

David Morczinek

GeoAl Strategy, Policy and Application





Building homes for 2Bn people until 2050 → 30% faster than today

BUILD FOR RESILIENCE

4x as many disasters as in 1980, 3x as many death. Flood is 43%.

"GIS is creating agreed upon understanding -A foundation for positive action"

Jake Dangermond, ESR



Growth of commercial Earth-observing satellites

Starting in the early 2000s, the number of privately owned satellites that take images or collect other data about Earth has grown rapidly to nearly 600 in orbit as of August 2022.

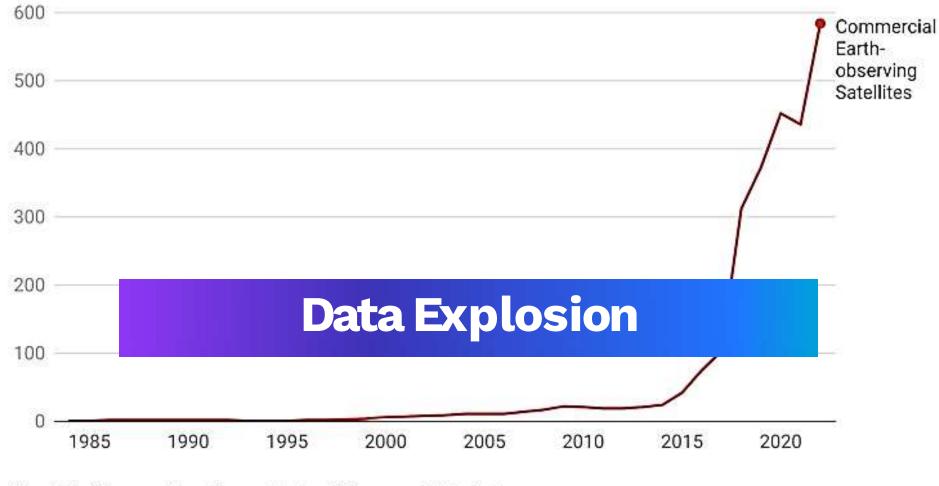


Chart: The Conversation · Source: Union of Concerned Scientists









Super large datasets

Manual labeling

5000:1

(engineers : aircraft)



