

VisiorIM

Information management and services

VisiorIM overview

VisiorIM AB was founded in 2017 by Robert Friedrich Kalcik who worked as a business consultant since 2007 following IBVision which was a one-person company working since 2010. IM stands for information management which was the origin area of business. VisiorIM is mainly a consulting- and service entity with two additional business areas since 2018: Drone based industry and rotor blade inspection services (VisioInspect) and research & development (VisioRD) of camera survey and drone systems.



We are based with our main office facility in the municipality of Timrå in Mid-Sweden with a 2nd office located in Kerala, South India. We work with partners and associates in Austria, South-India, Germany and Sweden.

Our services and products

We operate in 3 main areas

Business consultancy - enacting improvements

information management

business intelligence

PM, BPD, ERP, CRM

wind farm development
and management

workshops

Inspection services - VisioInspect - visual inspections

wind turbines (incl. rotor
blades)

industry facilities

mapping, orthophoto

environmental surveys

Research & Development VisioRD - safer & more efficient

drone and camera
system related hard-
and software
development

camera observatory
project, eagle team
projects (eagle surveys
for wind power projects)

Our values, strategy and approach

Visiorim embraces and adheres to the ten principles of United Nations Global Compact. (<https://www.unglobalcompact.org/>)



Our ways of working are displaying professionalism in all aspects of good business conduct. We apply a well-carved strategy to projects adapted to the nature of the project and the objectives agreed.

Key message

We

- 🌍 value **teamwork, collaboration** and **inclusive management**
- 🌍 **focus on the goal** and **objectives** along the way
- 🌍 come with **broad perspective while zooming in** to **identify and enact solutions**
- 🌍 **work professional, safe and secure**
- 🌍 **deliver quality**
- 🌍 see **successful projects as a common goal and driver**

Efficiency & professionalism

- 🌍 Timely, rapid implementation of efficient solutions
- 🌍 Efficient collaboration
- 🌍 Professional approach

Safety & security

- 🌍 Compliance with all relevant regulations
- 🌍 ISO 45001 as the guiding system for work environment and safety
- 🌍 Data security for our customers is the highest premise for projects to work securely



Base strategy - approach - goal

- 🌍 Enacting significant improvements for the client's business
- 🌍 Applying professionalism in communication and work performed
- 🌍 VisiorIM stands for delivering quality while considering long term goals and vision of the client
- 🌍 Enacting and embedding solutions in efficient manner is the core of working approach
- 🌍 VisiorIM communicates, collaborates and applies network thinking as base of working
- 🌍 VisiorIM works as a team with carefully selected partners & associates to deliver and achieve goals.
- 🌍 All data is stored securely on servers in Sweden/ other EU country or location of your choice (including none-cloud based).
- 🌍 Services are performed in full alignment with clients and potential stake holders.
- 🌍 Deliverables are shared and reviewed with stake holders at milestone completion or any other stage of the process .

VisiorIM team

VisiorIM AB is owned and managed by Robert Friedrich Kalcik and collaborates with carefully chosen partners & associates providing complete end to end solutions for development and management of wind power projects as well as rotor blade inspection and site services. VisiorIM comes with 16 years of experience in data analysis and reporting.

List of partners and associates

- 🌈 Ros Consulting (environmental consultant)
- 🌈 Environmental Law and Development Centre
- 🌈 Biome (Environmental consultancy, Austria)
- 🌈 Visiorim Remote Services India (data and remote services, India)
- 🌈 Ökoenergie group (renewable energy)
- 🌈 REENAG Holding
- 🌈 BS grid solutions (Electrical grid specialists)
- 🌈 Sweco (technical and Geotech consultants and civil engineering)
- 🌈 LBS - Lule building system AB (Electrical installations for wind farms)
- 🌈 BGT Liden (roads, trenching, construction)
- 🌈 Aero Enterprise (drone based rotor blade inspection AI analysis and reports)
- 🌈 A further asset is having a network for various tasks in different industries.



Experience and projects

Robert Kalcik is working as consultant since 2007 after heading Global Intelligence at ABN AMRO Bank (at Global intelligence and business management) in The Netherlands. Robert also holds workshops for Information management, Business Intelligence and organizational development. For local services in Sweden Robert collaborates with experienced local entities (see below).

Since 2010 Robert worked mainly in the wind power industry developing the 260MW project “Stor-Skälsjön”. As CEO of Timra Vind AB, Robert was in charge of the project’s business. Further projects have been taken on since 2019.

