

# NEWSLETTER

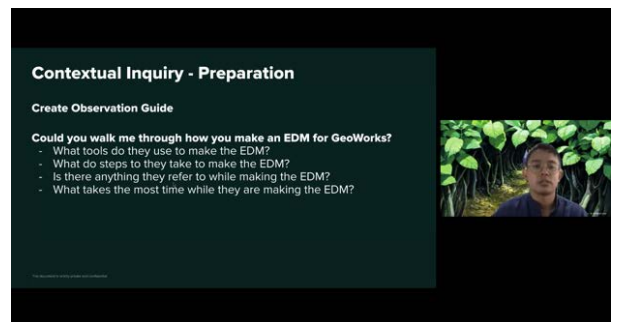


15 JULY

## USING USER RESEARCH TO BUILD ENTERPRISE PRODUCTS

How do we uncover the right problems for customers and build the right products to solve them? Sufyan Seleamat, Senior Product Designer at Grab shared the importance of user research in product development with our community through a virtual webinar on 15 July.

Using live case studies, he demonstrated the various methods to apply such as In-depth Interviews and Contextual Inquiry. Out of the different methods of user research, Grab uses In-depth Interviews frequently to dig deep into participants motivations and understand their thoughts better.



16 JULY

## PANEL DISCUSSION ON HOW TO RAISE VENTURE CAPITAL

On 16 July, GeoWorks invited three venture capitalist panellists from elev8.vc, Hustle Fund and North Ridge Partners to share their insights on how to pitch and scale one’s business. Moderated by Datasite, the panellists also discussed what investors are currently thinking and how fundraising would be impacted due to the COVID-19 pandemic.

In addition, GeoTechs PTGEM and IUGO also tried their hand at live pitching to the panellists where they received valuable feedback on how to better improve their pitches.

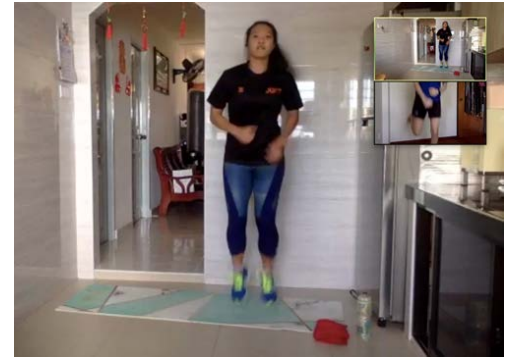


7 AUGUST

## TOTAL BODY TONE

With the GeoCommunity working from home, GeoWorks organised a total body tone conditioning workout to keep everyone's immunity and mental health in tip-top shape!

It was a groovy Friday afternoon as the community engaged in some high intensity workouts that got everyone's endorphins pumping.



In collaboration with Torch Group, an internationalization consultant group, GeoWorks organised an intimate cross-border Zoom Networking session with 4 business leaders around ASEAN to share how geospatial technology and data have assisted them in their business.

12 AUGUST

## HOW GEOSPATIAL TECHNOLOGY AND DATA IS IMPORTANT FOR YOUR BUSINESS

Fellow GeoTechs Ent-Vision and Ai Robotics also shared their own perspective of how geospatial data was being applied in their current field of work.

21 OCTOBER

## DOS AND DON'TS OF FUNDRAISING FOR START-UPS WEBINAR!

The process of raising funds for early stage companies can be harder than one thinks. In this webinar, GeoWorks invited Asia Practice LLC, a corporate and finance focused Singapore law practice to share with our GeoTechs the various types of fund-raising options such as traditional bank loans and alternative lending.

Debt	Equity
<b>ADVANTAGES</b>	
<ul style="list-style-type: none"> <li>Keep full ownership</li> <li>No obligations after paying debt</li> <li>Short &amp; long term options</li> <li>More cash on hand</li> </ul>	<ul style="list-style-type: none"> <li>Less risk than debt</li> <li>No paying back of funds</li> <li>Gain credibility through investor networks</li> <li>Investors don't expect ROI</li> <li>Fixed payments for better budgeting</li> </ul>
<b>DISADVANTAGES</b>	
<ul style="list-style-type: none"> <li>Must pay back</li> <li>Could cause cash flow issues</li> <li>Usually need collateral</li> </ul>	<ul style="list-style-type: none"> <li>Investor returns could be more than debt repayments</li> <li>Investor gets some ownership</li> <li>Must consult investor for decisions</li> </ul>

Overall, it was an informative sharing as our GeoTechs also learnt about the advantages and disadvantages of Debt vs Equity fund-raising options.

**OCTOBER**

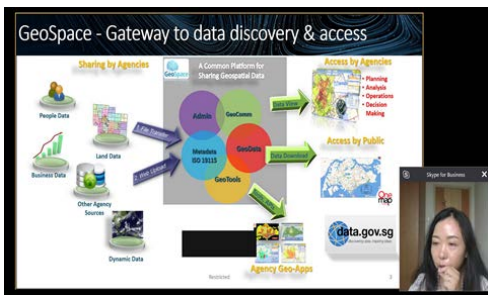
# PUBLIC SERVICE WEEK LEARNING FESTIVAL

This year's Public Service Week Learning Festival (PSWLF) went virtual due to COVID-19 safe distancing measures. SLA and GeoWorks shared on various topics to create awareness about Singapore's Geospatial developments amongst the public service. Catch some of our team members in action here!



