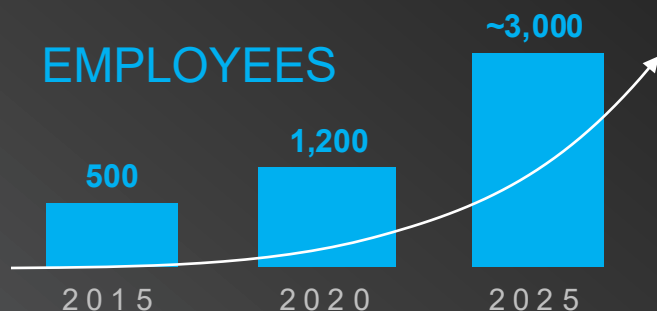


The background of the slide features a stylized image of the Earth, showing continents and oceans in shades of blue and green. Overlaid on the globe is a complex network of thin, glowing blue lines that connect various points across the planet, suggesting a global infrastructure or data network. The overall color palette is dominated by deep blues and greens, with a bright yellowish-green glow emanating from the right side of the globe.

# Optimizing Infrastructure Decisions for Sustainable Growth



# HIGHLY RATED, GLOBALLY RESPECTED



Our tech-enabled and global architecture, engineering, and geospatial (AEG) approach is unique and highly effective.

We have a strong, diverse portfolio across critical and growing end markets.

We focus on people, culture, and creating a Great Place to Work.



16  
Companies  
Acquired Since  
2019



200K+

An icon consisting of a central blue dot surrounded by 12 smaller white dots arranged in a circular pattern. Below the icon is the text 'Projects Completed Across 6 Continents and 50 States'.

Projects Completed Across 6 Continents and 50 States

110+

A blue circle with a white border. The number '110+' is written in white in the center of the circle. Below the circle is the text 'Years of Client Service'.

Years of Client Service

Global Top  
100  
Geospatial  
Company





# Our Services

## ARCHITECTURE

Advisory Services  
Architectural Design  
Conceptual Design  
Facility Condition Assessment  
Feasibility Studies  
Interior Design  
Landscape Architecture  
Planning, Programming and  
Pre-design  
Renderings and Design Visualization

## ENGINEERING

3D Laser Scanning  
Civil Engineering  
Code and Life Safety Engineering  
Communications Technology  
Construction Services  
Fire Protection  
MEP Engineering  
Road and Bridge Design  
Sanitary Sewer Evaluation Survey  
(SSES)  
Structural Engineering  
Subsurface Utility Engineering (SUE)  
Surveying  
Water Monitoring and Modeling

## GEOSPATIAL

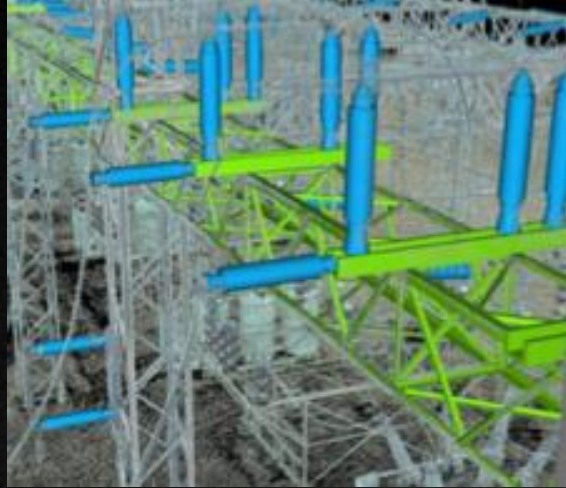
Cloud Solutions  
Disaster Recovery  
GIS Design and Development  
Lidar  
Maps API and Location-  
Based Services  
Marine Capabilities  
On-Site Support  
Photogrammetry and Remote Sensing  
Survey  
Technology Implementation Services  
Uncrewed Aircraft Systems (UAS)

# Infrastructure Sector Markets / Services



## AVIATION

- AAM/UAS/eVTOL
- Airport layout plans
- Heliports/vertiports
- Airspace obstruction surveys
- Runway pavement design
- CADD/GIS/BIM
- Aviation Advisory Board



## ENERGY

- Oil and gas
- Gas and electric
- Renewables
- Cloud solutions
- Well pad development
- Application development
- Construction monitoring



## TRANSPORTATION

- Roadway engineering
- Bridge analysis and design
- Corridor, alignment studies
- Transit
- Traffic impact studies
- Mobile mapping
- Right-of-way plans



## WATER

- Stormwater management
- Wastewater management
- Hazard mitigation
- Floodplain management
- Hydrologic/hydraulic modeling
- MS4 compliance
- Water quality monitoring



# Building Sector Markets / Services



## FEDERAL

Department of Defense (DoD)  
Federal civilian  
Military master planning  
Area development plans  
NEPA/EIAP



## PRIVATE

Commercial  
Hospitality  
Mission Critical  
Mixed-use/multi-family housing  
Retail Rollout  
Corporate  
Industrial



## PUBLIC

K12 education  
Higher education/university  
Parks and recreation  
Libraries  
State/local government  
Transportation (land/air)  
Civic



# Geospatial Sector Markets / Services



## STATE & LOCAL

- Aerial and mobile mapping
- Enterprise GIS
- Topographic lidar and imagery
- 3D modeling
- Impervious surface delineation
- Thermal imaging
- Uncrewed aircraft systems
- Geodetic survey



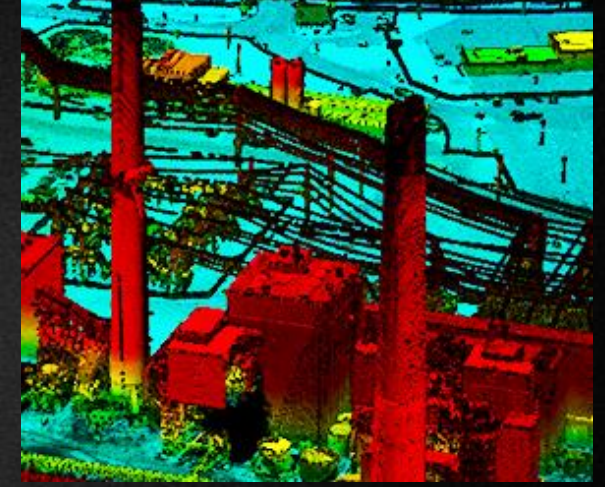
## MARITIME

- Hydrographic survey
- Coastal, riverine resilience
- Bathymetric lidar
- Side-scan sonar, vessel-based
- Critical infrastructure assessment, design
- Habitat modeling
- Nautical charting
- Sediment management



## NATIONAL SECURITY

- Coastal management and restoration
- Intelligence analysis
- Secure software development
- Data analytics, hosting
- Cadastral research, survey
- Topographic lidar and imagery
- 3D modeling
- Emergency response support