No Al \rightarrow No Action



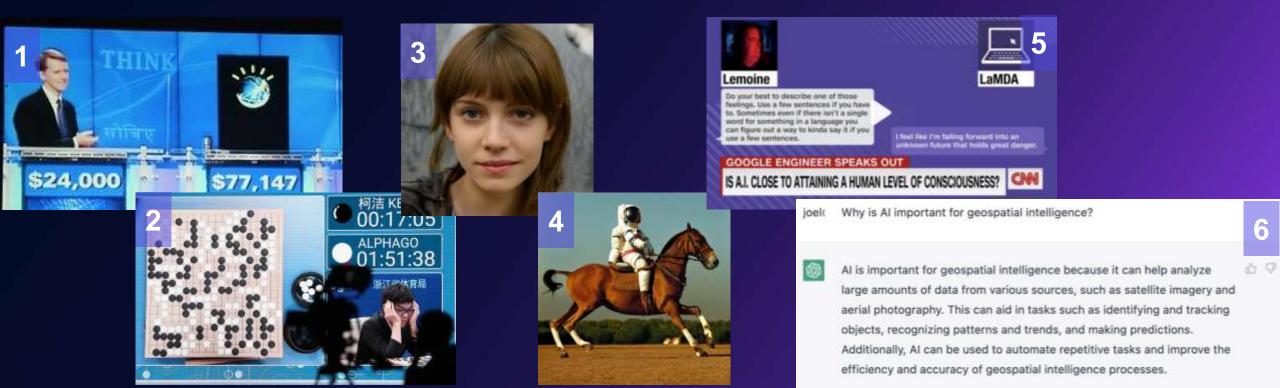
Why AI? – New Possibilities

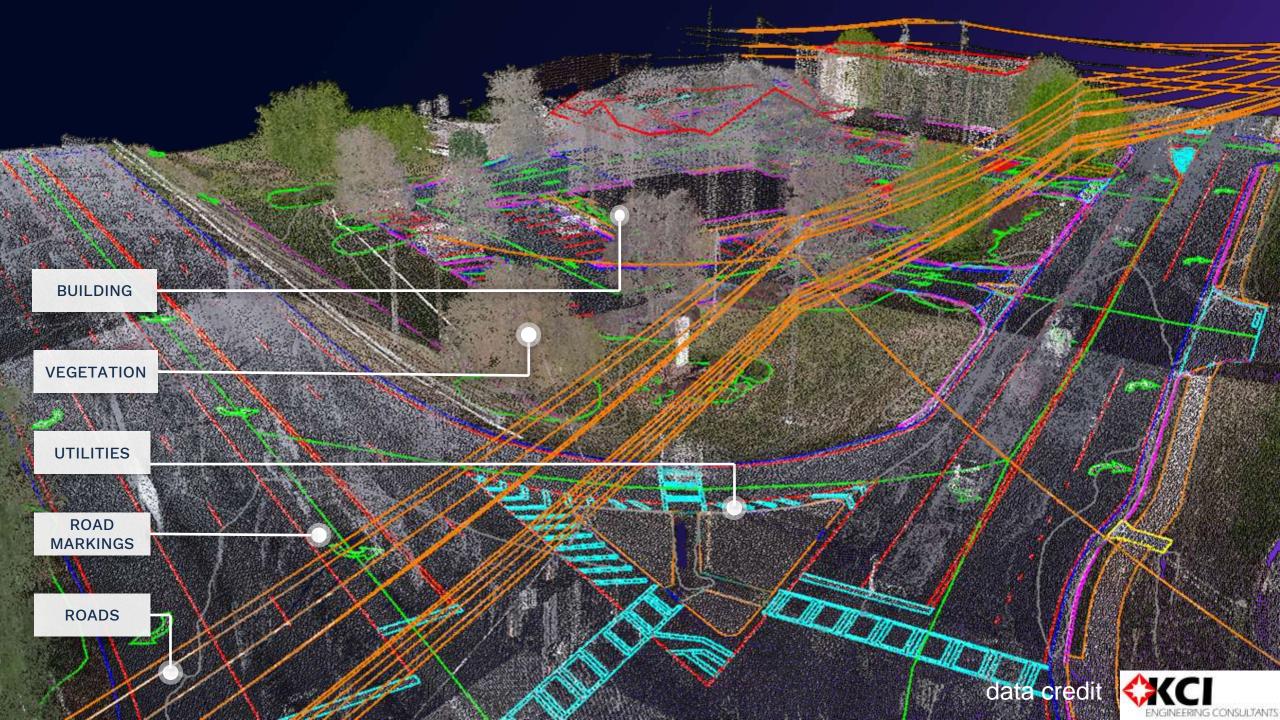
AI and ML Advances

- AI and ML have had rapid advances in natural language processing, computer vision, signal processing, and synthetic image generation
- Some examples: (1) Watson, (2) AlphaGo, (3) StyleGAN, (4) Stable Diffusion, (5) LaMDA, and (6) ChatGPT

Data Driven

• ML makes these advances by learning from the data rather than rule-based systems









