

# PORTFOLIO



Agronomist, Remote Sensing, Territorial Management & Development Expert, Senior Technology Development Engineer, Innovator & Pioneer, Consultant, Infrastructure Projects & Program Designer, Manager, Lecturer, Integrator, Translator.

**Project Designer Creator** of the Humanitarian Program of Infrastructure Projects for the Development of Progress & Prosperity



WHO I AM - MESSAGE



LIFE POSITIONING



EDUCATION



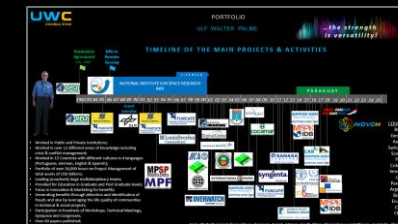
SKILLS & ABILITIES



WORK HISTORY POSITIONING



WORK HISTORY OVERVIEW



WORK TIMELINE



WORK HISTORY LIST, SUMMARY & COMPLETE



ONGOING ACTIVITIES



CONTACT



PORTFOLIO  
ULF WALTER PALME



Everything we do in life becomes  
an EXAMPLE or an ALERT!  
Be an EXAMPLE!



“The eyes can only see what the mind  
is prepared to understand !”



## Welcome to my Professional Portfolio.

*Most of the activities I have carried out in the last 43 years of my life, are presented.*

*Intense work and dedication to contribute to a better world.*

*Mistakes and successes have shaped who I am to this day. Challenges, learnings and achievements have confirmed my conviction that **doing the right things in the right way** leads to the best reward: a life of dignity and honor.*

*My professional career is not simply represented by the places where I've worked, but as actions in which I have been motivated either by a client's need to solve a problem, or to create a viable solution that didn't exist before. The strategy for these situations has always been a mix, where effective ways emerge that not only didn't exist before, but are also unconventional, and generated positive RESULTS! And as in Project Valuation, there is always a story - the context, where all starts - and there are numbers!*

*The current portfolio allows quick consultation and also to search for more detailed and specific information in the wide scope of areas of knowledge I have worked.*

*My multicultural education and my embedded curiosity, which has always required me to take a broad and synergistic view of the events and activities life has faced me, made me go beyond the original boundaries of my university education.*

*The richness and diversity of the agronomy curriculum, the most eclectic and versatile, allowed me to continue my multicultural anthroposophical journey I started at the Waldorf School, in Kindergarten. There I learned valuable lessons for life: the importance of love for others, CARE, which is the cause of courage, public speaking, team work, humility, honesty, discipline and respect, among others, and that thinking and creating are the activities that require the most effort and foster natural intelligence. As a result I was and still am constantly challenged to create innovative solutions. It takes courage to be different and competence to make a difference.*

*And I took the challenge to explore this widely, so that I do consider myself a Visionaire & Integrator in the daily wide life puzzle.*

*This being said I invite you to know the journey of my diverse & versatile professional life.*

***Innovation aligned with purpose generating benefits!***

*Best regards*

*Palme*



# PORTFOLIO

## ULF WALTER PALME



## Life Positioning

### CODE OF THE WOLF

- Protect your pack
- Show no fear
- Respect the elder
- Lead your companions
- Survive each day
- Hunt your enemies
- Howl to a new tomorrow
- Explore the unknown
- Adapt to the environment
- Demonstrate no weakness
- Never back down
- And leave your mark



### Honor thy Name



ULF



Prof. Ismael Cordeiro Junior, my model and inspiration as a human being.

This is a message about my **positioning in life** and how I have acted throughout my professional and personal life continuously. **WHO I AM**. My purpose & commitment.

Having professional competence is paramount, but alone, it is not enough. Most resumes are a list of where people have worked. There is no true information & knowledge of what they care about, what benefits were generated or problems solved. New times are demanding that, as we all are tired of bad alerts and humanity is looking for practical examples, that can be followed and replicated

Choosing the path of LOVE, requires awakening, willingness, transparency, courage, persistence, excellence, honesty, and leaving the comfort zone. **INOVOH** our Humanitarian Program is embedded in the Love path. And it will require a deep and true decision from each one, who wants to participate, with thoughts, emotions and ACTIONS. There are only two possibilities...LOVE or FEAR!

The immediate challenge, the Great Work is to show the path of creation through LOVE and CARE. And that starts inside ourselves, as a living example.