Highlights of experience and projects:

- 🌈 CEO (Timra Vind AB, VisiorIM AB, IBVision (wind power, IM) including public representation: 10 years
- 🌈 working for clients as consultant: 14 years
- 🌈 field work for wind farm planning and maintenance of equipment/infrastructure: 10 years
- 🌈 wind farm planning developing Stor-Skälsjön: 10 years
- 🌈 wind power project transactions: 3 years
- 🌈 data analysis, reporting, Business Intelligence: 16 years

Clients, employers and partners Robert worked with: ABN AMRO Bank Netherlands, Atradius credit insurance, Informa, water authority, paper mills, CapGemini, Accenture, IBM consultancy, Ökoenergie group, Ros Consulting, Pelagia miljökonsult, NaturalPower, Environmental Law & Development Centre, BS grid solutions, Eolus Vind, E.on elnät, Timra Vind AB, Enercon, Telecontractor Sweden, Sweco, Airbus, etc..

Use-cases where VisiorIM enacted improvements:

Business consultancy

- Developing an information management or Business Intelligence team within a large-scale organisation
- Evaluating reports and develop a new management information platform
- Re-writing a business case for the implementation of a new Business Intelligence platform and data-warehouse system as part of the consolidation process of an insurance company
- Developing a business process in collaboration with stake holders for a newly founded off-shore facility
- Business acceptance testing and design of a workflow-based document processing and CRM platform
- Developing automated analysis and reports for a public client using Business Objects.
- Advising a client on the consolidation process of their new ERP and CRM system and aligning working instructions, organisational structure and management information.

Wind power related

- Pre-evaluating, and developing a wind farm project from scratch including building a team and handling all permission and business-related activities
- Advising a client on strategies for consultation and permission process in Sweden
- Managing surveys for wind power including Golden eagle studies
- Managing monitoring facility in South India and work delivered for bird monitoring and wind power
- Advising on technical development of a wind power project including wind measurement campaign, layout planning, roads& hardstands, geotechnical and foundation related issues as well as construction related planning and specifications
- Advising on financial aspects including CAPEX, OPEX and IRR related financial models
- Advising clients during a Due Diligence for wind power projects in Sweden and Austria
- Performing rotor blade (and tower) inspections of any wind turbines including track record, secure data and certified reports

Other technical advisory and services

- Performing mapping and orthophoto services using our mobile mission vehicle
- Managing GIS related tasks/ projects with our expert partner in GIS processing for wind power and PV.
- Designing and building of UAV/drone mission facilities in vehicles
- Building and selling our automatic antenna- and camera-tracking for drones including software
- Installing off-grid remote controlled camera mast solutions for surveying

Environmental services

- The eagle team successfully implemented the first Golden eagle study for a wind farm in Sweden in 2020 after collaborating for another wind farm earlier since 2016. Our team is formed by 4 experts (three eagle experts and one data expert) with scientific background.

Our mission is to make wind power projects

- possible where, with standard methods, it is not feasible to get environmental permission
- more predictable for developers to find out if a project has chance to succeed
- more “court prove”. We display results & conclusions on stable, high quantity- and quality of data

while eagles are protected the way laws & regulations (incl. EU!) and court praxis dictate.

We achieve this by applying 3 semi-quantitative methods and data from remote controlled camera observations with the experience of 4 experts with international experience.

- Assisting nature- and habitat surveys using our drone based system since 2018.

How we work? - Business process overview

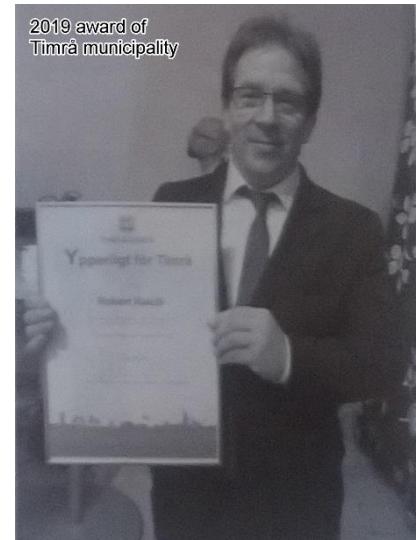
For larger process we usually suggest a standard process which we believe is a suitable base for performing projects.

The initial part of the process is to get to know each other and define the main objectives of the project. The following diagram displays an example of a typical project. Depending on the scale and time-lines this will be adapted accordingly.



Awards, recognitions and other activities

Robert has received several awards and recognitions during his career. This includes a Client Excellence award 2006, Business Start-up award 2011 and award “ypperligt för Timrå” 2019.



