



# ULF WALTER Palme

Innovation & Marketing. Project Design, Valuation & Management. Investment & Humanitarian Projects. Business Development.



## Summary

Senior Consultant in Business Development with singular background in technical-scientific knowledge and business development, including market studies, marketing technical innovations and innovative technology services / products, strategic relations and contract negotiations. Remote Sensing & Geoprocessing Specialist with extensive background in Sensor Systems and Applications for Territorial Management in Agriculture, Environment, Forestry, Cartography & Mapping, Rural & Urban Management and Planning, Real Estate Development, Intelligence & Defense. Pioneer in the development of Geographic Information Systems (GIS), Technical Cadaster (rural and urban), GPS systems, Synthetic Aperture Radars (SAR systems), High Resolution Imaging Satellite Systems (IKONOS, Quick Bird, World View), 3D systems as Google Earth y Skyline. Solid, versatile & validated background in the last 36 years having worked in almost all type of organizations: Governmental Agencies / Ministries, Foundations, NGO, Private Companies, Multinational and Transnational Corporations, as a Consultant / Advisor, Expert & Company Owner. Certified Project / Program Manager for almost 50,000 h. in different technical scopes, environments and countries/cultures. Generated results & benefits over large Geographic Areas, as Responsible Expert, Technical Manager, in different areas of knowledge, in Land Use Mapping and Cartography and GIS generation with different technologies and at scales from 1:250,000 to 1:500, with the following metrics: • Deforestation Assessment: Brazilian Amazon (5,000,000 km2): six consecutive Assessments of the Deforestation (Gross Deforestation & Rate) at the Institute for Space Research (INPE, Brazil) for the Brazilian Government, totalizing 30,000,000 km2; • Agriculture, Environment, Hydrology: 3,800,000 km2; • Urban Areas: 11,000 km2; • Highways and Infrastructure: 6,500 km. With 980 flight hours in experimental and operational airborne remote sensing systems (aircrafts and helicopters) using visible, infrared and microwave technologies, for testing and validating new technologies for satellite systems to be launched. Worked in Brazil, most of South America, USA, and Europe. And with professionals from Africa: Ghana, Tanzania, Angola, Nigeria, South Africa, Mozambique and Ethiopia. And India, China & Japan.



## Current Main Activities

2002-01 - present

### ULF WALTER Consulting ([www.ulfwalter.com](http://www.ulfwalter.com))

Synergic overlap of Territorial Management/Monitoring, Agribusiness, Intelligent Neighbourhoods/Cities and Environmental Medicine, has become my priority, especially aiming social benefits and a better quality of life for rural and urban/metropolitan populations. Monitoring of the Agribusiness Chain (in a much broader concept than standard "commodities agriculture"), where the core is to provide for enough food on the table with less loss and waste, always in the concept of Sustainable Development: environmentally correct, economically viable, and socially just! The geographic area of interest is about 6 million km2 including Paraguay, parts of Brazil, Bolivia, Uruguay, Argentine, and Chile, Peru and Colombia. Established in Paraguay and open to travel. I decided to operate and offer my services globally. Nowadays, concentrating efforts in Project Design & Management for Humanitarian & Social, as well as, Investment Projects, especially Infrastructure.

2016-01 - present

### Nottingham University Business School - NUBS, Ningbo China Campus ([www.nottingham.edu.cn](http://www.nottingham.edu.cn))

Member Global Mentorship Program - GMP  
Global Mentorship Program aims to support students' personal and professional development by providing direct access to experienced working professionals in a profession/industry. Experienced international mentors provide career-related advice, guidance, resources and support for student mentees during their university years, assisting them to prepare their personal career profile as well as develop professional competences needed for a successful and fulfilling career.

2015-10 - present

### Joint FAO & IAEA Program - Viena ([www-naweb.iaea.org/nafa](http://www-naweb.iaea.org/nafa))

Expert, Lecturer Applied Remote Sensing  
Expert Mission to Ecuador on behalf of FAO/IAEA and MAGAP / Ecuador. The Expert Mission is in the context of UAV for Agriculture for the National Irrigation Plan that aims at the modernization of 60.000 hectare small-holder irrigation spread over the Coast and Andes region of Ecuador. The project is under the coordination of the MAGAP of Ecuador, with funding of the World Bank. [www.fao.org](http://www.fao.org) / [www.iaea.org](http://www.iaea.org) / [www.agricultura.gob.ec](http://www.agricultura.gob.ec)

2017-10 - present

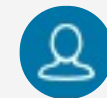
### New Dawn Foundation - Paraguay ([www.fnuevoamanecer.org](http://www.fnuevoamanecer.org))

Project Designer  
• Project Y POTI PORÃ - Floodings / Sanitation / Metropolitan Area of Asuncion.  
• Project GUYRA CAMPANA (BELL BIRD) - Territorial Management & Monitoring.  
• Project KUARAHY - Eliminating the Social Housing Deficit.

