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News from Sustaining Members

ASPRS

US Remote Sensing Industry US\$ 2.4 Billion and Growing

ASPRS (MD, USA), the US Imaging and Geospatial Information Society, published the initial results from the 2001 Remote Sensing Industry gross revenue survey. The survey was conducted in late 2001 as part of the joint ASPRS/NASA Ten-year Industry Forecast and reflects the second in a series of revenue surveys; the first survey was accomplished in 2000.

In the 2001 survey, remote sensing industry commercial firms reported annual revenues during their most recent fiscal year ranging from US\$ 500,000 to US\$ 180 million, up from US\$ 400,000 and US\$ 120 million respectively in 2000. Projected gross revenues aggregate to an industry-wide revenue stream conservatively estimated at US\$ 2.44 billion, up from US\$ 2.2 billion in 2000. This reflects a 2001 actual growth rate of nearly 11 per cent. Projected revenue growth, as forecast by industry CFOs and CEOs,

over the next five years is expected to continue averaging between 10-15 per cent per year.

The breakout of revenues reported among business sectors ranges from data processing at 21 per cent to data acquisition at 25 per cent. Top remote sensing market segments continue to be national and global security – 36 per cent; civil government – 16 per cent; and general purpose mapping – 15 per cent. Revenues reported indicate that aerial-based revenues comprise approximately 30 per cent of the total, satellite-based 46 per cent, and the remaining 24 per cent allocated to a mix of the two or to related support activities.

The remote sensing industry includes image mapping, photogrammetry and remote sensing analyses, and image-based GIS applications. Revenues reported include those generated by US-based firms, and US sales by companies based outside but operating within the US. Reported revenues do not include non-image based GIS activities or basic surveying (non-image) functions.

www.asprs.org
(Source: ASPRS)

DigitalGlobe

DigitalGlobe Announces Commercial Operations through Its Network of Resellers QuickBird Products Now Delivered throughout the World

DigitalGlobe announced that on 11 March it commenced commercial operations through the DigitalGlobe reseller community.

DigitalGlobe has established a reseller community worldwide to market and sell QuickBird products. DigitalGlobe has intentionally selected a small number of resellers, and in many cases has appointed just one reseller to a given geographic region.

By carefully selecting and limiting the number of resellers to represent DigitalGlobe products, DigitalGlobe has committed to work closely with resellers and ensure a fully supported channel. DigitalGlobe's program is designed to encourage resellers to work closely with customers to meet their specific needs and maintain long term relationships. This close collaboration between DigitalGlobe and the reseller channel ensures the success of our customers, resellers, and DigitalGlobe.

DigitalGlobe International Resellers include:

- Hitachi Software Engineering Co., Ltd.
- Telespazio S.p.A.
- Eurimage
- BMP Geomatica S.A.
- GTT NetCorp®
- Incom
- INTERSAT
- Radarsat International
- Sinclair Knight Merz

"We're working closely with our reseller community to provide the right products, pricing, licensing, and most importantly of all, quality customer service," stated Herb Satterlee, President and Chief Executive Officer of DigitalGlobe. "We are committed to providing the right products to our customers in the time frames they require. The feedback is overwhelmingly positive about our offerings, and we're working with our entire team to stay ahead of the industry and ensure the success of our reseller channels."

DigitalGlobe is conducting a controlled, three-phase roll-out of the company operations that leads to direct product availability in the third quarter of 2002. The first phase of DigitalGlobe's commercial rollout began on 1 February. That phase made QuickBird products available to pre-reg-

istered customers as well as to master distributors in Europe and Asia. Phase two was initiated last week with the addition of all DigitalGlobe U.S. and International resellers. The third and final phase will begin when

DigitalGlobe opens for full commercial operations later this year.