The ORDER and PROGRESS (phrase embedded in the Flag of Brazil, my Homeland I am proud to have been born) are the manifested Good for the society. All people have the same right and there is always free will. To choose their path. There are no chosen, enlightened, special ones. It is necessary to choose oneself. I have been deciding through all my life **to do the right things, right**. It has been my drive. But with actions and not speeches. Most of the time I have won the game of life. Sometimes we lose. And then it's when we learn and correct the path. Without relative moralism. There is only **RIGHT** or **WRONG**.

If your actions inspire others to dream more,  
learn more, do more and become more,  
you are a leader.

John Quincy Adams / www.peckoandilly.com

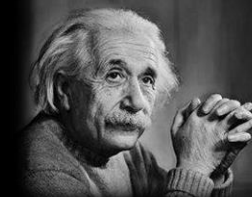


- Following NATURAL LAW (based in Principles & Truth) and choosing LOVE and Consciousness, is the beginning of everything we use to create, called Generative Polarity, and its initial expression is manifested through the acceptance of the TRUTH (absolute & singular), the KNOWLEDGE.
- Know the TRUTH and it will set you free! Our interior will manifest our SOVEREIGNTY; in society it leads to FREEDOM as external expression and that manifests ORDER, as a result that we create. Only in this way will development, or better, PROGRESS, be possible.
- LOVE → KNOWLEDGE → SOVEREIGNTY → FREEDOM → ORDER and PROGRESS. That is the POSITIVE cycle of the NATURAL LAW EXPRESSIONS.
- ~~The other possibility is the path that we all know and live the consequences daily...the NEGATIVE cycle of FEAR → IGNORANCE → CONFUSION → CONTROL → CHAOS and EXTINCTION.~~

LIVE  
~with passion~

If you can't explain it **simply**, you don't understand it well enough.

— Albert Einstein



PORTFOLIO  
ULF WALTER PALME



1983-86

National Institute for Space Research INPE - Brazil  
MSc. in Remote Sensing



1977-82

UFLA – Federal University of Lavras (ex ESAL) - Brazil  
Agronomist, Rural Eng. and Phytopathology Monitor.



“Due to my Multicultural Education in three mother languages (German, English and Portuguese) and being fluent in Spanish I had opportunities to work technically in these languages during all my life and being able to translate projects, documents, books, localization of software, webpages, translation in meetings. I have been always open to translations and still am.”



1974-76

ESBSP- Swiss School São Paulo - Brazil  
College. Translator & Interpreter in Portuguese, German and English.





## Skills & Abilities

 my differential is versatility



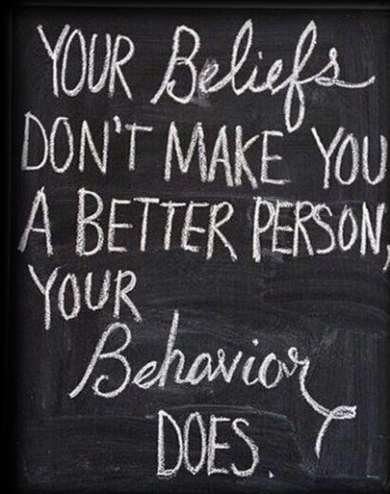
- ✓ Creativity
- ✓ Sense Making
- ✓ Social & Emotional Intelligence
- ✓ Autonomy
- ✓ Critical Thinking
- ✓ Cross-Cultural Competency
- ✓ Computational Thinking
- ✓ New Media Literacy
- ✓ Trans Disciplinarity
- ✓ Design Mindset
- ✓ Cognitive Load Management
- ✓ Virtual Collaboration
- ✓ Teamworking
- ✓ Lifelong Learning



Successfully used these Work Skills in small projects and in large endeavors like pioneering the Assessment & Monitoring of the Deforestation of the Brazilian Amazon (5 million km<sup>2</sup>), of agricultural crops, in activities like Innovation, Marketing, Business Planning / Project Design & Management, Compliance, Valuation, Mapping & Development, Executing, Team Leading, Team Player, Sales, Negotiation, Problem Solving, Report Writing, Education, Translations and in areas like Applied Remote Sensing (Sensors Systems and large GIS systems, with Adequate Territorial Management / Monitoring in different applications (Food & Agriculture, Urban Planning, Infrastructure, Environment, and Cartography & Defense), Agribusiness, and Consumer Goods & Services.