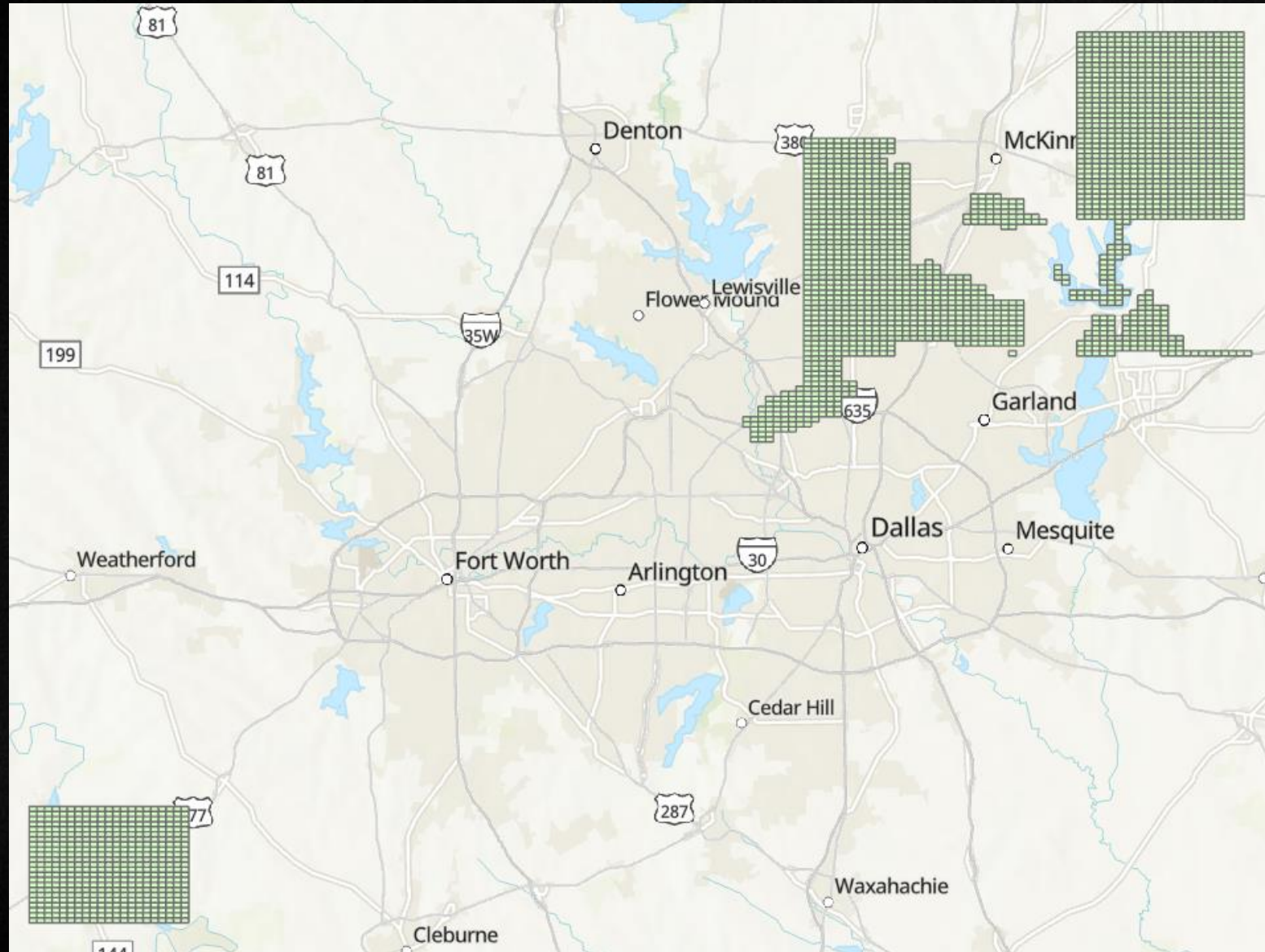


## UTILITIES / TELECOM

- High-density lidar mapping electrical poles, wires
- Broadband network expansion
- Aerial imagery
- Survey-grade 3D modeling
- Telecom analysis and engineering, consulting
- Digital twin development
- Enterprise GIS



# Lidar AOI's for 2026 QL1 (8ppsm) lidar



# What is Asset Management?

- Asset Management:  
*“The coordinated activities of an organization to realize value from assets”*
- Realization of value requires optimization of performance, cost and risk



