



*Shaping  
New Dimensions*



**Position**  
Partners

# BUILDING BUSINESS RELATIONSHIPS

Positions are the foundation of every man-made development that creates and sustains communities throughout the world. High calibre positions result in:

- superior craftsmanship
- time savings
- improved safety
- increased productivity
- effective automation

Position Partners is Australia's premier provider of positioning and machine control solutions for land management, civil works and building activities. At Position Partners, we are committed to increasing productivity for our customers and building lasting business relationships around high calibre positioning activities.

A full range of leading instruments and systems is backed by superior service and industry expertise to give our customers the support they need for any project.

## Thinking national, acting local

Many customers asked for increased specialist support and nationally coordinated business activities, so Position Partners formed in 2009 from a merger of five state-based companies. With around 150 people, Position Partners is the largest Australian-owned company that focuses entirely on the distribution and support of positioning and machine control solutions.

Acting local keeps us focused on individual requirements and providing customised solutions. Thinking national permits wider initiatives and wiser investment in new innovations. As an example, a custom-built solution to track construction machinery using satellite communications in remote areas of Western Australia, is now being deployed nationally.



Our cover photo shows Josh Allan, machine control sales and support manager, with customer Jason Thorpe, survey manager for Survey Management Solutions.

## Topcon's Australian partner

Position Partners is Topcon's exclusive Australian partner for machine control and positioning systems and the largest Topcon distributor in the world.

Since 1932, Topcon, a worldwide corporation, has remained true to its vision of innovation and reputation for practical integrity, with products of the highest quality across its positioning and eye care divisions. Topcon has revenues of over \$1 billion annually and employs more than 4,800 people worldwide.

Topcon's positioning product range includes surveying and mapping instruments, construction machine guidance and control solutions, scanning systems and elevation and alignment lasers. They are used worldwide for the construction of roads, buildings, bridges, tunnels, airports, homes and schools, as well as environmental, forensic and other positioning applications.

Position Partners' services enhance Topcon's systems. Unrivalled industry knowledge, experience and support capabilities provide complete solutions for our customers. Other renowned brands cement our enviable range of products and software solutions to suit virtually any ground positioning task.

A multi-award winning company, Position Partners won Topcon's 'International Dealer of the Year' award for 2009-2010.

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*With around 150 people, Position Partners is the largest Australian-owned company that focuses entirely on the distribution and support of positioning and machine control solutions.*”

National expertise keeps us innovating positioning solutions such as mobile scanning, while regional sales and support teams provide local know-how and experience.

Our offices are conveniently located near the major cities' transport corridors and provide:

- a service centre
- a showroom
- over the counter sales
- product hire
- training facilities

Technical support is provided in the service centres or on site. A national machine control systems testing and training site is located in Melbourne and is operated in cooperation with Victoria University.



# DELIVERING PROJECT SOLUTIONS



Wherever you find surveyors, engineers, construction machine operators and contractors, Position Partners is there to assist their work to be precise, efficient and in control.

## Diversity gives a unique focus

These days, work sites combine a diverse mix of expertise: IT, machine operation, surveying, engineering, machine engineering, maintenance engineering and project management. Position Partners works across all disciplines, uniquely blending surveying, machine control and IT skills to provide a cohesive network of systems and expertise.

Position Partners recognises that most construction sites have a mix of machine types and makes. We are not aligned to any specific machinery manufacturer, preferring to focus on maximising your return across the whole project site and range of machines. Open international data formats and open systems are the key to successful integration, enhanced safety and productivity.

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*Position Partners works across all disciplines, uniquely blending surveying, machine control and IT skills to provide a cohesive network of systems and expertise.*

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## Scalable solutions for any project

With a comprehensive product range for purchase or hire, Position Partners caters for all projects, large or small.

An extensive line of surveying instruments – from waterproof automatic levels to fully robotic, auto-tracking total stations for one-person surveying – are complemented by a variety of GNSS-enabled positioning systems. GNSS utilises both GPS (United States) and GLONASS (Russia) satellite constellations, with capability for new constellations including Galileo (Europe) and Compass (China).

High performing construction lasers provide height control or alignment for many building applications, while the machine control systems are renowned for their durability, ease of use and seamless integration on all types of earthmoving machines.



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*New mobile scanning and imaging systems are set to revolutionise three-dimensional mapping and modeling as metadata, point clouds and imagery become widespread modes of positioning data.*”



## Technology that measures up

Our customers can rest assured that Position Partners will remain at the forefront of innovation, delivering the latest and most efficient systems on the market. After a “first” to automate a D11 by integrating machine control to its hydraulics, Position Partners continues to strive for seamless solutions by working with a multitude of GIS, CAD, surveying and site management systems.

New mobile scanning and imaging systems are set to revolutionise three-dimensional mapping and modeling as metadata, point clouds and imagery become widespread modes of positioning data.

# INVESTING IN EXPERTISE



## Expert advice for project success

Our unique, multi-skilled teams have expertise across the disciplines of surveying, hydraulics, electronics, GIS and IT to give you the best advice and support for your project. As the exclusive national distributor for one of the world's largest manufacturers of positioning and machine control systems, our sales and support teams are tapped into the very latest, state-of-the-art technical developments.

Position Partners' senior management has more than 200 years of combined industry expertise, with contributions to various associations and Australian Spatial Industry initiatives. Ongoing partnerships with leading associations, such as the Surveying and Spatial Sciences Institute (SSSI) and Civil Contractors Federation (CCF) enable us to stay tuned to, and influence, industry developments.



## There! Today and Tomorrow

At Position Partners, we understand that even the most robust equipment needs maintenance every now and then. When it does, our trained technicians are on-hand to provide technical support and get you operational in no time.

All our technicians are trained by the product manufacturer to give unrivalled technical expertise. We provide on-site installation and support, as well as comprehensive product service, maintenance and repairs via our local service centres or through remote diagnostic capabilities.

The internet delivers a wealth of new and improved benefits and Position Partners is pleased to offer a new service to enhance customer support. Tokara™ provides a comprehensive and scalable range of construction site management services, utilising the web and telematics for three key service areas:

- remote diagnosis
- site tracking, and
- full site data management

To provide 24/7 service, Tokara™ is established at special sites where multiple back-up systems for power, environmental control and security ensure industry-leading uptime.

## Know-how is the cornerstone of productivity

Technology becomes redundant without the right knowledge and skills. Position Partners supports customers to get the best from their systems through training courses that are tailored to meet individual product and project needs.

With dedicated training centres around the country, Position Partners is able to offer exceptional skill development to enhance on-site safety, gain Professional Development points and ultimately increase productivity.

“As the exclusive national distributor for one of the world’s largest manufacturers of positioning and machine control systems, our sales and support teams are tapped into the very latest, state-of-the art technical developments.”



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