CONSTRUCTION/ ENG

Automate surveying to speed up pre-construction process by 30%

UTILITES/ TELECOM

Adhere to permitting deadlines for fiber expansion, saving billions

GOVERNMENT/ GIS

Digitalize the world, understand our assets to prepare for resilience

INSURANCE

Understand risk better, evaluate properties with real time data

ASSET MANAGEMENT

Evaluate existing assets, prioritize maintenance to optimize efficiency

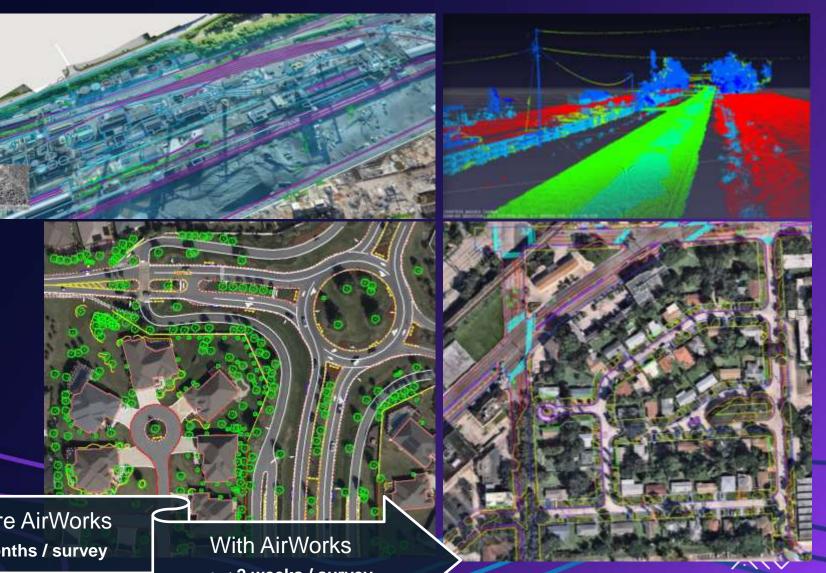


AirWorks speeds up the pre-construction process for engineering firms through various project types by >50%

Project Types

- Commercial development
- Subsections
- Infrastructure
- Rail
- Utilities
- Water and wastewater
- Aviation
- Renewable energy
- Transportation
- Healthcare