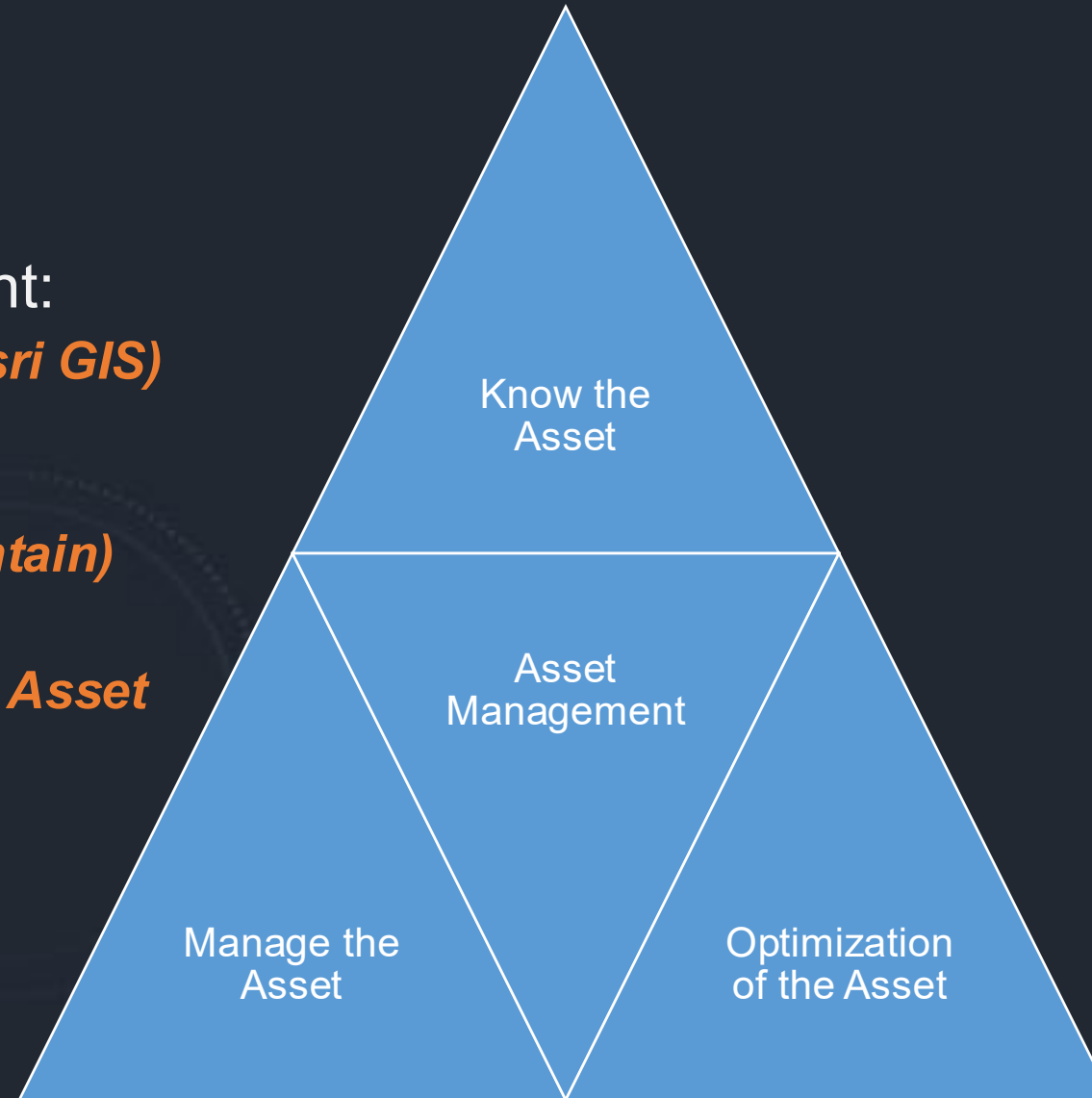


# How do you realize of value?

- Asset Management:  
*Know the Asset (Esri GIS)*

*Manage the Asset  
(Trimble Unity Maintain)*

*Optimization of the Asset  
(DOT-US)*



**Purpose**



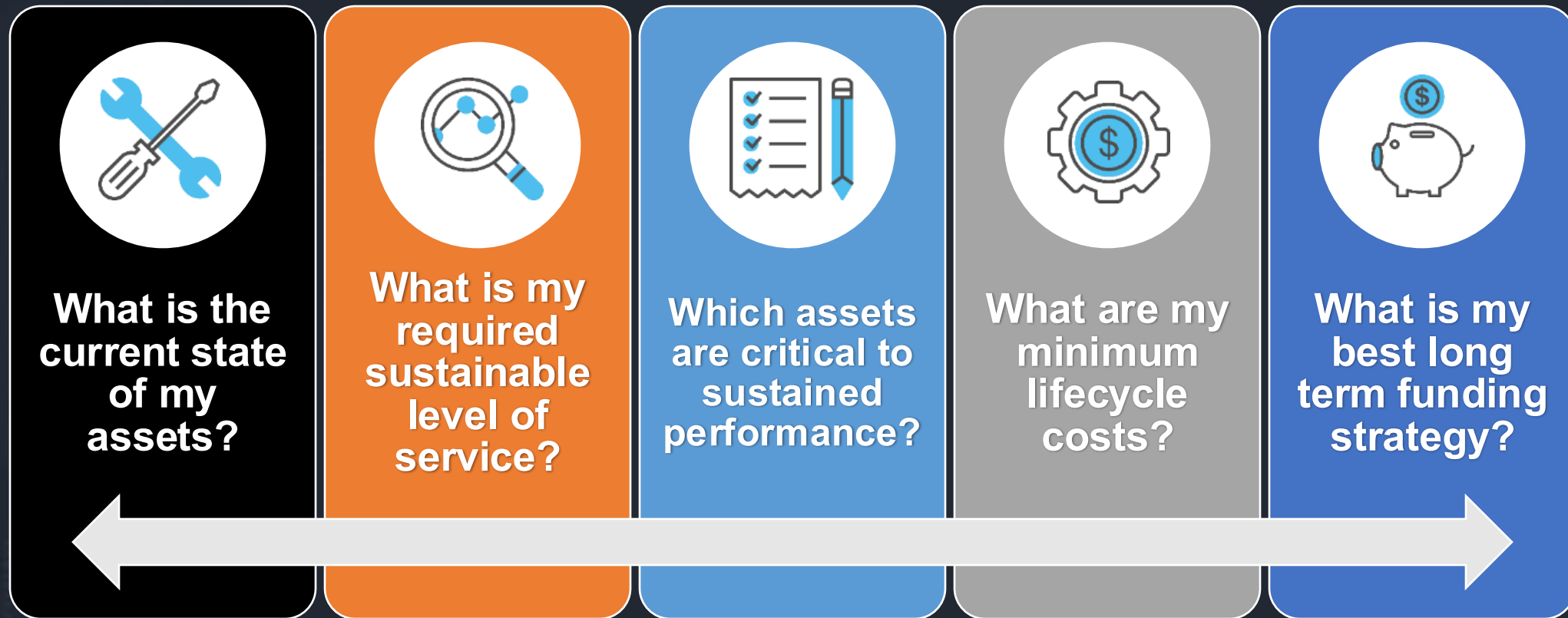
**Objectives**



**Value**

**Assets**

# EPA “5 Questions” Asset Management Best Practices & Framework



*Source: EPA Guidance on Asset Management Best Practices*



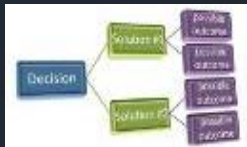
# Why is Asset Management Important?



Improve Financial Performance



Demonstrate Compliance



Informed Asset Investment Decisions



Enhanced Reputation



Manage Risk



Improved Organisational Sustainability



Improved Services and Outputs



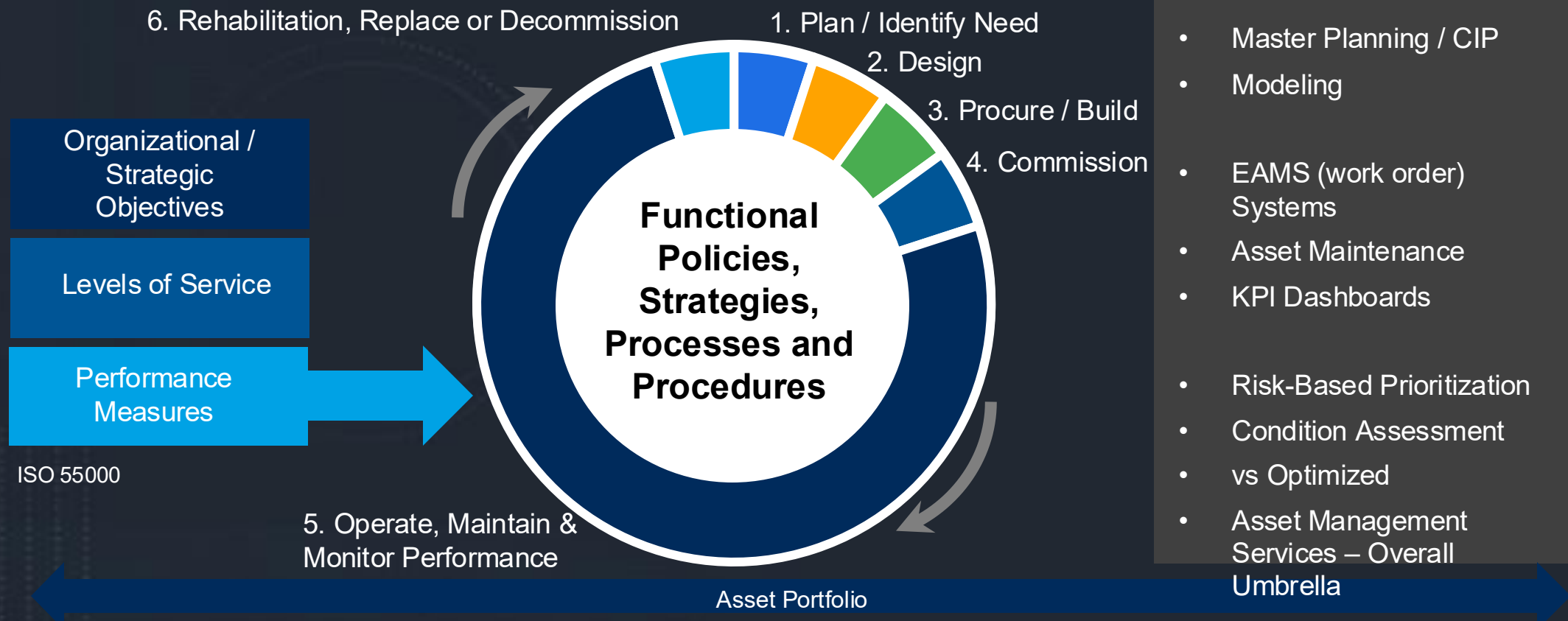
Improved Efficiency and Effectiveness

*USEPA estimates that improved asset management will result in savings of at least 20% of the costs of asset ownership.*

# Asset Lifecycle

## Leadership, Policy & Strategy

### Asset Management System & Asset Management Plans

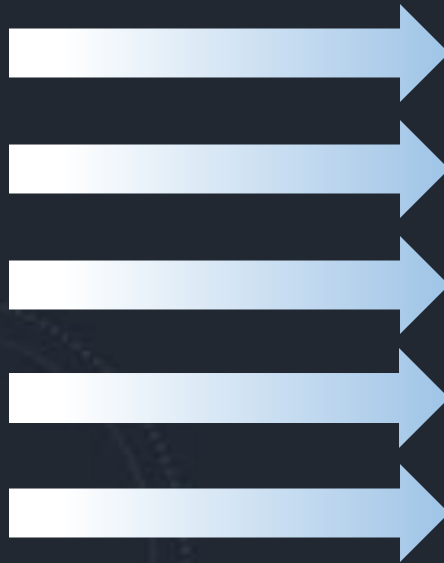




# RECIPES FOR SUCCESS

## A SUCCESSFUL EAMS IMPLEMENTATION DELIVERS:

- ▶ Ease of use
- ▶ Off the shelf
- ▶ Regulatory compliance
- ▶ Reporting capacity
- ▶ Sustainability



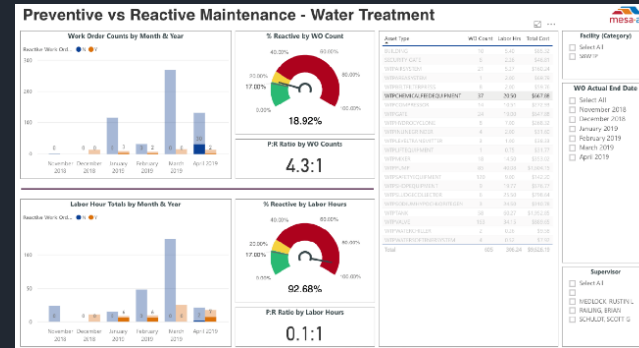
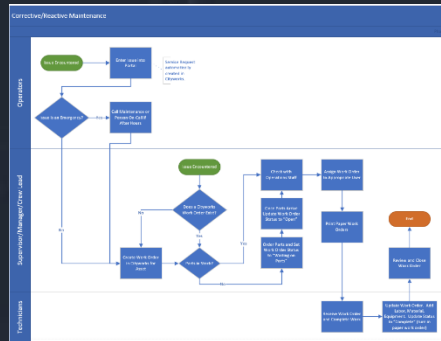
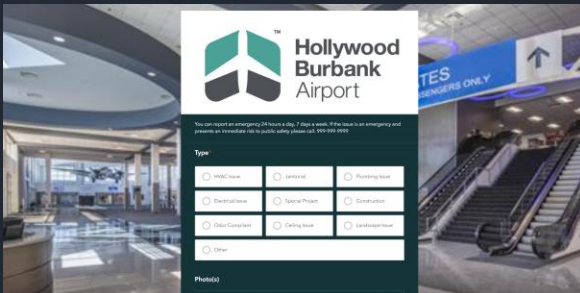
Streamlined configuration based on your business processes

Core software configuration (minimal customization)