2018-10 - present

### Associação Brasil Manancial - Abrasman - Brazil ([www.brasilmanancial.org](http://www.brasilmanancial.org))

Project Designer  
• Project FENIX - Aerial Combating of Forest Fires / Territorial Management & Monitoring.  
• Project HELIUS - Reduce the Social Housing Deficit.



## Personal Info

E-mail

[ulfwalter@ulfwalter.com](mailto:ulfwalter@ulfwalter.com)

WWW

[www.ulfwalter.com](http://www.ulfwalter.com) (portfolio)

Phone / WhatsApp

+ 595 986 964 221

LinkedIn

[www.linkedin.com/me/ulfwalter](http://www.linkedin.com/me/ulfwalter) (over 4,000 contacts)

Video Conference

[www.appear.in/ulfwalter](http://www.appear.in/ulfwalter)

Date of birth

1956-06-05



## Skills

Sense Making, Social Intelligence, Novel & Adaptive Thinking, Cross-Cultural Competency, Computational Thinking, New Media Literacy, Transdisciplinarity, Design Mindset, Cognitive Load Management, Virtual Collaboration. Successfully used these Work Skills in small projects and in large endeavors like the Assessment & Monitoring of the Deforestation of the Brazilian Amazon (5 million km2), of agricultural crops, in activities like Innovation, Marketing, Sustainable Business Planning / Project Design & Management, Compliance, Valuation, Mapping & Development, Executing, Team Leading, Sales, Negotiation, Problem Solving, Report Writing, Education, Translations and in areas like Applied Remote Sensing (Sensors Systems - optical, thermal and microwaves) and large GIS systems, with Sustainable Territorial Management / Monitoring in different applications (Food & Agriculture, Urban Planning, Infrastructure, Environment, and Cartography & Defense), Agribusiness, and Consumer Goods & Services.

**WAYS I CAN HELP:** generate Better Revenue, Increase Assertive Planning, Compliance, Lower Risk & Prejudice, Optimize Procedures, Executing, Implement New Structures, Education. Open to work in new areas and subjects were my experience can be useful. Innovation & Marketing, as well as, Sustainable Business Development, are embedded in my professional identity. Investment Projects, as well as, Humanitarian Aid Projects (Non Refundable Funds / Sustainable Projects) also became my focus through Project Design, Valuation and Implementation / Management.



## Core Experience

1984-06 -  
1996-12



### Senior Project Engineer

National Institute for Space Research - INPE ([www.inpe.br](http://www.inpe.br))

#### Responsibilities:

- Manager & Responsible Expert - Project PRODES. Assessment of Deforestation of the Amazon (5 million km<sup>2</sup>) for the years 91/92/94/95. Generating a new trustful reference territorial database for the Brazilian Government and International Community.
- Manager & Responsible Expert- Microwave Remote Sensing Program.
- Directory for Earth Observation - Member of the Board.

1988-01 -  
2001-12



### Guest Scientist

Microwaves & Radar Institute - German Aerospace Center - DLR ([www.dlr.de/hr/](http://www.dlr.de/hr/))

- Bilateral Cooperation, Joint Missions and Technology Transfer.

1994-06 -  
present



### Designated Technical Assistant and Expert

Public Ministry State of São Paulo and Union Public Ministry - Brazil

- Recovery of the Serra do Mar Region, and in Irregular Organochlorine Waste Disposal in the Baixada Santista Region (Rhodia Case) ([www.mpsp.mp.br](http://www.mpsp.mp.br)).
- Federal Public Ministry of Brazil in the Irregular Organochlorine Waste Disposal in the Baixada Santista Region (Rhodia Case), and in environmental issues since 2001 ([www.mpf.mp.br](http://www.mpf.mp.br)).

1996-06 -  
1997-12



### Technical Manager Remote Sensing

Foundation for Science, Technology and Space Applications - FUNCATE

([www.funcate.com.br](http://www.funcate.com.br))

- Recovering & expanding FUNCATEs technical credibility and financial performance and portfolio.