(Source: DigitalGlobe)

Eastman Kodak Company's Commercial and Government Systems unit

Kodak ENVI Software Earns Top Rating from NIMA Pathfinder 2002 Evaluation ENVI Software Chosen Again As a Top-rated Remote Sensing Software Package by U.S. Government

Eastman Kodak Company's Commercial and Government Systems unit announced that its ENVI software has been chosen by the 2002 NIMA Pathfinder program as a top-rated multispectral and hyperspectral imaging software product. NIMA is the National Imagery and Mapping Agency of the U.S. Government. The Pathfinder program is designed to conduct a comprehensive evaluation of the capabilities of commercially available software to meet the specific needs of NIMA and other organisations within the U.S. Department of Defense (DoD). ENVI software is an easy-to-use, advanced remote sensing image analysis and GIS data integration software package developed by Research Systems Inc. (RSI), a wholly owned subsidiary of Eastman Kodak Company.

The NIMA Pathfinder 2002 program evaluated 52 COTS (Commercial Off-The Shelf) and GOTS (Government Off-The-Shelf) remote sensing software packages focused on

multispectral and hyperspectral image processing. The main purpose was to find tools that would enable NIMA and its users - other government and military agencies - to quickly and accurately extract and depict information from multispectral and hyperspectral imagery. As both multispectral and hyperspectral data become increasingly available from a variety of sensors operating from the ground, air and space, there are growing requirements for new tools to view, manipulate and draw information from these data.

ENVI software received scores of Most Favourable (the highest possible score) in every one of the 11 evaluation categories used by the NIMA Pathfinder Team. "ENVI software is an extremely powerful tool for MSI, radar, and especially, HSI data exploitation. The strength of this package lies in the scientifically oriented algorithms for exploitation of image data along with the strong multidimensional visualisation capability of spectral data and a powerful environment to extract information from images," stated the NIMA Pathfinder Team in its wrap-up presentation.

Jim Kelley, ENVI Software Business Manager for RSI, commented, "We are pleased with the NIMA results from the current evaluation and believe that this clearly affirms ENVI software as a leading software tool for delivering end-to-end analysis of all types of imagery."

(Source: Eastman Kodak Company's Commercial and Government Systems Unit)

Leica Geosystems

Leica Geosystems Captures 2002 Merger & Acquisition Strategy Award

Leica Geosystems caught the attention of industry analysts at Frost & Sullivan and gained recognition within the North American positioning (GPS), remote sensing, mapping and GIS markets. The Swiss-based company merits respect with smart acquisition such as ERDAS and LH Systems. For this, Leica Geosystems was bestowed the 2002 Frost & Sullivan Merger & Acquisition Strategy award.

In April of 2001, Leica Geosystems made two key moves that enabled the company to compete the markets out-

side its traditional strength in high-end positioning. The first was the acquisition of 100 per cent of the shares of Atlanta-based (USA) ERDAS Incorporated, a remote sensing and GIS software provider. Leica Geosystems also acquired the remaining fifty per cent of the outstanding shares of San Diego-based (USA) LH Systems LLC, an international aerial sensor, photogrammetry and remote sensing software company. Through its comprehensive range of tools, including high-end GIS software, Leica Geosystems allows end users the ability to precisely map, survey and visualise spatial data, ideally positioning the company to compete in both the surveying and GPS, as well as the remote sensing software and GIS data markets.

"Our research shows a perfect strategic fit in these fast growing markets of spatial data acquisition, analysis and modelling," said Ron Steams, Frost & Sullivan industry ana-

lyst. "By integrating the market leaders of airborne spatial data capturing and modelling, Leica Geosystems has placed itself at the forefront of geo-spatial development in terrestrial, satellite and aerial positioning."

Leica Geosystems has publicly stated its intent to hold ten per cent of the combined surveying/GPS/remote sensing data/GIS software markets. Leica Geosystems is pressing towards that mark with these two acquisitions, each of which hold 45 per cent of their respective markets.

"We are proud to receive this award from the renowned Frost & Sullivan research group, which further confirms our business and acquisition strategy," states Hans Hess, President and CEO of Leica Geosystems. "Today we provide customers in the geo-spatial markets the most com-

plete basket of technologies and products. This puts us in a privileged position with customers in GIS & Mapping by creating a complete value chain with different solutions. Only Leica Geosystems is able to provide so much choice."

The reorganised Leica Geosystems creates synergy in its business with LH Systems handling the data capture side, ERDAS the GIS data analysis solutions and the company's existing surveying software and hardware. Those that benefit from the services offered by Leica Geosystems are government mapping agencies at the city, county and state level as well as utilities, telecommunication companies and environmental firms.

