

Trimble Catalyst is a revolutionary offering from Trimble that uses a software defined GNSS receiver technology.

The solution enables a customer to subscribe to the Catalyst service in order to enable the GNSS receiver to operate at a level of accuracy related to their subscription level.

Catalyst consists of the DA2 receiver, a power bank of your choice, any Android or iOS device, and your application.



How to acquire Survey Grade Accuracy

Conventional Methods:

- GNSS Systems Base & Rover
- Total Stations

Disadvantages

- Expensive (Large Initial Investment)
- Under Utilised (Application pending)
- Multiple Operators
- Extensive learning curve
- Heavy (difficult to travel with)



What is Trimble Catalyst?

- Revolutionary GNSS Technology
- Small GNSS Antenna
- Software Driven GNSS Corrections
- Trimble RTX
- Low Hardware costs
- Easy to use
- Flexible Solution



Catalyst DA2 Features



Trimble Catalyst Survey is...



LOWER COST OF ENTRY

Minimal upfront hardware cost
Corrections bundled with the subscription
Less of your money tied up in capital assets



SIMPLE

One part number unlocks the power of Trimble Access,
Trimble Catalyst with full Corrections Hub support



FLEXIBLE

Ready to use on-demand
Scalable for individuals, small teams, and large crews
Modify as your needs change



POWERFUL

High quality performance
Centimeter level precision

Flexibility

Subscriptions

Pay-as-you-use:

- Yearly
- Monthly (30 Days)
- Customise Plans
- 10 Hour



Flexibility

Accuracy

On demand, high precision GNSS

Subscription-based accuracy

- Catalyst 60 (60cm)
- Catalyst 30 (30cm)
- Decimeter (10 cm)
- Centimeter (<2cm)



Flexibility

Application & Software

- Trimble Access (New)
- Trimble TerraFlex™
- Trimble Penmap® for Android™
- Third-party Software
 - Location Services API
 - Esri® Collector for ArcGIS®
 - Android-based 3rd party apps



Flexibility - Software Integration



Trimble LandFolio (Land Administration)



GIS Enterprise Software, such as ESRI



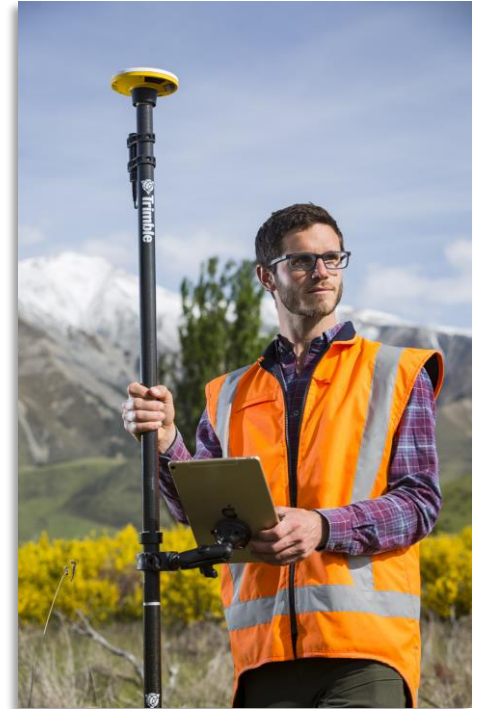
Devices, apps, and workflows



Updates and Integration



Reporting



Precision Accuracy Coverage

Worldwide Accuracy: <2 cm

Trimble Corrections Hub (TCH) provides Catalyst subscribers the **Availability, Precision, and Speed of Convergence** that they need to get their job done quickly.



Catalyst DA2

Turnkey Solution

1. Main Unit
2. 2m Survey Pole
3. Power Bank
4. Software of choice
5. Accuracy Subscription of choice
6. Rugged Field Controller (Trimble TDC 600) -
- Pole Clamp



Catalyst DA2

Handle

- Lightweight Handle
- Provides the complete handheld experience
- Magnetic Mounted



Industries

- GIS Mapping & Data Collection
- GNSS Land Surveying
- Land Cadastral Management
- Utilities & Public Administration
- Aerial Mapping



Flexibility

- Bee Hive Management
- Golf Course management
- Civil Engineering – Road Maintenance Management



DJI Mavic 3 Enterprise (Solution Integration)

DJI Mavic 3 Enterprise with RTK Module

Key Features:

- Smaller / Foldable Solution
- Longer flight times (45Min)
- RTK Module
- CM accuracy surveys
- Thermal Option Available
- Stronger wind conditions (12m/s)
- Increased Mapping Speed.



Frequently Asked Questions

- **Q: How does the Catalyst Attain its correction?**

A: Trimble RTX (Direct Satellite Corrections)

- **Q: Do you require internet access to receive the satellite correction?**

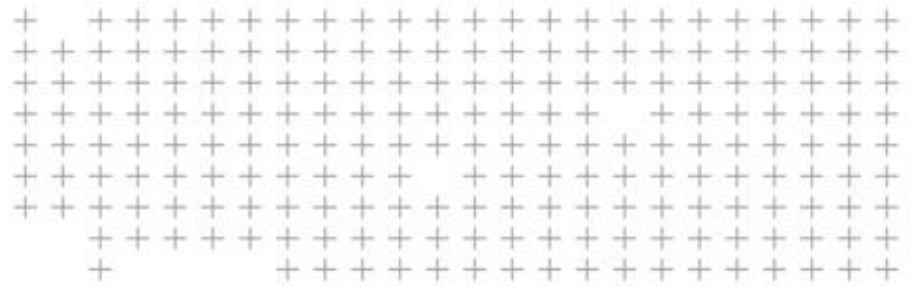
A: No, with the corrections being delivered directly to the Catalyst vis Satellite, no cellular connection is required

- **Q: Will this replace a Base & Rover GNSS System?**

A: No, these instruments will always be required in various industries that use these devices on a Daily Basis.

- **Q: Who purchases the Catalyst Solutions?**

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Q&A



Questions / General Discussion

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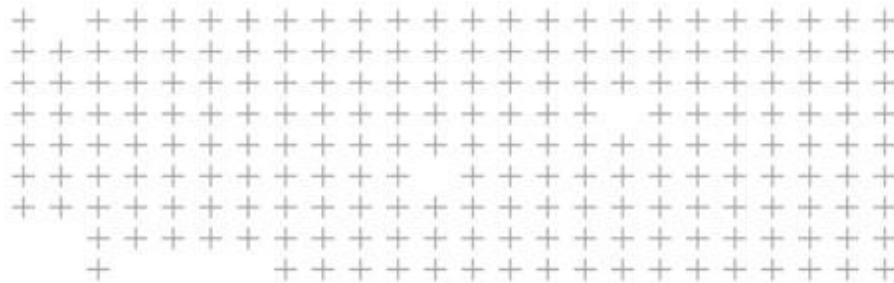


Website

- **www.optron.com**



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Thank You