**16 OCTOBER**

Building a Geospatial Ecosystem –Presented by Roy Yuen from SLA, participants were introduced to Geospatial information & technology, and SLA's role in driving Geospatial development in Singapore.



**23 OCTOBER**

Benefits of Geospace– Presented by Li Juan from SLA, participants were introduced to GeoSpace, a Whole-of-Government geospatial platform and learnt about the various government agencies and functionalities that are available on GeoSpace.



**29 OCTOBER**

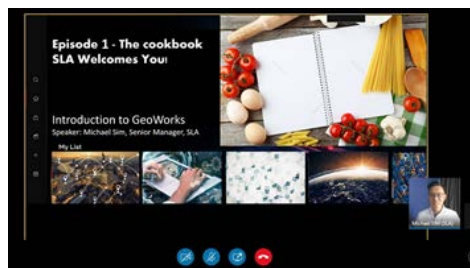
Introduction to OneMap3D – Presented by Serene Tay from SLA, participants were introduced to OneMap, which aims to be Asia's first open-source nationwide 3D map. It also highlighted the current usage of OneMap, and how it is presently being used by different sectors and the new improvements to come.

## GEOCOMMUNITY@GOV 2020

GeoCommunity@Gov is an initiative that aims to promote awareness of geospatial data and technology among government agencies. In line with the themes of Geospatial Data, Technology and Industry, the team launched the first series of virtual episodes called GeoFlix (season 1) from July to October. Read on to know more about the various GeoFlix episodes and stay tuned for more episodes next year!



From SLA: Liyang sharing on Singapore's Geospatial Development



From SLA: Michael sharing on Singapore's Geospatial Industry Centre - GeoWorks



# GEOCOMMUNITY@GOV 2020

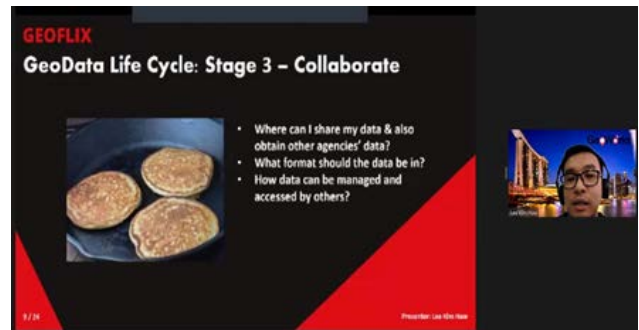
## 3 JULY

GeoFlix was launched with the first episode -- “A Geospatial Introduction”, where public officers learnt about the background of Singapore’s geospatial development and got a preview of Singapore Land Authority’s geospatial industry centre, GeoWorks.



## 17 JULY

In the second episode, the team shared on the Data Life Cycle and used real life cases such as the MSO OneService and MyResponder applications to demonstrate how data is collected, combined, collaborated and consumed by various agencies.



## 8 OCTOBER

In the third episode, trends of the Geospatial Industry and applications were shared together with an introduction to the 3D Singapore Sandbox, which is a first-of-its-kind collaborative environment for technology industry partners and developers to test 3D city models and geospatial data



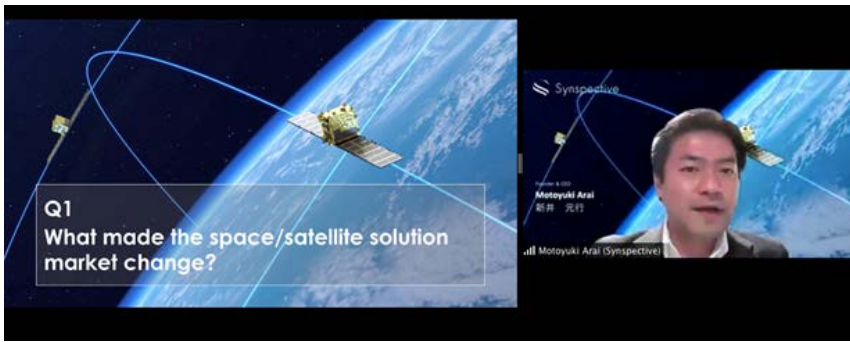
## 22 OCTOBER

In the final episode of the first installment, the team collaborated with GovTech as well as our own GeoTech (GeoSpock) to share about how geospatial technology can be applied in various use cases, e.g. modelling and simulations.



27 NOVEMBER

## SYNSPECTIVE-SLA WEBINAR



Together with Synspecive (Japan), a one-stop geospatial solutions provider for solution services with satellite data, and the development and operation of SAR satellites, GeoWorks organised a joint webinar on how satellite data can contribute to building a resilient business.