Robert also co.-organized an “Austria week” in Ljustorp 2009, an exchange visit of representatives of Timrå kommun to Wolkersdorf, Austria in 2012. In 2017 a 3 days exchange visit of representatives of the Lower Austrian government, Lower Austrian environmental and energy authority, the Austrian ambassador in Stockholm, members of the Swedish parliament, Länsstyrelsen Västernorrland, Timrå kommun as well as business representatives including news coverage followed.



3 main areas- a more detailed insight

Business consultancy and Services - VisiorIM

- Information management (including own developed methodologies ICBI, UIM)
- Business Intelligence (both IT- and management side, BI is not only data warehouse related)
- Wind power consultancy: expertise in development, environmental, legal, financial and process wise)
- Wind power projects: Development and delivering of wind farms (from pre-evaluation to asset management)
- Project management
- Business process development
- ERP/CRM related advisory
- Workshops for information management and BI



Main industries are

- Renewable energy -wind power
- Banking, insurance
- Public services, NPO, NGO
- Domestic- and off-shore production/ service facilities

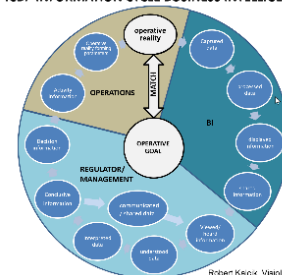
We work contracted including options for SLA based contracts on the client defined level.

Workshops by VisiorIM

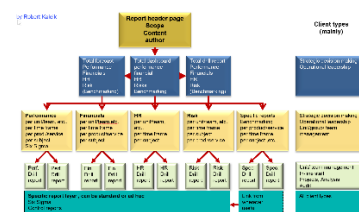
Robert Kalcik provides workshops for professional organisations for mainly Information management and Business Intelligence. This includes two methods developed by Robert since 2006:

- ICBI - Information Cycle Business Intelligence (Business Intelligence integrating the whole cycle of information (and not only IT related designs and processes))

ICBI - INFORMATION CYCLE BUSINESS INTELLIGENCE

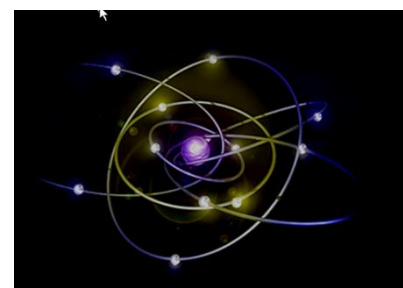


- UIM – Universal information matrix (tool for quick evaluation of an organisation's health based on key indicators, key questions and ICBI)



Current workshops:

- Information management – Introduction into information models and organisational development
- Business Intelligence: The pursuit of improving organisation
- Business Intelligence – focus on implementation into organisations
- UIM- Universal information matrix – a quick assessment tool for organisations and their various business areas and ICBI Information-cycle based approach
- Analysis and reporting – approach, tools, implementation, tips& tricks
- Business process development- IM based



For more information on workshops, please contact Robert Kalcik.

Inspection and survey services - VisioInspect

State of the art drone based visual and radiometric inspection services

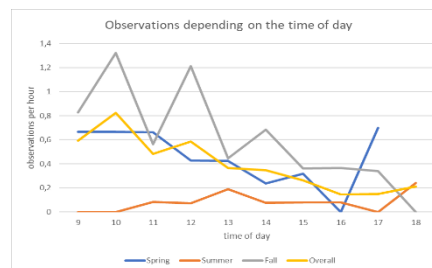
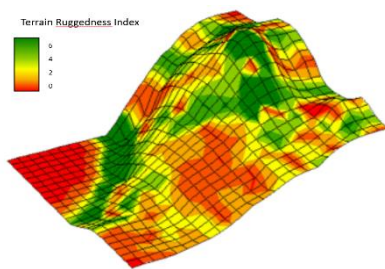
- Inspections and reports for wind turbine rotor blades and towers
- Inspection of industry facilities and infrastructure (including thermal imaging)
- Environmental surveying for wind power and infrastructure projects including reports by environmental experts
- mapping and orthophoto



Research & Development - VisioRD

We develop solutions for drone-based inspection services.

- R & D of drone related mission hard- and software
- Auto antenna- and camera tracking systems for drones
- Mobile mission facility design and realization
- Research project “Camera observatory project” with remote controlled camera-based eagle surveying
- The “eagle team” project in collaboration with 3 researchers delivering “court-level” studies of predator birds for wind power projects including development of methods and equipment.



Products developed by VisiorIM:

- Auto antenna- and camera tracking system for drones (various models)
- Mobile mission facility – winter and insect proof
- Off grid camera survey unit for field facility security, bird watching system, etc..