(Source: Frost & Sullivan)

Open GIS Consortium

OGCE a Partner in Major European GI Effort

The Open GIS Consortium Europe (OGCE) is to be a partner in a far-reaching project entitled Geographic Information Network in Europe (GINIE). The project brings together three crucial sets of players: the national and pan-European GI associations represented by EURO-GI, the European Commission, represented by its Joint Research Centre, and industry through the European arm of OGC. Project co-ordinator is the University of Sheffield, one of the OGC members. GINIE is an Information Society Technologies (IST) programme called 'Accompanying Measure' and is focused on developing the

European Geographic Information Strategy. IST is a major research programme managed by the Information Society Directorate General of the European Commission.

Objectives of the GINIE project are:

- To provide strategic input to the new European Commission initiative developing an Infrastructure for Spatial Information in Europe (INSPIRE)
- To organise the 8th EC GIS Workshop in Dublin in July 2002
- To contribute to the international debate taking place at the Global Spatial Data Infrastructure Conference in Budapest in September 2002

www.opengis.org

(Source: Open GIS Consortium)

Space Imaging

Tool to Visualise the Earth in 3-D

Space Imaging (CO, USA) now offers stereo imagery from its IKONOS satellite to private customers. These products were previously offered only to government customers. Stereo products consist of two IKONOS satellite images of the same location on Earth, taken from two different perspectives during one orbital pass.

The pair of images is collected in-track, or on the same ground path just moments apart, to maintain tonal consistency between successive images, enabling better inter-

pretability. One of the two images is taken at a high elevation angle of greater than 72 degrees and may be used to make a highly accurate ortho-rectified image. The stereo imagery product also includes an Image Geometry Model (IGM) file, a mathematical way to express the complex sensor model of IKONOS. By incorporating the IGM and stereo pair images into commonly used commercial imagery software suites, users will now be able to create their own digital elevation models (DEMs) and ortho-rectify the high-angle image. Software packages supporting IKONOS stereo imagery are SOCET SET from BAE and Leica, Stereo Analyst from ERDAS, OrthoBASE, the PCI OrthoEngine and ImageStation and SSK from Z/I Imaging.

www.spaceimaging.com

(Source: Space Imaging)

Space Imaging

Space Imaging Introduces Online Purchasing of 5-Metre Resolution Satellite Imagery Online Ordering and Fulfilment of 5-metre Imagery Sets New Standard

Space Imaging, a provider of Earth imagery and related services to commercial and government markets, is now offering custom-area, 5-metre resolution satellite imagery of the continental United States from the Indian Remote Sensing (IRS) satellites through Space Imaging's new Carterra Online. Customers can order the 5-metre, cloud-free, panchromatic, orthorectified imagery in three easy steps and have the order quickly filled for an introductory price of US\$ 1.50 per sq. km.

By using the new Carterra Online at carterraonline.spaceimaging.com, customers can quickly view 5-metre imagery of the entire continental U.S. Carterra Online has a new HTML interface which requires no plug-ins to download. Base-map layers and map symbols, in addition to multiple image dates, can be turned on and off.

Customers can define their own custom area and Carterra Online will then instantly calculate the total square kilometres and cost. The footprint of the area can be adjusted by the customer until the correct area and specifications are defined.

Once a suitable area has been selected, customers can order the imagery directly online using a secure credit card transaction. The custom area will be automatically cut out and delivered to the customer electronically. Customers may choose rapid off-line delivery for larger orders. Most orders are typically fulfilled in less than 24 hours.

"As the largest private forest management company in the United States, fast delivery of map accurate satellite imagery gives us a competitive edge. Carterra Online allows us to quickly carve out a specific area for a project without having to order un-needed imagery," said Phillip Glassco, Manager of Forestry Services, Resource Management Service. "We know exactly what we will get because we can see it online."

www.spaceimaging.com
(Source: *Space Imaging*)

Space Imaging

Space Imaging Awards IKONOS Data Grant to Student ASPRS Member Award Presented at ASPRS Conference and FIG XXII Congress in Washington, DC

Space Imaging, a provider of Earth imagery and related services to commercial and government markets, announced that Mark Kachmar is the winner of the '2002 Space Imaging Award for the Application of High Resolution Digital Satellite Imagery.' Kachmar is a student in the master's degree programme in Earth and Atmospheric Sciences at the University of Alberta (Edmonton, Alberta, Canada). A plaque representing a US\$ 2,000 IKONOS data grant was presented to Kachmar during the 2002 American Society for Photogrammetry and Remote Sensing (ASPRS) Annual Conference and International Federation of Surveyors (FIG) XXII Congress in Washington, D.C.