Accurate work tracking

Clearly defined metrics – reporting & dashboards

Knowledge transfer – sys. admin & role-based training



**Production By Crew**

6/1/2017 - 6/30/2017

| Prod Site    | WO Count  | Quantity      | Manhours      | Estimated Exp.     | Cost/Unit      | Production  |
|--------------|-----------|---------------|---------------|--------------------|----------------|-------------|
| SCOTTSMITH   | 10        | 29.20         | 46.70         | \$2,125.89         | \$72.80        | 0.63        |
| SCOTTSMITH   | 27        | 115.25        | 136.50        | \$5,889.34         | \$50.93        | 0.84        |
| SCOTTSMITH   | 35        | 113.50        | 145.00        | \$6,653.84         | \$56.62        | 0.78        |
| <b>Total</b> | <b>72</b> | <b>257.95</b> | <b>328.20</b> | <b>\$14,649.07</b> | <b>\$56.79</b> | <b>0.79</b> |

**Production by Crew**

| CREW | WO Count | Quantity | Manhours | Estimated Exp. | Cost/Unit | PRODUCTION |
|------|----------|----------|----------|----------------|-----------|------------|
| SCM7 | 2        | 4.50     | 4.50     | \$210.54       | \$46.79   | 1.00       |
| SCM7 | 916189   | 4.00     | 4.00     | \$187.15       | \$46.79   | 1.00       |
| SCM7 | 917594   | 0.50     | 0.50     | \$23.39        | \$46.79   | 1.00       |
| SCM3 | 1        | 0.20     | 0.20     | \$8.36         | \$41.78   | 1.00       |
| SCM6 | 1        | 1.00     | 2.00     | \$81.69        | \$81.69   | 0.50       |
| SCM8 | 2        | 14.00    | 14.00    | \$579.18       | \$41.37   | 1.00       |

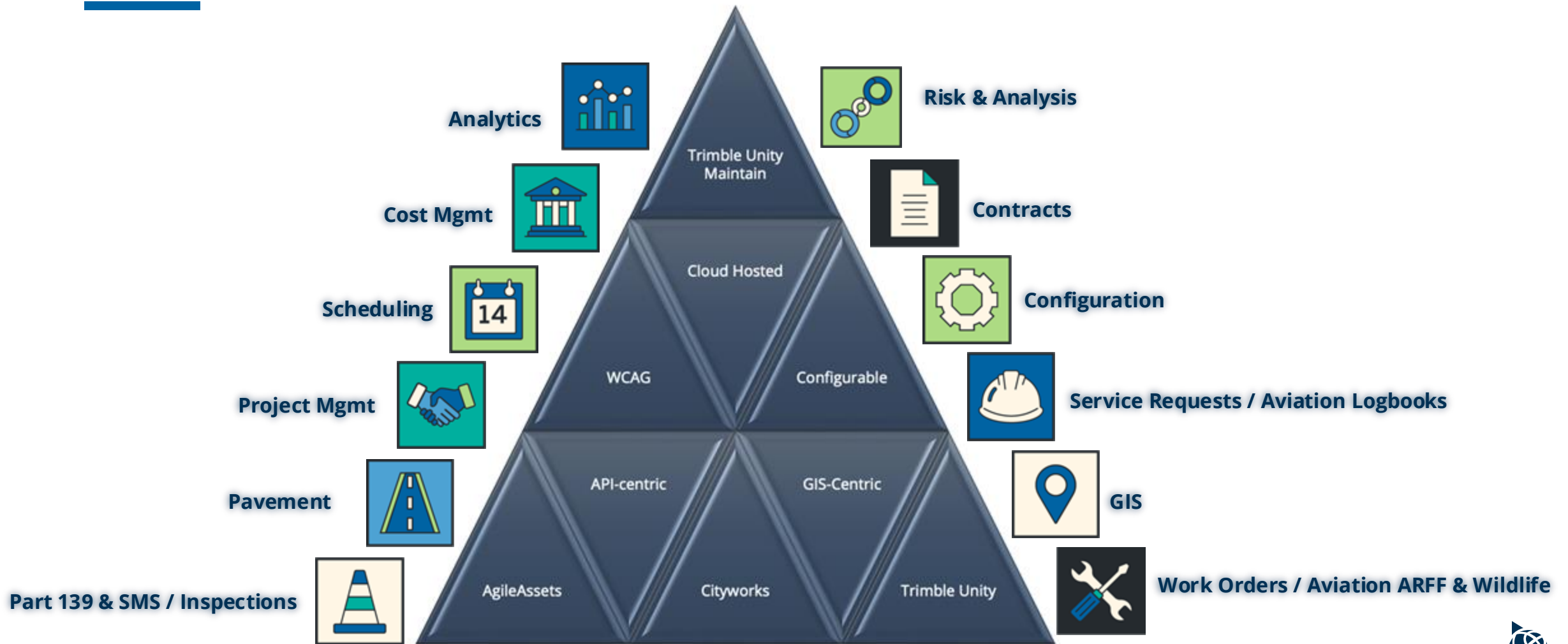
# What is Trimble Unity Maintain?

Trimble Unity Maintain is a new Trimble capability intended to combine the functionalities of current Enterprise Asset Management (EAM) offerings from AgileAssets, Cityworks, and Trimble Unity Work Management into one seamless product.