AEC

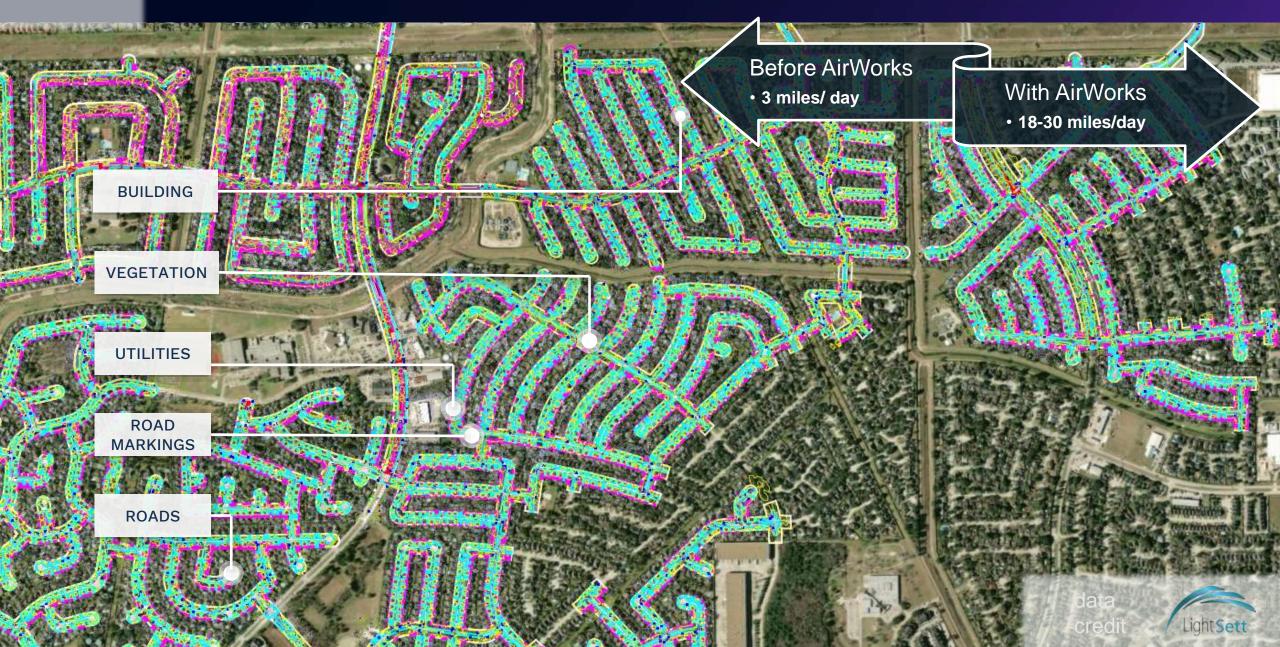


Before AirWorks • 2 months / survey

• < 2 weeks / survey</p>

Telecom

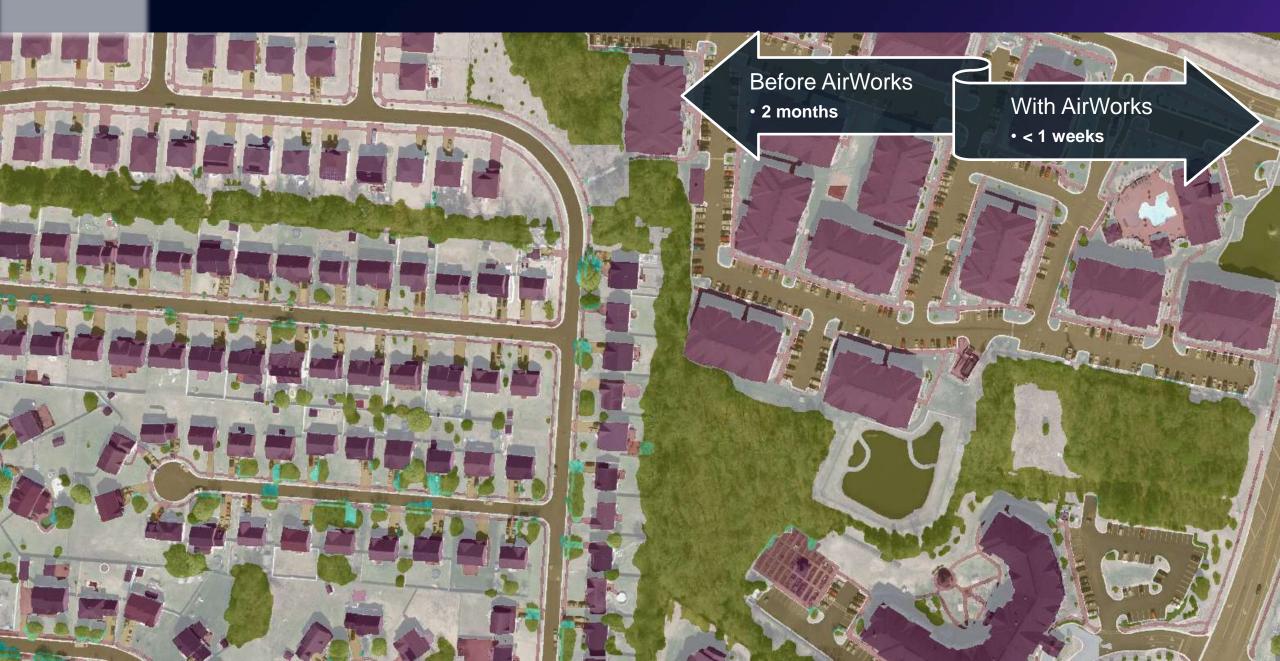
AirWorks helps the telecom industry install 30% more fiber