The ASPRS Awards committee chose Kachmar's proposal Remote Detection of Live Forest Residuals from more than one dozen applicants. His study will use satellite imagery to detect residual forest patches left standing

after a forest fire. The objective of the proposal is to strengthen the forestry industry's ability to estimate the total volume of standing timber remaining after a fire. Kachmar will also develop methods to monitor secondary growth in burnt out areas and evaluate the relationship of secondary growth to residual forest patches.

"The data award was established more than 10 years ago, and we are pleased to support Mr. Kachmar's research," said Jeff Young, Space Imaging's Vice-President of Global Solutions, Sales and Marketing. "We are always interested to learn how researchers are applying satellite imagery to address business, government and ecological problems."

The annual data award is selected by ASPRS and funded by Space Imaging with georeferenced archived IKONOS imagery, valued up to US\$ 2,000. All applicants are required to be members of ASPRS and enrolled as a full-time undergraduate or graduate student at an accredited college or university with image processing facilities appropriate for conducting the proposed work.

www.spaceimaging.com
(Source: *Space Imaging*)

Supresoft Inc. Profile

Supresoft, Inc., with international headquarters in Beijing, China, is a market leader in the fields of Digital Photogrammetry and Image processing software. The company focuses on the development of professional software for spatial systems, geographical information, remote sensing, and also provide value-added services, including commercial GIS Data Capture, Remote Sensing and Photogrammetry. To meet the ever-growing demands of the Geomatics industry, they have brought together a team of highly motivated specialists. Their goal is to utilise all their technical resources, and extensive experience in creating the most efficient, cost effective, innovative products available today.

Supresoft was established from the R&D center in the Wuhan University of Surveying and Mapping in 1996. From these academic roots it has grown steadily yet rapidly to the present day. Still strongly connected to its academic roots, it draws on a large percentage of highly qualified specialists, with grade knowledge in the field of Photogrammetry, Remote Sensing and the GIS industry. This academic backbone is supported financially by well-known strategic investors, such as the International Data Group (IDG), Intel Corporation, and SoftBank Japan.

Organisation

Supresoft has established several sub-offices to meet the demands of various industries including sales, marketing, production and scientific research. Its total number of employees is over 100 worldwide.

Supresoft Inc. (Wuhan)

Wuhan, China, was the starting point of Supresoft, and has developed into its Center for Research, Development and Technical Support. In Wuhan, as far back as 1978, Prof. Zhizhuo Wang first proposed the theory that led Prof. Zuxan Zhang to spend the next 20 years developing, what became the foundation of the present day VirtuoZo – Supresoft's core digital photogrammetric product. VirtuoZo has established international recognition and respect in the field of photogrammetry and remote sensing.

Supresoft Inc. (Beijing)

Supresoft's International Headquarters and Center for Marketing and Sales, is based in the heart of Beijing, the cultural and cosmopolitan capital of China. Being one of the most vibrant cities in the World, with well-established high-powered communication links, it was an obvious choice for Supresoft's center of operations.

Supresoft Inc. (USA)

To meet the growing demands of N. America, in 2001 Supresoft established an office in Denver. It is now

responsible for sales and technical support in N. America.

Worldwide Resellers

Supresoft, Inc. also has a world-wide network of resellers providing sales and technical support in Europe, Africa, Middle East, Americas, Australasian, and of course the Far East, etc.

Business Details

As mentioned previously, our business focuses on the software products and data value-added production service.

Software products

VirtuoZo NT - Full Digital Photogrammetric System

VirtuoZo NT is the flagship product of Supresoft Inc. It was one of the first three photogrammetric softcopy systems in the world. Its technical predominance was largely due to the highly efficient Image Correlation (matching) routines, first conceived by Prof. Zhizhuo Wang, and developed by Prof. Zuxan Zhang. Its unique highly efficient matching routines continue to earn VirtuoZo and its creators a great deal of appreciation and respect from customers and competitors.