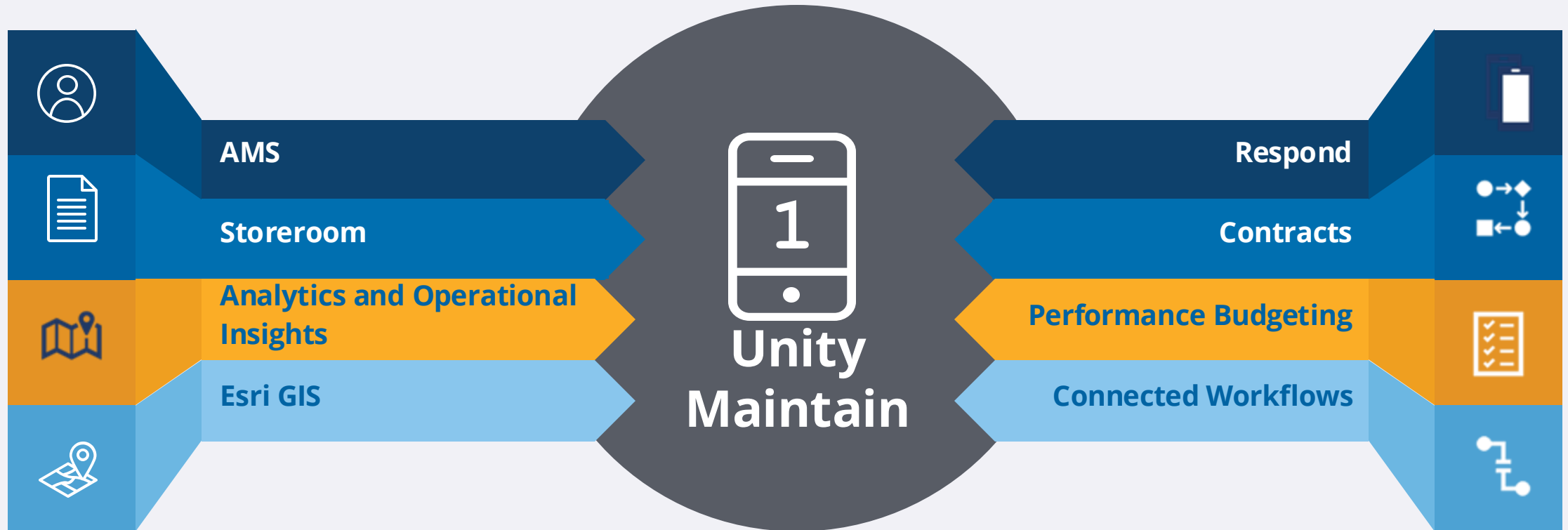




# What is Trimble Unity Maintain?



# Evolving Enterprise Asset Management






# Decision Optimization Technology (DOT™)





ASSET TYPE


ROADS


 NETWORK OVERVIEW


 NETWORK GIS VIEW


 ASSET INVENTORY

 ANALYSIS

 PROJECTS

 REPORTS

 SETTINGS

 ADMIN

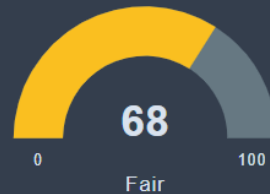
## Roads - Network Overview

Network Size  
479.7 mi

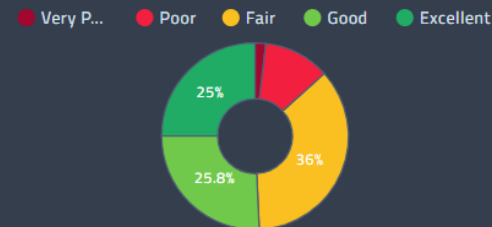
No. of Assets  
7,367

Population  
111,388

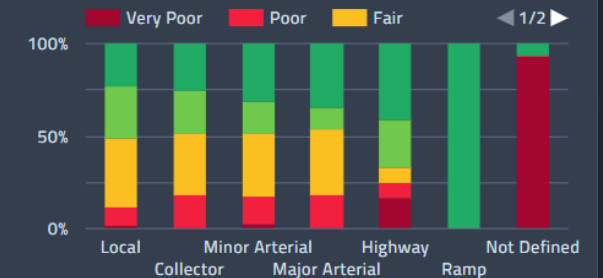
### Network Overall Condition



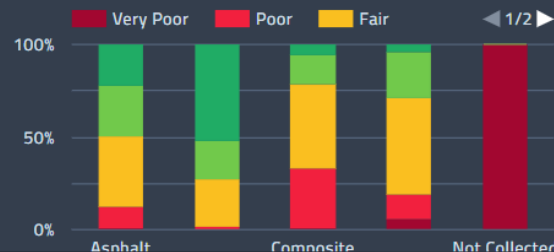
### Network Condition Status



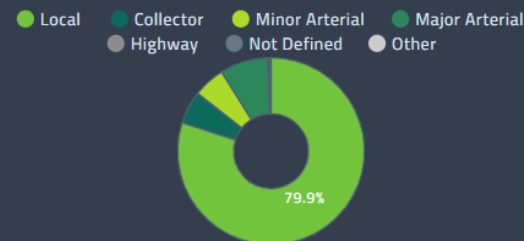
### Condition Status by Functional Class



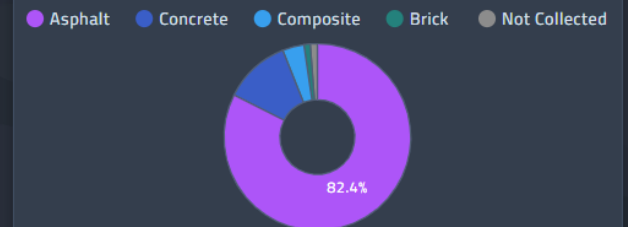
### Condition Status by Surface Type



### Functional Class Breakdown



### Surface Type Breakdown



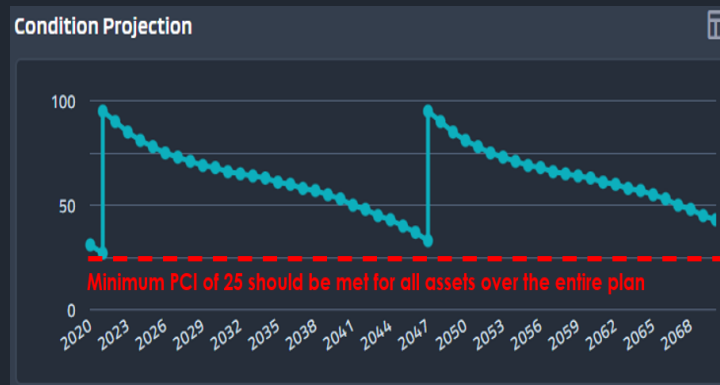
# DOT Value Modeling Software Components

## Performance Indicators (unlimited)

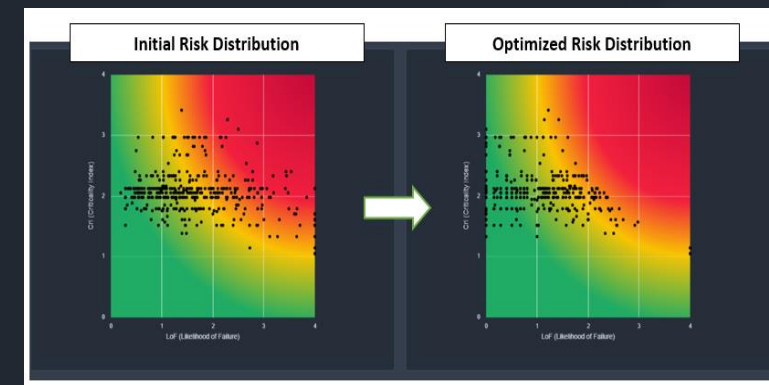
Performance Indicator Settings

| Order | Name          | Abbreviation | Type        | Unit   | Decision Attribute | Actions |
|-------|---------------|--------------|-------------|--------|--------------------|---------|
| 1     | DMI           | DMI          | Performance | Length | No                 | ✎ ✕     |
| 2     | RCI           | RCI          | Performance | Length | No                 | ✎ ✕     |
| 3     | IRI           | IRI          | Performance | Length | No                 | ✎ ✕     |
| 4     | PQI           | PQI          | Performance | Length | No                 | ✎ ✕     |
| 5     | SAI           | SAI          | Performance | Length | No                 | ✎ ✕     |
| 6     | Rut (mm)      | Rut          | Performance | Length | No                 | ✎ ✕     |
| 7     | Test Negative | T            | Performance | Length | Yes                | ✎ ✕     |

## Level of Service Constraints



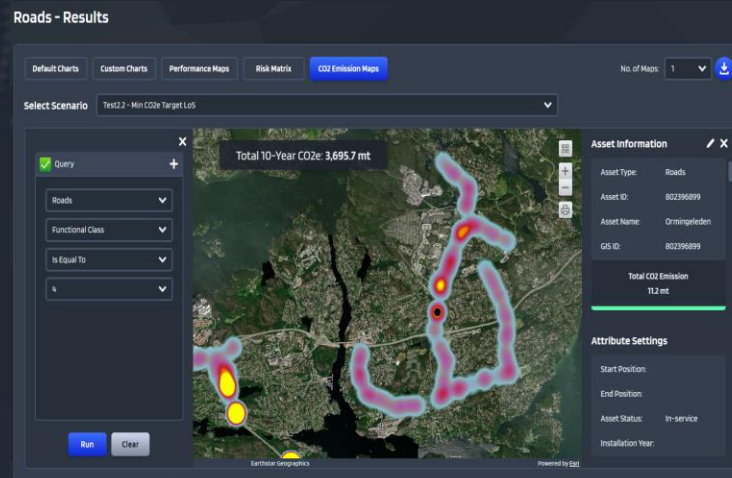
## Risk and Criticality Models



## Improvement Effect and Predictive Modelling for any Performance Indicator



## CO2 Emission and other ESG Factors



## Policy Impact Factors (Scio-Economic Criteria)



# DOT™ Scenario Optimization

## Scenario Objectives & Constraints



Community  
Benefit



Level of  
Service



Project  
Alignment



Long-term  
Objectives

## Engineering Models



Decision  
Trees



Performance  
Models



Treatment  
Options

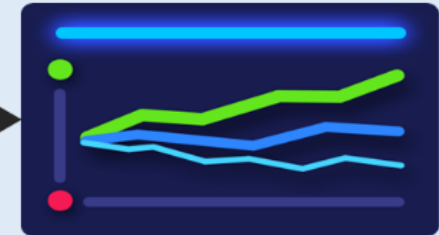
Extremely **high level of flexibility** in scenario settings with the ability to incorporate **community benefit** considerations into the decision-making process.