Automated analysis of Impervious Surfaces allows funding of stormwater Government programs **Before AirWorks** With AirWorks • 4 people, 1 year • < 2 weeks</p> 1 of 2) SALE DATE 2015-03-20 00:00:00 SALE_INSTR SW SALE_BOOK 005875 SALE PAGE 001184 SALE_PRICE 548000 XCOORD 2,348,019.00 YCOORD 186,611.00 0.00 permit AW_ID AWV-000241 AW_IS_FT 77,198.14 AW_IS_PERC 79.73 AW_TOT_FT 96,830,51 data credit E eagleview Zoom to Get Directions

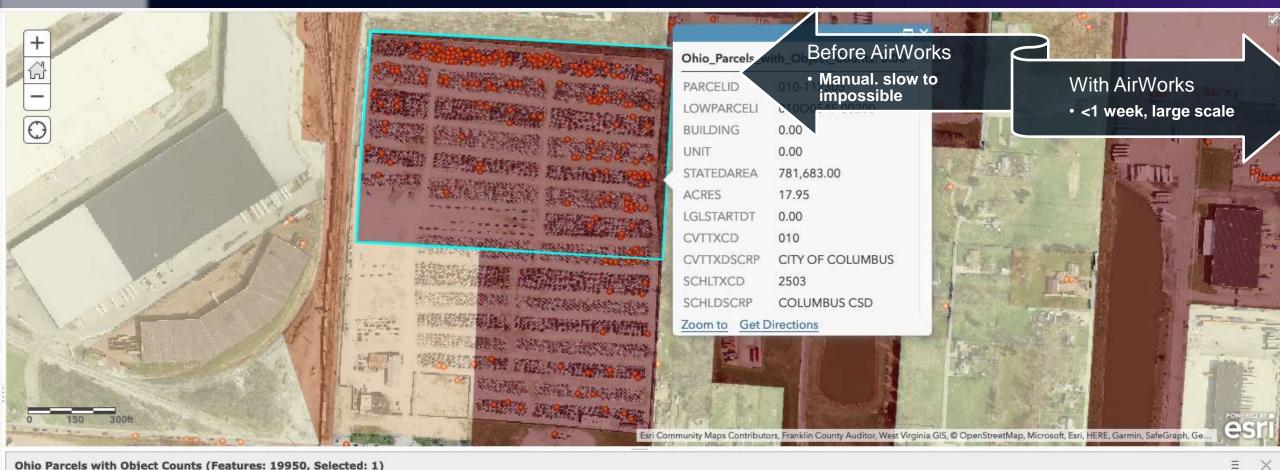
Government

Planimetric updates for structures, infrastructure, water systems



Lead Gen

Identify your next customer based on geospatial insights



Ohio Parcels with Object Counts (Features: 19950, Selected: 1)

AW_PERIM	AW_PLANE	AW_BASEDIM	AW_BRIDGE	AW_TRACK	AW_SMAVECH	AW_LARVECH	▼ AW_SHIP	AW_TENNIS	AW_BASKET
3,594.01	0.00	0.00	0.00	0.00	1,042.00	182.00	0.00	0.00	0.00
3,663.28	0.00	0.00	0.00	0.00	581.00	132.00	0.00	0.00	0.00
2,079.94	0.00	0.00	0.00	0.00	13.00	131.00	2.00	0.00	0.00

What are the challenges?

Al is very good in constraint environments, not a simple solution for all generalized problems





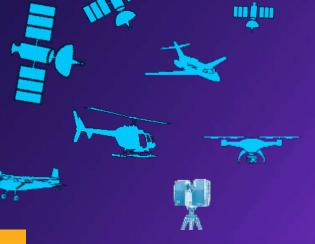
LOW DPI

10 RESOLUTION BANDS





HIGH DPI



5+ SENSOR TYPES

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Government

Planimetric updates for structures, infrastructure, water systems



Reality Capture and AI can help you tackle future challenges!









Align all stakeholders

Speed up the analytics process dramatically Assess materials, quantities and volumes Generate new leads



thank you

AIRWORKS

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