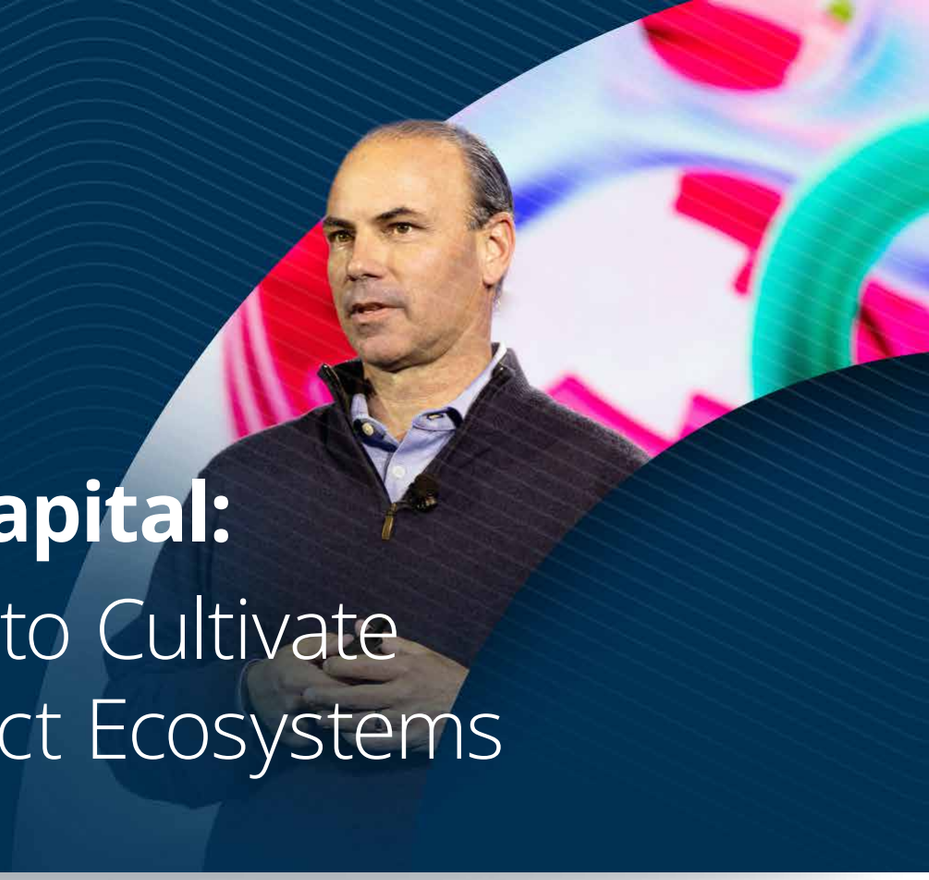
Trimble

Ventures



Beyond Venture Capital:

A Unique Approach to Cultivate Startups and Connect Ecosystems

What is Trimble Ventures?

PURPOSE
To nurture innovation, connect ecosystems, and scale Trimble's platform to deliver value. It involves finding investments and "freethinkers" to accelerate value and reimagine industries.

LAUNCH
2021

PRINCIPLE
"More than just a typical corporate investment vehicle."

FOCUS
Uncovering, engaging with, and investing in early innovators to reimagine core industries and bring disruptive value.

TIME ALLOCATION
Majority of time, activity is focused on engagement and deal flow with startup founders, entrepreneurs, and other investors.

ENGAGEMENTS IN LAST YEAR
Over 500 formal engagements.

INVESTMENTS SINCE 2021
Invested in a dozen companies.

How We Operate?

Evaluation Criteria - Divided into two buckets:

STRATEGIC

Relevant to Trimble's core industries (construction, transportation, geospatial, etc.).

Innovative or disruptive solution/technology (e.g., AI, supply chain, autonomy & robotics, AR/MR, sustainability, reality capture, mapping & positioning).

Ability to extend Trimble's platform, integrate with solutions, and add value to customers.

FINANCIAL

Target early to growth-stage companies (Series A and beyond).

Proven market viability (e.g., $500,000+ in recurring revenue).

Great teams and business model pursuing large, attractive markets supporting venture-scale growth.

PARTNERING
Connect with credible VC firms (e.g., Ironspring Ventures, Space Capital) and corporate innovation teams (e.g., Hilti Venture, Hensel Phelps Diverge).

COLLABORATING
Co-invests alongside credible lead VCs and can introduce companies to potential lead VCs from its network.

Benefits for Startups: **Access & Exposure**

Trimble Ventures offers startups significant benefits beyond capital, primarily through unparalleled access and exposure within critical industries.

Access Differentiators:

KNOWLEDGE, TECHNOLOGY, & EXPERIENCE:

GO-TO-MARKET (GTM) EXPERTISE:

MENTORSHIP FROM ENTREPRENEURS:

Access to Trimble's nearly **50 years of experience** in building, scaling, and supporting software and hardware solutions.

Access to **Trimble's global network** of customers, partners, and distributors, along with teams of engineers, developers, marketers, and other experts to validate and mature businesses.

Access to entrepreneurs and expertise from Trimble's 140+ acquisitions, offering unique insights, including the founder of a mobile mapping and workforce management software company who later joined Trimble.

Exposure Opportunities:

Global Construction Startup Competition: Trimble partners with Cemex Ventures and other industry leaders to identify the most innovative construction startups.

Trimble 0-60 Challenge: A 12-week accelerator for AEC, ALM, and Geospatial startups integrating with Trimble products, culminating in a pitch at Trimble Dimensions.

Trimble Dimensions: An annual international user conference for founders, customers, partners, and investors for networking and showcasing startups.

Trimble Partner Network & Trimble Marketplace: Platforms for startups to engage with Trimble to build and promote their industry solutions.

Portfolio Company **Examples**

xona space systems

Focus:

Navigation services startup building next-gen Global Navigation Satellite Systems (GNSS) via low-Earth orbit satellites.

Collaboration/Integration:

Trimble and Xona are collaborating on future integration of Trimble correction services for secure, reliable, high-precision positioning and navigation.

DOCUMENT CRUNCH	Construction contract intelligence startup leveraging AI for contract analysis, compliance, and risk management.	Integrates with Trimble ProjectSight to simplify contracts, automate tasks, and enable end-to-end contract compliance.
OneRail	Last-mile delivery startup for consumers and businesses.	Integrates with Trimble Maps for enhanced routing, visualizations, and precision time calculations.

The **Impact & Vision**

OVERALL GOAL:

To transform the way the world works by building an ecosystem of early innovators that extend Trimble's platform and bring dynamic, disruptive value to customers and partners.

MARKET DYNAMICS:

Navigating the post-COVID era, market corrections, and recovery driven by AI, which has lowered the barrier to entrepreneurship and democratized innovation.

REPUTATION:

Continues to attract innovative founders as a "first stop" on their entrepreneurial journey.

Learn how Trimble Ventures is helping transform passionate innovation into practical solutions across **some of the world's most critical industries.**

Trimble

© 2025, Trimble Inc. All rights reserved.