### WAYS I CAN HELP:

- ✓ Foster a better Working Environment
- ✓ Revenue Increase through Assertive Planning, Compliance, Lower Risk & Prejudice, Optimize Procedures, Executing, Implement New Structures
- ✓ Training of Human Resources



YOUR Beliefs  
DON'T MAKE YOU  
A BETTER PERSON,  
YOUR  
Behavior  
DOES.

- ✓ Open to work in new areas and subjects where my experience can be useful. Innovation & Marketing, as well as, Business Development, are embedded in my professional identity
- ✓ Investment Projects, as well as, Humanitarian Aid Projects (Non Refundable Funds) also became my focus through Project Design, Valuation and Implementation / Management



...the strength  
is versatility!

*"Excellence is never an accident: it is the result of strong will, sincere effort, intelligent leadership, skillful execution and the vision to see obstacles as opportunities".*

Under this topic I present 30 Activities, Projects & Accomplished Results in 15 countries. The next screens offer an Overview, a Timeline, and three possibilities of downloading my Work History (PDF), as a List, a Summary and a Complete document. They represent the main activities of my professional work history to which I dedicated time and attention, and the corresponding contexts, problems & solutions for the clients, totalizing over 56,000 h of project management. Include also activities as Lecturer Emeritus, Higher Education & Post Graduation, also in Military Engineering. Embedded in the Complete version are links to my scientific production.

I have experienced over 1,200 h of applied airborne operations with innovative Cameras, LiDARs, Thermal Scanners and Radars (SLAR & SAR) for different applications, having the opportunity to team in Centers of Excellence, specially in Germany (DLR), the USA (JPL, IRIS, VEXCEL) and Canada (Canada Center for Remote Sensing), in most cases preceding new satellites. And in Applied Remote Sensing as a Consultant for, Sensor Systems – Overwatch, Space Imaging - Lockheed Martin, Digital Globe, African Surveyors, and more recently (ongoing) in the latest Geiger Mode LiDAR Technology with 3DEOLiDar, a spin off from the MIT.

**Territorial Management**, a focus in my activities, is the origin leading to my broad scope **Versatility**. There is also a short document on the Importance of Territorial management, in PDF for download. It is a clear positive map/guide for positive Social, Environmental & Economic results when practiced, or a generator of negative consequences when absent or neglected.

- Some highlights on my Work History include:
  - Creating innovative methodologies for the Deforestation Assessment of the Amazon over 5 million km<sup>2</sup> performed 6 times (30 million km<sup>2</sup>) over a period of less than 3 years, generating a new reliable database (transition from analog to digital) of the deforestation, endorsed by the international scientific community ;
  - Innovative use of technologies as satellite high resolution images enhancing the GeoCadastral of rural & urban areas;
  - Innovative Humanitarian Programs of Infrastructure Projects for the Development of Progress & Prosperity. **Multidimensional Solutions for Multidimensional Problems**. Leveraging local economies.
- Results are in the "WORK HISTORY" pdf files that can be downloaded. With innovations, especially in **Territorial Management - Remote Sensing, Geoprocessing, Management and Technologies**. The "HOW TO SOLVE" approach, bridging technology to social benefits. Logos of the clients for references carry links to the corresponding websites, when available.
- Not all Results are in a presentation format, and in English, but they provide rich illustrative material for a good insight and represent the memory of intense work done with much effort, attention and dedication, especially in teams. Teamwork & Management are always the great challenges with unforgettable rewards.



HIGHLIGHTS

- ✓ Solid, versatile & validated background in the last 43 years having worked in almost all type of organizations: Governmental Agencies / Ministries, Foundations, NGO, Private Companies, Multinational and Transnational Corporations, Cooperatives, as a Consultant / Advisor, Expert & Company Owner.
- ✓ Broad range/scope 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.
- ✓ Worked in over 12 different areas of knowledge including crisis & conflict management;
- ✓ 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 remotely in India, China & Japan.
- ✓ Full career as a Senior Technology Development Engineer at the National Institute of Space Research (INPE) of the Brazilian Ministry of Science, Technology and Innovation (MICT).

