

Intergeo Agenda

Time	Topic	Main Presenter	Contact
Tuesday, October 13			
09.00-09.30	Presentation: Phase One PAS 280MP Aerial Solution: A revolutionary large format imaging system - specifications, applications, and examples	James Wardlow	jwa@phaseone.com
09.30-12.00	Phase One PAS 280MP - Q&A	James Wardlow	jwa@phaseone.com
12.00-15.00	Q&A... get all you questions answered and explore use cases and applications	Oodi Menaker	ome@phaseone.com
15.00-15.30	Presentation: Product Overview - Phase One solutions for every project	Vit Rambousek	vra@phaseone.com
15.30-18.00	Product overview: Your questions answered. Find the right solution for your project	Vit Rambousek	vra@phaseone.com
Wednesday, October 14			
09.00-09.30	Presentation: Phase One cameras in precision agriculture	Dejan Dragic	ddc@phaseone.com
09.30-12.00	Precision agriculture: Your questions answered	Dejan Dragic	ddc@phaseone.com
12.00-12.30	Presentation: Shorten time and increase productivity with Phase One cameras for UAV Inspection	Vit Rambousek	vra@phaseone.com
12.30-15.00	UAV Inspection: Your questions answered	Vit Rambousek	vra@phaseone.com
15.00-15.30	Presentation: Phase One PAS 280MP Aerial Solution: A revolutionary large format imaging system - specifications, applications, and examples	James Wardlow	jwa@phaseone.com
15.30-18.00	Phase One PAS 280MP - Q&A	James Wardlow	jwa@phaseone.com
Thursday, October 15			
09.00-09.30	Presentation: Revolutionize Powerline Inspection with multi-sensor systems and AI	Carsten Wieser, Gerhard Kemper	cwi@phaseone.com
09.30-12.00	Powerline Inspection: Your questions answered	Carsten Wieser, Gerhard Kemper	cwi@phaseone.com
12.00-15.00	Q&A... get all you questions answered (explore use cases and applications)	Oodi Menaker	ome@phaseone.com
15.00-15.30	Presentation: UAV Mapping solutions	Carsten Wieser	cwi@phaseone.com
15.30-18.00	UAV Mapping: Your questions answered	Carsten Wieser	cwi@phaseone.com

Our Team

Mathias Motz

Sales Director EMEA at Phase One A/S

“ Thanks to my experience as an aerial operator, data processing manager, project manager and international sales manager, I fully understand the customers’ and end-users’ needs for the highest quality aerial imagery and solutions.

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Carsten Wieser

Integrator Sales Manager EMEA
Phase One A/S

Carsten manages all Integration Partners within EMEA, focussing on key accounts who are integrating aerial surveying and aerial inspection solutions for manned and unmanned aircrafts equipped with Phase One Industrial cameras. Carsten has over 24 years of experience in working in sales within the photography industry and joined Phase One in 2008. In 2014 he moved to the Phase One Industrial division; just two years after the launch of the new division and he was instrumental in building a dedicated sales channel.

Since then Carsten has used his extensive knowledge of technical sales to successfully support all Integration Partners in many complex projects across EMEA from Phase One Industrial’s office in Cologne, Germany.

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James Wardlow

Sales Manager EMEA, Phase One S/A

James manages the EMEA sales activities in the UK, the Rep. of Ireland, South Africa, Estonia, Latvia, Turkey, India, Thailand, Australia, and New Zealand. He is also supporting the team as technical sales and support for the PAS solutions in the EMEA region.

James has over 14 years of experience in the Aerial Survey and Mapping industry, operating a wide variety of airborne systems, including Large and Medium format Photogrammetry systems, LiDAR, Hyperspectral, Thermal, and Geo-Physical. As well as operation of the individual sensor solutions he also has vast experience in project management of complex aerial operations as well as data processing solutions. Thanks to his in-depth knowledge of all aspects of aerial data acquisition, he brings a deep understanding of customers’ needs and requirements and delivers specific project solutions

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Dejan Dragic

Area Sales Manager EMEA
Phase One A/S

Dejan has a BSc in Geodesy and Geomatics, with a strong interest in photogrammetry. He started his career in Serbia where he worked in photogrammetry being responsible for satellite imagery processing, drones and drone data processing. Later, he worked as a project leader in physical geodesy. With extensive experience in sales and business development, he has expertise in managing new partnerships, developing sales, new markets and key customers. Dejan has a strong knowledge of drones and Pix4D, and is a certified Wingtra and Quantum-Systems instructor, and together with his passion for precision agriculture and has led and organised multiple workshops, webinars and conferences on the topic.

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Oodi Menaker

Product manager, Phase One A/S

Oodi has been with Phase One over 6 years managing iX Capture, iX Flight and iX Plan applications, calibrating cameras and flight-testing camera systems.

Oodi is an Aeronautical Engineer with MBA degree, and a Flight Test Engineer (from USAF Test pilot School), a Commercial Pilot as well as a Commercial UAV Operator.

Before joining Phase One, Oodi worked for several companies as Product Manager in the areas of communications legal interception, LiDAR mapping, UAV production, 3D visualization and aero -photogrammetry and mapping. These positions were after retiring from the Israeli Air Force where he Served as flight Test Engineer, Avionics Tester and Inegrator.

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Vit Rambousek

Area Sales Manager Russia & CIS, Phase One A/S

Vit is responsible for business development and sales of Phase One Industrial airborne cameras and aerial imaging systems in the Central and Eastern European region and in the CIS countries with Russia as focus market.

Vit graduated in Biomedical Engineering from the Technical College Pardubice, Czech Republic. He developed extensive experience of servicing and maintaining high-tech equipment in the medical field as well as geomatic measuring systems. Serving 4 years in the diplomatic services in one of the post-Soviet Union countries gave him good understanding of the Central Asian region and deep knowledge of the Russian language and cultural specifics. He has over 10 years of experience in the geospatial industry with a focus on international sales management and combined with further postgraduate studies in systemic coaching for top executives, he developed extensive expertise in dealing local differences in business and communicating customer’s needs.

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