## Optimization Engine



- Perform Mixed-Assets Analysis
- Maximize Long-Term Performance
- Minimize Cost & Risk Impact
- Target Levels of Performance
- Satisfy Multiple Constraints
- Investment Timing & Delays
- Maximize Operational Efficiency

## Maximum ROI Investment Plan

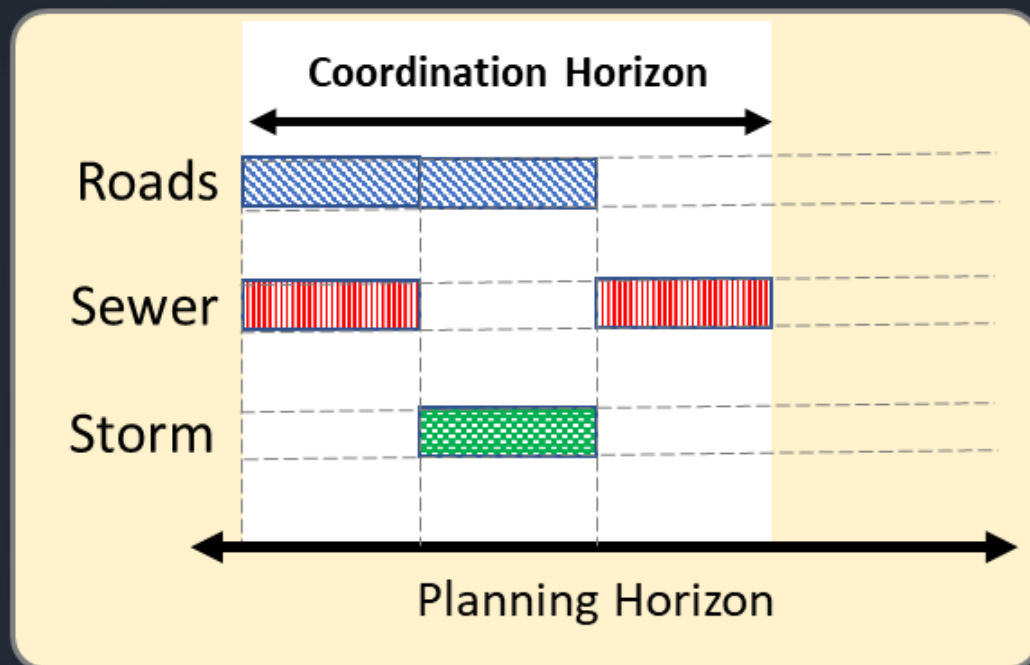


### Decision Variables

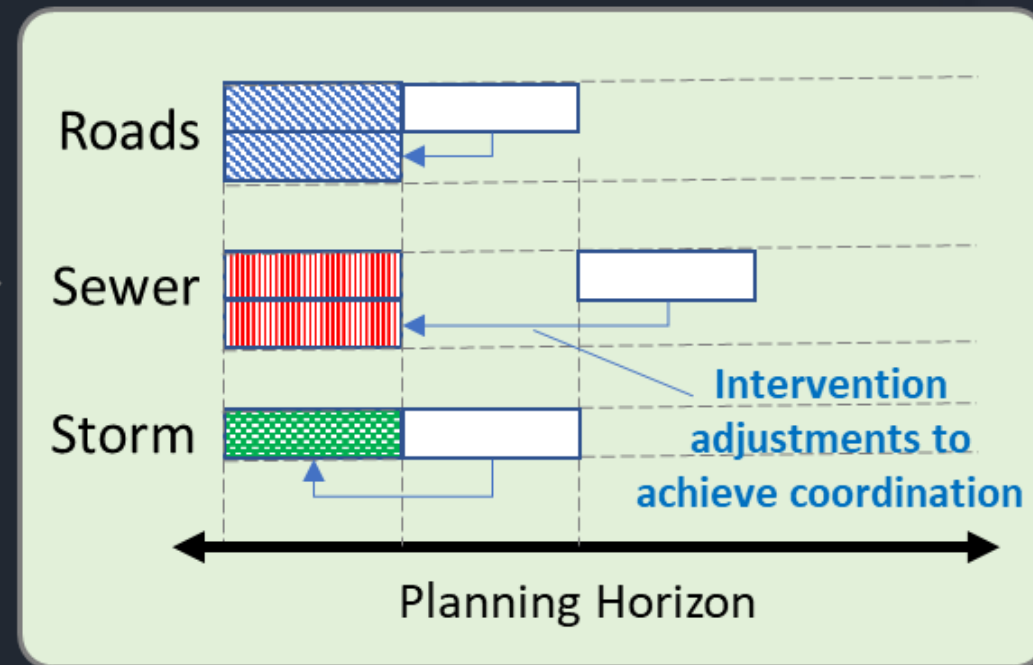
- ✓ Asset Types
- ✓ Asset IDs
- ✓ Treatment Types
- ✓ Treatment Alternatives
- ✓ Budgeted Costs
- ✓ Intervention Timings



# DOT™ Mixed Asset Analysis



*Dispersed activities over the next years*



*Coordinated intervention plan*

# DOT™ Capital Plan



## Roads - Capital Plan

Applied Treatments

Asset List

2024 All treatments non-...

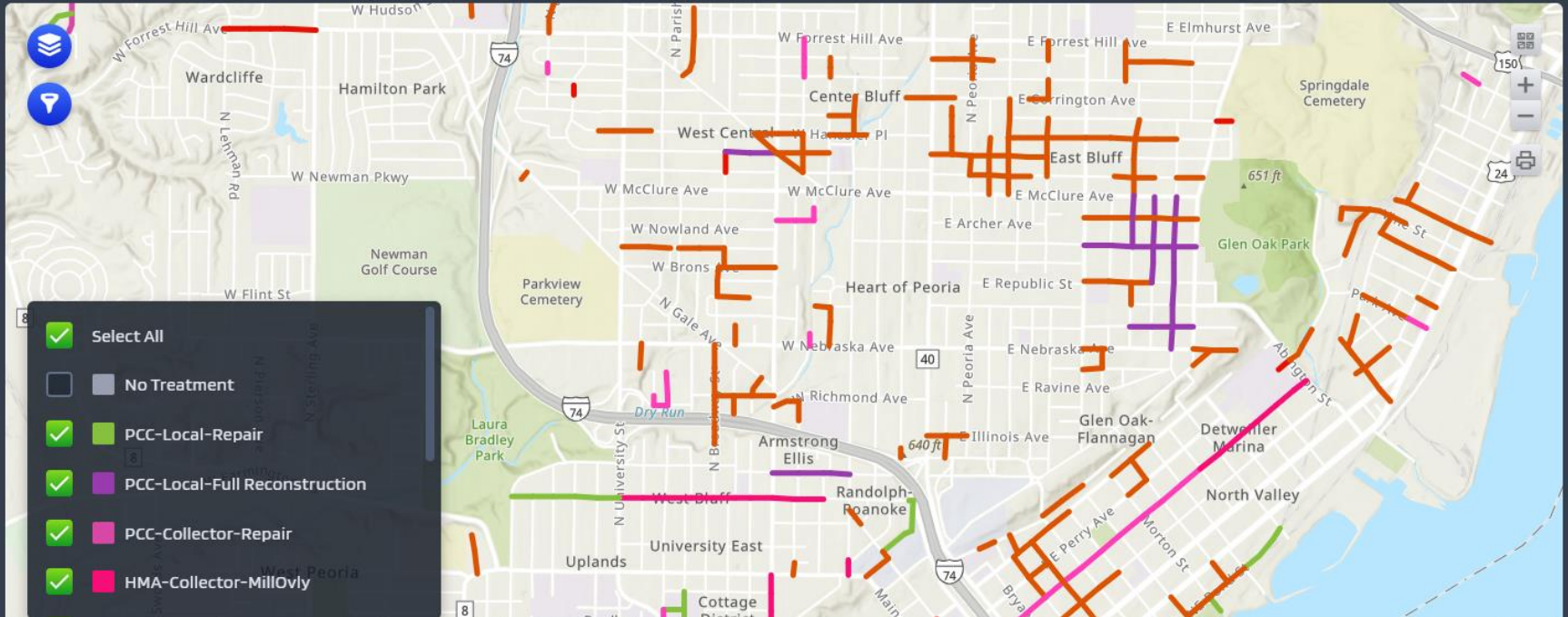
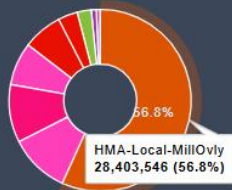


2024  
Total Annual Expenditure  
\$49,977,518

Network Condition



Budget Allocation



Esri, NASA, NGA, USGS, FEMA | County of Peoria, Esri, TomTom, Garmin, SafeGraph, GeoTechnologies, Inc, METI/NASA, USGS, EPA, NPS, US Census Bureau, USDA, USFWS

Powered by Esri

# DOT™-Unity Maintain Integrated Workflow (High-Level)

## Unity Maintain

- Create Work Orders
- Track WO Updates
- Inspections and Closure Dates
- Cost Information