Not surprisingly VirtuoZo has gained about 80% of the local market in China, and almost all Chinese mapping bureaux have VirtuoZo at the heart of their production operations.

It is only in recent years that Supresoft has expanded into the international market. However, in this short time their sales have steadily increased worldwide. The international market brings with it new demands, new diverse requirements, and new opportunities. Supresoft is fully prepared to address all demands, and continue to develop a product range that meets this global market.

IMAGIS - 3D Visualization GIS Solution

IMAGIS is a standalone product, developed as an off-shoot, and in harmony with VirtuoZo. IMAGIS is true 3D GIS software, based on Digital Orthophoto Map (DOM), Digital Elevation Model (DEM), Digital Line Graphic (DLG) and Digital Raster Graphic (DRG). By using 3D visualisation techniques and virtual reality, the system is able to represent the real or imaginary world completely. Bringing together all the relevant aspects of the environment that anyone would wish to model. IMAGIS is a series of advanced, visual and analytical tools, designed for geographic information applications that addresses the needs of those wishing to combine traditional GIS vector data with geospatial raster data.

CyberLand - Remote sensing image process system

With the growing global demand for multi-layered geo-information, remote sensing imagery becomes increasingly important as a resource of images and data. CyberLand, with its unique image matching and fusion routines, and

highly precise image correlation and rectification processes, is proving to be a high efficiency and multi-functional RS image-processing platform

All these products are now widely used in a variety of fields, including:

- Surveying and mapping
- Urban planning
- Land resources management
- Military survey
- Satellite remote sensing
- Transportation Design and Mapping (highways, rail, airports)
- Irrigation works
- Power lines and pipelines
- Environmental protection
- Agriculture & Forestry
- Oceanography
- Telecommunications
- Archaeology

E-commerce Business

www.sinowatch.com - Web based B-to-B Business

This is the first web-based facility in China for value-added services, and the exchange of geospatial data. Sinowatch has a proven track record, providing commercial geospatial information that meets the demands of any government or business alike.

Summary

Supresoft is a new and growing company that in a short time has become well established in an interesting and demanding Geospatial market. With a highly motivated and committed staff we will continue to strengthen our existing products and services, we will continue to work hard to support our customers and we will continue to be at the forefront with innovation and research in the field of Geomatics.

www.supresoft.com

Other News

Envisat

Europe's Environmental Eye Soars into Orbit

On 1 March, the European Space Agency (ESA) (France) successfully launched its Envisat environmental monitoring satellite from Kourou in French Guyana. Envisat follows in the footsteps of ESA's successful radar satellites ERS-1 and ERS-2 launched in the 1990s. It will boost Europe's capacity to take part in critical research programmes on global warming and climate change issues, as well as by enabling pollution and disaster monitoring.

After a flawless lift-off, the Ariane 5 placed Envisat into an 800 km altitude sun-synchronous polar orbit. Twenty three minutes after the launch by Ariane Space, ESA ground controllers at the ESA space operations centre in Darmstadt (Germany) took full control for the first time (of the most complex satellite ever built in Europe) when the huge Envisat solar panels started to unfold. Envisat is

expected to be declared operational after just a few weeks, once its payload has been checked out and the various data-recovery links set up. Then the satellite's six-month long commissioning phase (calibration and validation of the ten sensors on Envisat) will begin, ensuring that the instruments are operating as specified by ESA.

The successful launch of Envisat marks a return to service for the Ariane 5 launcher. Its upper stage has undergone over 300 tests since last summer, following the failure to place two satellites in the correct orbits, including ESA's Artemis communication satellite which failed to reach its 30,000 km altitude orbit. However, thanks to ion propulsion and specially written software, the Artemis mission is likely turning into a success story, as the satellite is making its way to a geostationary orbit, and nominal operations could start this summer. The Artemis communication satellite is essential to relay data transmission from Envisat to the ESA-ESRIN data centre in Frascati, Rome, Italy.

www.esa.int/Envisat

(Source: ESA)