Bridging the Gap Between Cultures

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Discussion Topics

Global nature of the world requires that companies/organisations understand and meet the needs of customers everywhere.

- Bridging the Gap Commercially
- Bridging the Gap Educationally
- How Do We Bridge the “Cultural Gap”
Industry Trends

- Continue to expand the horizons for Surveyors.
- Build a sustainable survey industry.
- Bring Land Administration capabilities to developing countries to lay a foundation for ownership and economic development.

Developing Local Capabilities

Key areas for consideration:

- What are the local requirements?
  - What local work practices exist?
  - What skills sets exist?
  - Fast track to latest technology

- Experiences from other parts of the world
  - Demonstrate benefits from successful projects
  - Can they be adapted to meet local needs?
Building a Land Administration system - Benin

- Traditional approach would have required more than 2000 control points
- Implemented a CORS network:
  - Eliminates cost of establishing control points
  - 30,000 occupancy permits convert to land title and 85,000 households receive titles or certificates

Additional Benefits

- Network remains in place for continued use
  - Potential to densify network and provide real-time DGPS correction services
  - Benefit to other industries, Ag, Construction, Natural Resource Management
- Trained set of local surveyors
Developing – Funded Projects

Examples from the real world
Zurich Central Station, Switzerland

- New rail track
- New train station
- New tunnel

Real-time optical monitoring!
Examples from the real world
El Romeral Iron Mine, Chile

Examples from the real world
Land Slide in Åkneset, Norway
Education

- Training for current surveyors
- Supporting tomorrows surveyors
- FIG Foundation

Current Surveyors

- As projects arise opportunity exists to provide on the job training
  - Benin, Burkina-Faso
- Support for regional education development
- Manufacturers user conferences
  - Trimble Dimensions
Tomorrows Surveyors

- Internet makes the world very small

Experiences

Communication

Trimble Connected Community

Shared Information
FIG Foundation

Build a Sustainable Future by:
- Giving grants and scholarships to support curricula development and capacity building, especially in developing countries
- Promoting high standards of surveying education and facilitating CPD (Continuous Professional Development) activities
- Promoting virtual academies and the use of distance learning in surveying education
- Encouraging research activities and the dissemination of research results
- Promoting the exchange of young surveying personnel
- Supporting conferences and other events by seed funding in cooperation with international agencies such as the United Nations

Trimble is proud to be a Charter Foundation Partner

Trimble Cultural Development

Proactive internationalism that pursues a world-wide strategy while embracing cultural and market differences

- Build local knowledge through
  - Establishing regional offices with local staff
    - Ghana, Brazil, China, Thailand, India
  - Appointing local distributors
    - Provide local service, support and training
Enabling Localised Solutions

Recognising each customer is different

- Trimble Access provides customized workflow solutions
- Trimble SDK provides the ability to develop solutions to meet specific customer challenges
Bridging the Gap of the Future

Cloud Services for Surveyors

• Baseline processing
• QA Tools
• Automatic file conversion
• Automatic reporting
Thank You