**WO Updates:** Status, Actual Cost, Tasks, etc.

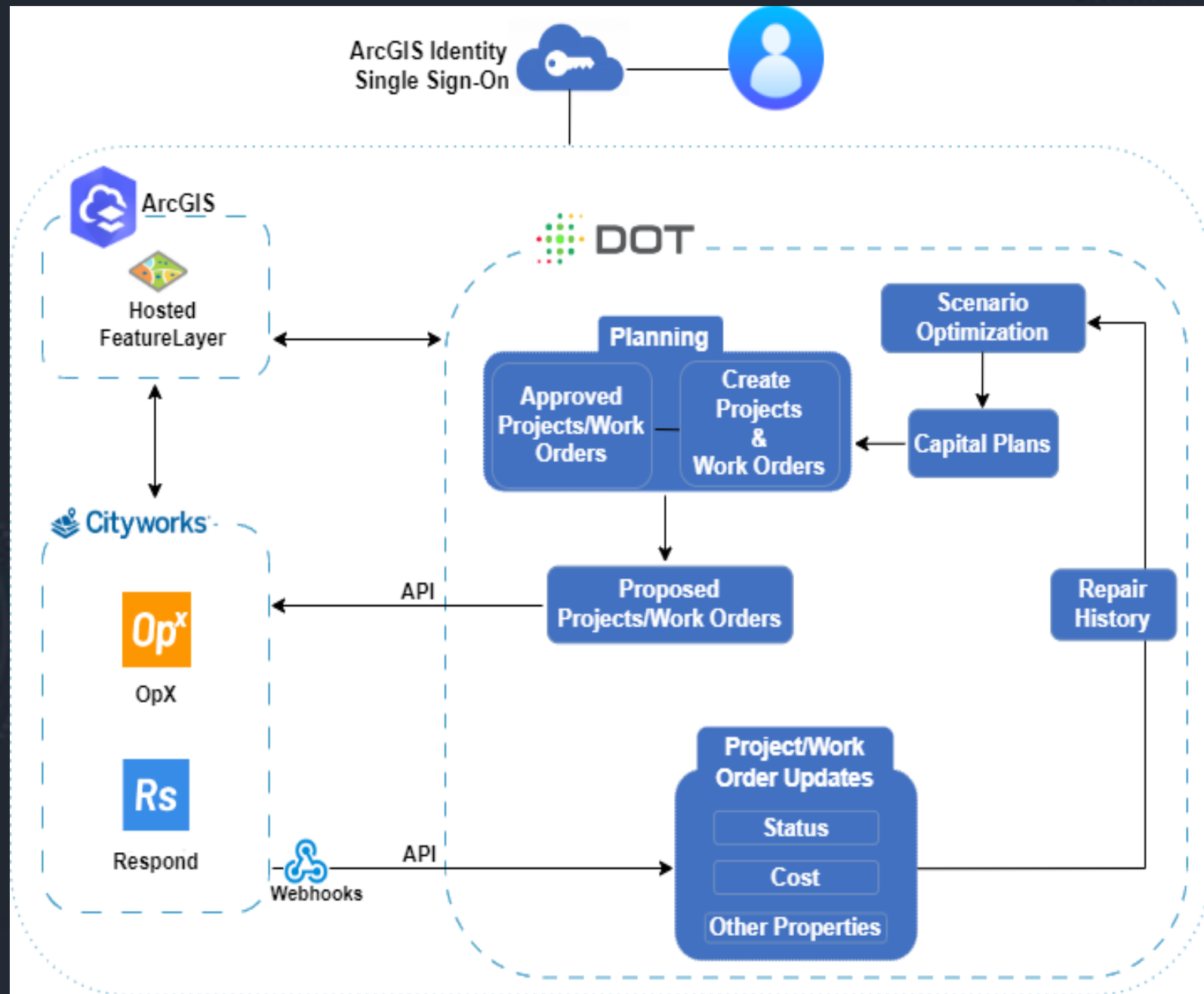
**Proposed list of WOs:** Treatments, Budgeted Costs, Asset List, etc.



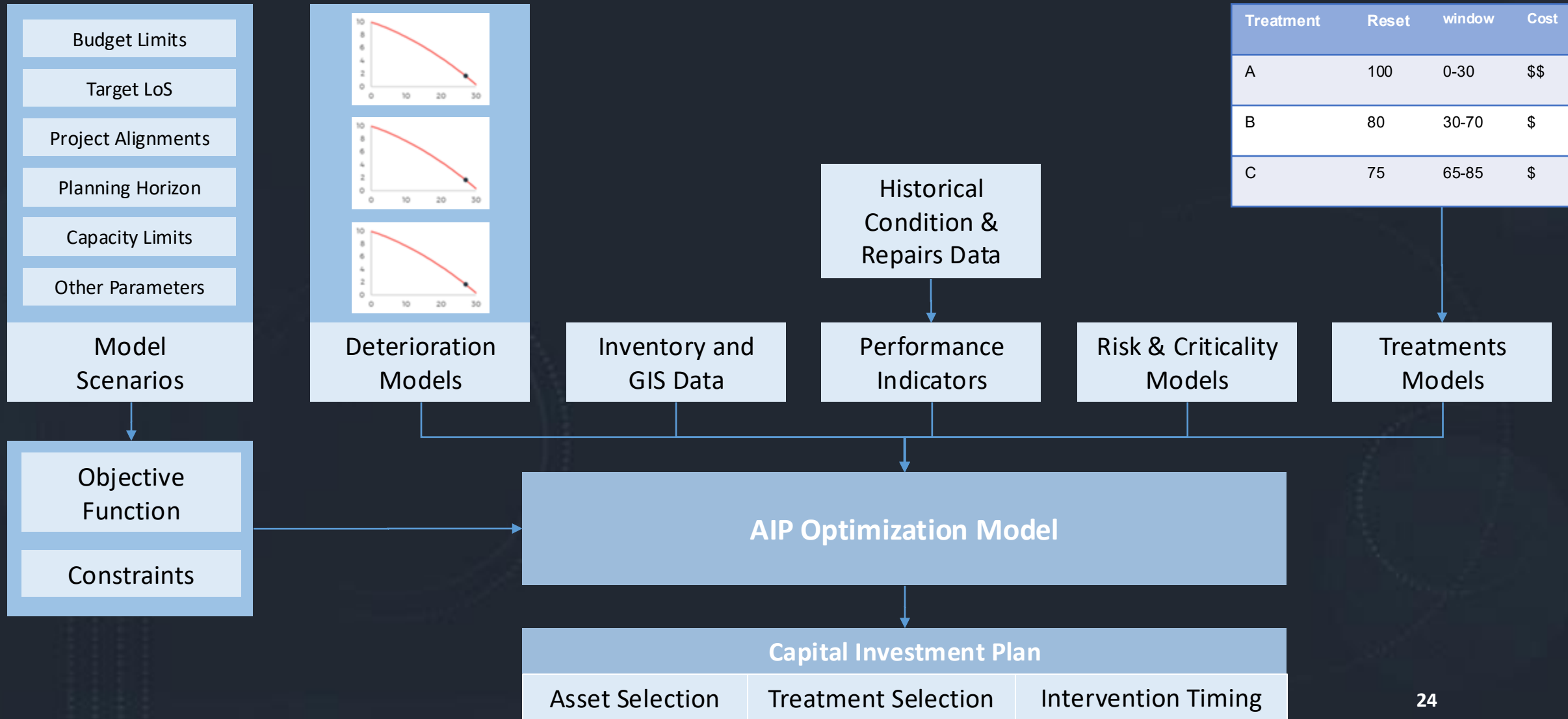
- Analyze Investment Scenarios
- Produce a list of proposed Work Orders and Projects
- Update Repair History against all assets