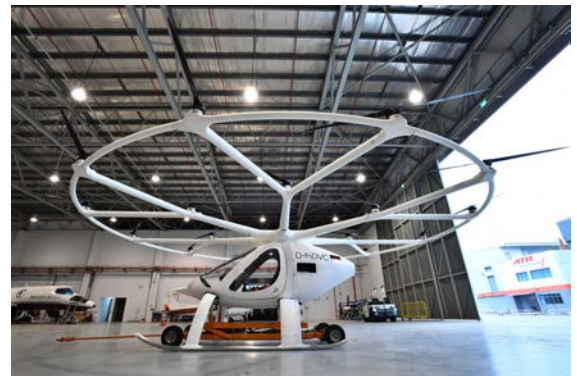
It was an insightful session as the panellists from Synspecive, SLA and Kumi Analytics provided their differing sectoral views on the satellite solution market.

## VOLOCOPTER TO LAUNCH FLYING TAXIS IN SINGAPORE IN NEXT 3 YEARS

Expect autonomous air taxis flying soon in Singapore, helmed by our German GeoTech, Volocopter “Singapore is renowned for its leading role in adapting and living new technologies. Our successful cooperation with EDB, MOT, and CAAS on our previous flight has shown that there is no better place in Asia to launch our electric air taxi services than in Singapore,” says Florian Reuter, CEO of Volocopter. “

The city’s research institutes conducting R&D play an integral part in this. Topics like route validation for autonomous operations, material science, and research regarding battery technology are very important for our long-term business success.”

The partnership will also look into a feasibility study with Grab to offer airborne rides .



# UPCOMING EVENTS

SEE WHAT'S BREWING!

## GEO CONNECT ASIA 2021



24-25 MARCH 2021

Suntec Convention Centre Singapore

Geo Connect Asia looks to host their ASEAN neighbours and build on a vibrant community as new technologies add new application tools to enable the Industry 4.0 Revolution. The emergence of AI, blockchain, IoT, robotics and UAVs create a new dynamic and platforms for a region well equipped to take on the challenges ahead.

For more information:

<https://www.geoconnectasia.com/>

## WORLD CITIES SUMMIT



20-24 JUNE 2021

Singapore

Jointly organised by Singapore's Centre for Liveable Cities (CLC) and the Urban Redevelopment Authority (URA), key highlights of the Summit include the WCS Mayors Forum, the Lee Kuan Yew World City Prize and the WCS Young Leaders Symposium.

The biennial World Cities Summit (WCS) is an exclusive platform for government leaders and industry experts to address liveable and sustainable city challenges, share integrated urban solutions and forge new partnerships.

For more information:

<https://www.worldcitysummit.com.sg/>

The WCS is anchored by the following events:

- Lee Kuan Yew World City Prize Lecture & Forum
- World Cities Summit Mayors Forum
- World Cities Summit Smart Cities Workshop
- Plenaries
- Thematic Tracks

27-29 JULY 2021

Changi Exhibition Centre, Singapore

Rotorcraft Asia and Unmanned Systems Asia 2021 presents cutting edge innovations in the industry's fastest growing markets, across a wide spectrum of commercial and defence applications across air, land and sea. Bringing together the convergences of the rotorcraft and unmanned sectors, the event fosters an exchange of knowledge and synergies to elevate mobility solutions in the booming Asia Pacific market.

For more information: <https://rca-umsa.com/>

## ROTORCRAFT ASIA AND UNMANNED SYSTEMS ASIA 2021





# MEET OUR GEOTECH MEMBERS

## *Q: Tell us about yourself*

I am a Computer Science Engineer with 15 years of experience in Product Development. I started my career with embedded development for consumer electronics and automotive projects and later moved on to Enterprise Applications. I like travelling, driving and photography. I enjoy photography with old manual lenses.

## *Q: What is the work that you do?*

Data Engineering, Cloud Computing, Scaling and API Development!

## *Q: Tell us one fun fact about yourself*

I can't have breakfast in bed!

## *Q: What do you have to say to the GeoWorks Community?*

I am looking forward to working alongside some of the best minds in the geospatial industry in Singapore.

## KUMI ANALYTICS



*Abhishesh Sharma  
Data Engineering and  
Infrastructure Lead*

## FATOS



*Jonathan Cheung  
Managing Director, Asia  
Pacific*

## *Q: Tell us about yourself*

I have more than 35 years of working experience in 20 countries across US, UK, Europe and Asia Pacific. I am also a veteran for Information Technology, Procurement and Financial Services Process solutions integrator and management.

## *Q: What is the work that you do?*

Business Advisory and Mentoring as well as Business Development/Management across Asia Pacific & beyond.

## *Q: Tell us one fun fact about yourself*

I am an excellent fundraiser for local & regional charities with a proven track record in raising S\$ 500,000+ per year for a few years during my banking career across Asia Pacific.

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# STAY TUNED FOR OUR NEXT NEWSLETTER!

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