1998-01 -  
1998-12



### Consultant & Responsible Expert - Assessment of Coffee Plantations in Brazil

COINBRA S.A. (Loius Dreyfus) ([www ldc.com](http://www ldc.com))

- Establishing a new trustful territorial reference for Coffee commodities transactions.

1999-01 -  
1999-12



### Consultant in Land Reform (Cadaster, Land Regularization & Projects). Diagnostics of the National Land Reform Agency of Brazil - INCRA.

Interamerican Institute for Cooperation in Agriculture - IICA ([www.iica.org](http://www.iica.org)) / World Bank ([www.worldbank.org](http://www.worldbank.org))

- Diagnostic of 3,200 Land Reform Projects. Optimizing Procedures.
- Establish New Beneficial Methodology for the Land Reform Process.

2000-02 -  
2001-12



### Manager Brazil

Space Imaging LLC nowadays DigitalGlobe ([www.digitalglobe.com](http://www.digitalglobe.com))

- Pioneering the Use of High Resolution Satellite Imagery for different Vertical markets.
- Establishing Reseller Channel.

2002-01 -  
2003-01



### Consultant Remote Sensing Satellites - Radar Systems

Lockheed Martin Space Systems ([www.lockheedmartin.com](http://www.lockheedmartin.com))

- Benefits of Radar Satellite Systems & Technology for Brazil.

2002-01 -  
2004-12



### Consultant in Remote Sensing & Responsible Expert

APM - County Association State of São Paulo - Brazil ([www.apaulista.org.br](http://www.apaulista.org.br))

- Generating benefits to the administration of 645 counties.

2012-01 -  
2013-02



### Manager Territorial Management

SANASA S.A. ([www.sanasa.com.br](http://www.sanasa.com.br))

- Implementing a beneficial Territorial Management System for the County of Campinas.

2006-01 -  
present



### Consultant in Remote Sensing and Geographic Information Systems (GIS)

Nippon Koei LAC ([www.nklac.com](http://www.nklac.com))

- National Parks Mapping - Tocantins State Government - Brazil - 2006/07
- National River Basin Management Program - PRONAMACHS - Peru - 2006
- National Storm Drainage Programme - MOPC - Paraguay - 2014/15
- Bogota River Integrated Management - Colombia - 2015/16

2017-06 -  
2018-05



### Consultant on LiDAR 3D Topography

INOVOH PARAGUAY SA for Ministry of Public Works - MOPC - Paraguay

- Generation of 3D Topography Assessment (LiDAR) of the Pilcomayo River Area comprising 67,000 ha. Orthophotos 5cm, DTM 50cm and Contour Lines of 25 cm (together with Helitactica SA and African Consulting Surveyors)
- Responsible Expert that generated the Final Technical Report.



## Education

1983-03 -  
1986-12



### National Institute for Space Research - INPE - Brazil

Masters Degree in Remote Sensors & Applications. [www.inpe.br](http://www.inpe.br)

1977-07 -  
1982-07



### UFLA - Federal University of LAVRAS former ESAL - Brazil

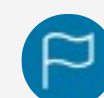
Agronomist, Monitor in Rural Engineering and Plant Health. [www.ufla.br](http://www.ufla.br)

1974-01 -  
1976-12



### ESBSP- Swiss School São Paulo - Brazil

High School. Translator & Interpreter in Portuguese, German and English. [www.esbsp.aesb.com.br](http://www.esbsp.aesb.com.br)



## Languages

Portuguese, German and English - mother languages

Spanish - fluent

Italian , French - basic



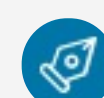
## Conferences

Lecturer Emeritus of the Brazilian Ministry of Defense. Lecturer in graduate and post graduate courses as the National Institute for Space Research – INPE ([www.inpe.br](http://www.inpe.br)), Military Institute of Engineering - IME ([www.ime.eb.mil.br](http://www.ime.eb.mil.br)) Brazil and United Nations University – UNU ([www.unu.edu](http://www.unu.edu)), national and international events, congresses and symposia - Mundo Geo Connect, Geo Brasil, GIS Brasil, ISPRS, IGGARS. List of main conferences under <http://lattes.cnpq.br/9891130065028507> - Database of the Ministry of Science, Technology, Innovation and Communication.



## Publications

Scientific Papers and Publications in Events and Journals since 1984. List of Publications under <http://lattes.cnpq.br/9891130065028507> - Database of the Ministry of Science, Technology, Innovation and Communication.



## Clients / References / Partners

Please refer to [www.ulfwalter.com](http://www.ulfwalter.com) (portfolio)



## Certificates

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