# DOT™ ArcGIS & Unity Maintain Integrated Workflows

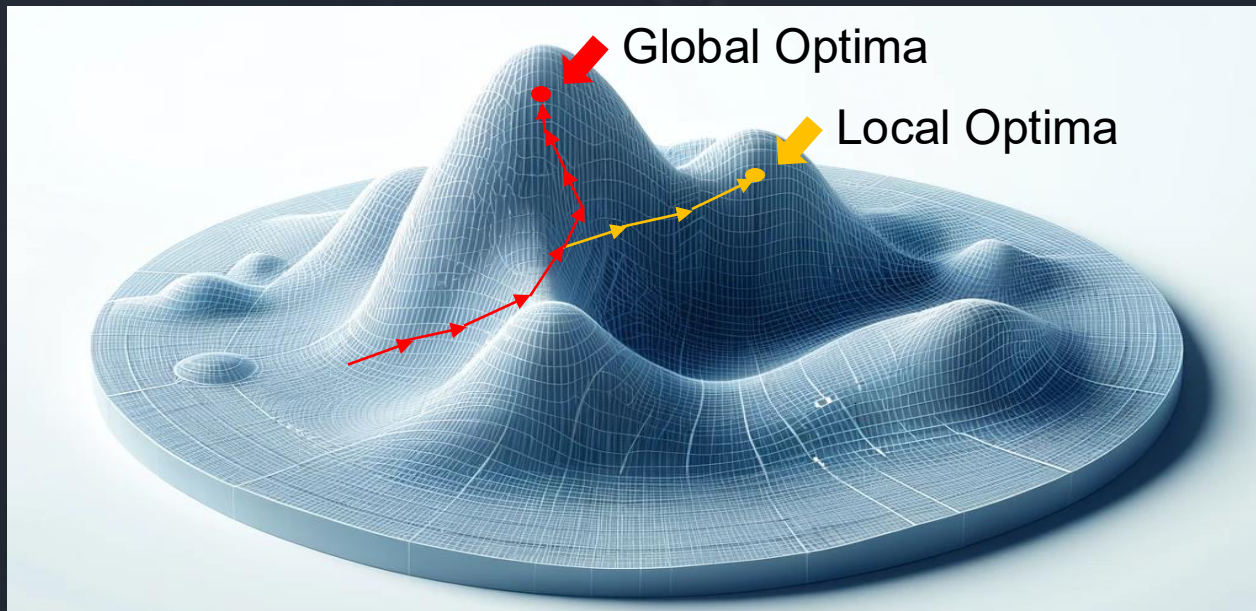


# DOT Value Modeling and Investment Planning Framework



# True Mathematical Optimization

Mathematical Optimization (MO) is a branch of mathematics that develops and studies analytic tools to model and solve complex optimization problems arising in real world applications. **It focuses on decision problems where scarce resources need to be allocated effectively, in complex, dynamic and uncertain conditions.**



- ✓ Linear Programming (LP)
- ✓ Gradient descent/ascent
- ✓ Nonlinear Programming (NLP)
- ✓ Quadratic Programming
- ✓ Dynamic Programming
- ✓ Integer Programming
- ✓ Mixed-Integer Programming
- ✓ Stochastic Programming

~~Prioritization~~

~~Ranking~~

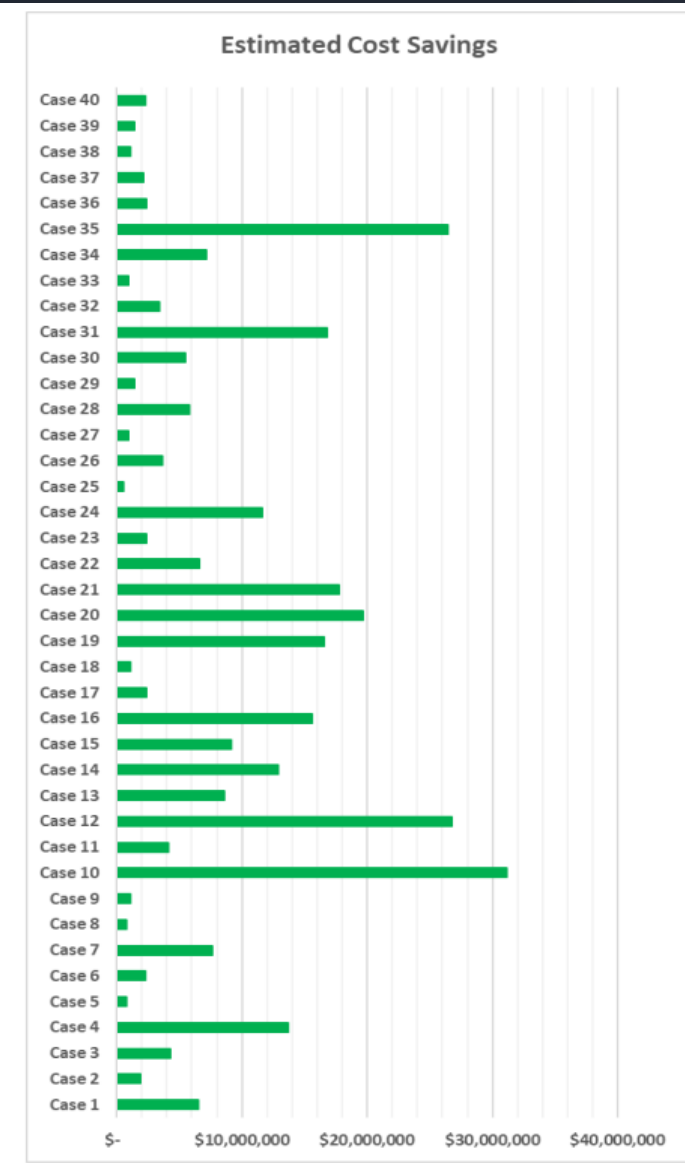
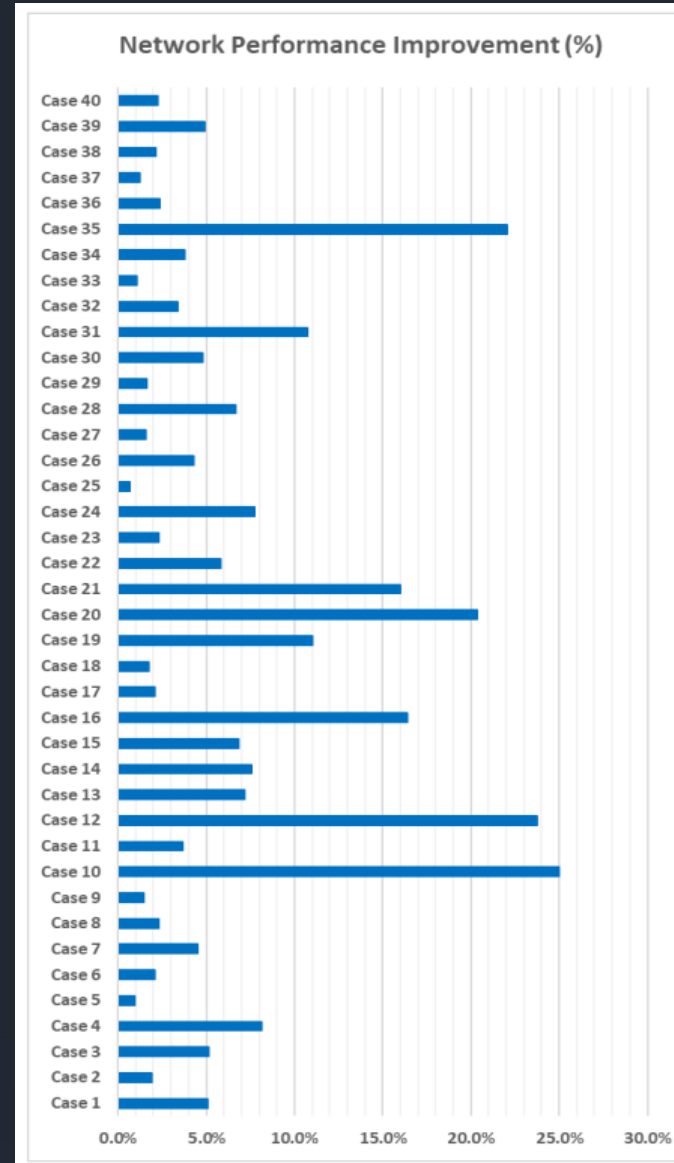
~~Cost-Benefit Analysis~~

**Not a True  
Optimization  
method**



# True Optimization vs. Traditional Methods

- 40 Comparisons
- Consistently outperforms other methods
- Up to 25% added performance
- Results in millions of dollars in cost-savings



# Solving the Investment Planning Problem



## SIMPLE RANKING

Sections are ranked and investments are determined based on current asset condition (worst first). Budget is used until it is fully exhausted. This results in the lowest level of investment efficiency.

- x Multi-criteria analysis
- x Guaranteed best performance setting
- x Target level of performance
- x Considering multiple constraints
- x Investment timing and delay analysis



## PRIORITIZATION & CBA

Sections are prioritized using multiple criteria such as condition or risk or based on a cost-benefit analysis. The analysis is performed on a year-by-year basis to identify projects.

- ✓ **Multi-criteria analysis**
- x Guaranteed best performance setting
- x Target level of performance
- x Considering multiple constraints
- x Investment timing and delay analysis



## TRUE OPTIMIZATION

A true multi-constraint multi-year analysis that results in a scientifically proven and mathematically guaranteed best possible solutions.

- ✓ **Multi-criteria analysis**
- ✓ Guaranteed best performance setting
- ✓ Target level of performance
- ✓ Considering multiple constraints
- ✓ Investment timing and delay analysis