VERSATILITY



- ✓ 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.
- ✓ Responsible Expert for the pioneer development of the methodology for the Assessment of the Deforestation of the Brazilian Amazon (5,000,000 km<sup>2</sup>) through satellite images (Image Interpretation - Analog Phase and Geoprocessing - Digital Phase) to establish the official digital georeferenced database.
- ✓ Pioneer in the development of Geographic Information Systems (GIS), GeoCadaastro - 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.
- ✓ Project / Program Manager for over 56,000 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 Legal Amazon (5,000,000 km<sup>2</sup>): six consecutive Assessments of the Deforestation (Gross Deforestation & Rate) at the Institute for Space Research (INPE, Brazil) for the Brazilian Government, totalizing a GIS of 30,000,000 km<sup>2</sup>; Agriculture, Environment, Hydrology: 3,800,000 km<sup>2</sup>; Urban Areas: 11,000 km<sup>2</sup>; Highways and Infrastructure: 6,500 km.
- ✓ Over 1,200 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. Civilian expert of the General Staff of the Armed Forces - EMFA.

- ✓ Creator & Manager of the **INOVOH HUMANITARIAN PROGRAM OF INFRASTRUCTURE PROJECTS FOR THE DEVELOPMENT OF PROGRESS & PROSPERITY** as a result of a personal investment of more than 24,000 dedicated consulting hours ([www.inovoh.com](http://www.inovoh.com)). First planned for Paraguay (country level [www.jahupiparaguay.com](http://www.jahupiparaguay.com) or [www.paraguayrise.com](http://www.paraguayrise.com)). The PROGRAM simultaneously addresses the following Axis Themes through Integrated Projects working in Local Territories (municipalities) and Regional Territories: Territorial Management, Housing - Sustainable Communities (including Native Peoples) and Adequacy of Precarious Housing, Food Security, Sanitation and Environment, Well-being and Health, Clean Energy, Infrastructure and Logistics. Additional themes can be included. Currently being replicated in essence, with local adaptations, for a total of 8 countries in South America, 8 countries in Central America and the Caribbean, Mexico, and the 20 poorest countries in Africa. Food Security (nutritious food on the table every day, including school meals) is considered the first priority among the seven core themes.
- ✓ Designated Technical Assistant to the Public Prosecutors Office of the State of São Paulo and volunteer to the Federal Prosecutor's Office as an Expert in Environment – especially in Applied Remote Sensing Techniques, in the Region of Cubatão (one of the most polluted areas of the planet).
- ✓ Professional activities within the scope of the Brazilian Armed Forces, Intelligence and Defense Organism, mainly in Advanced Remote Sensing Techniques - Management and Geoprocessing, comprised: Consultancy, Advisory, Training and Lectures, Technological Innovations at: Institutional Security Cabinet of the Presidency of the Republic - GSI, General Staff of the Armed Forces - EMFA FA-61 Commission, Advisory Office of the Minister of Defense, Military Supreme Court - STM, Southeast Military Command - CMSE, Brazilian Air Force - FAB, SIVAM Coordinating Commission - CCSIVAM (Amazon Surveillance System), Amazon Protection System - SIPAM, Amazon Military Command - CMA, Jungle Warfare Instruction Center - CIGS, Aerospace Technical Center - CTA, Military Engineering Institute - IME, Land Operations Command - COTER, Brazilian Army - Department of Engineering and Construction - Directorate of Cooperation Works - DEC (Awarded as Emeritus Lecturer of the Ministry of Defense - Brazilian Army - Department of Engineering and Construction - Directorate of Cooperation Works (Sv O Fort Ex / 1946)), Brazilian Intelligence Agency - ABIN, Department of Federal Police - DPF (Ministry of Justice and Public Safety).

LECTURER, CONFERENCES & SCIENTIFIC PRODUCTION

- ✓ 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)), German Aerospace Center (DLR) – ([www.dlr.de](http://www.dlr.de)) & Max Planck Institute MPG ([www.mpg.de](http://www.mpg.de)) – Federal Republic of Germany. National and international events, congresses and symposia - Mundo Geo Connect, Geo Brasil, GIS Brasil, ISPRS, IGGARS.
- ✓ Main conferences & Scientific Papers and Publications in Events and Journals since 1984. Please refer to the following Database of the Ministry of Science, Technology, Innovation of Brazil: <http://lattes.cnpq.br/9891130065028507>.

TRANSLATOR

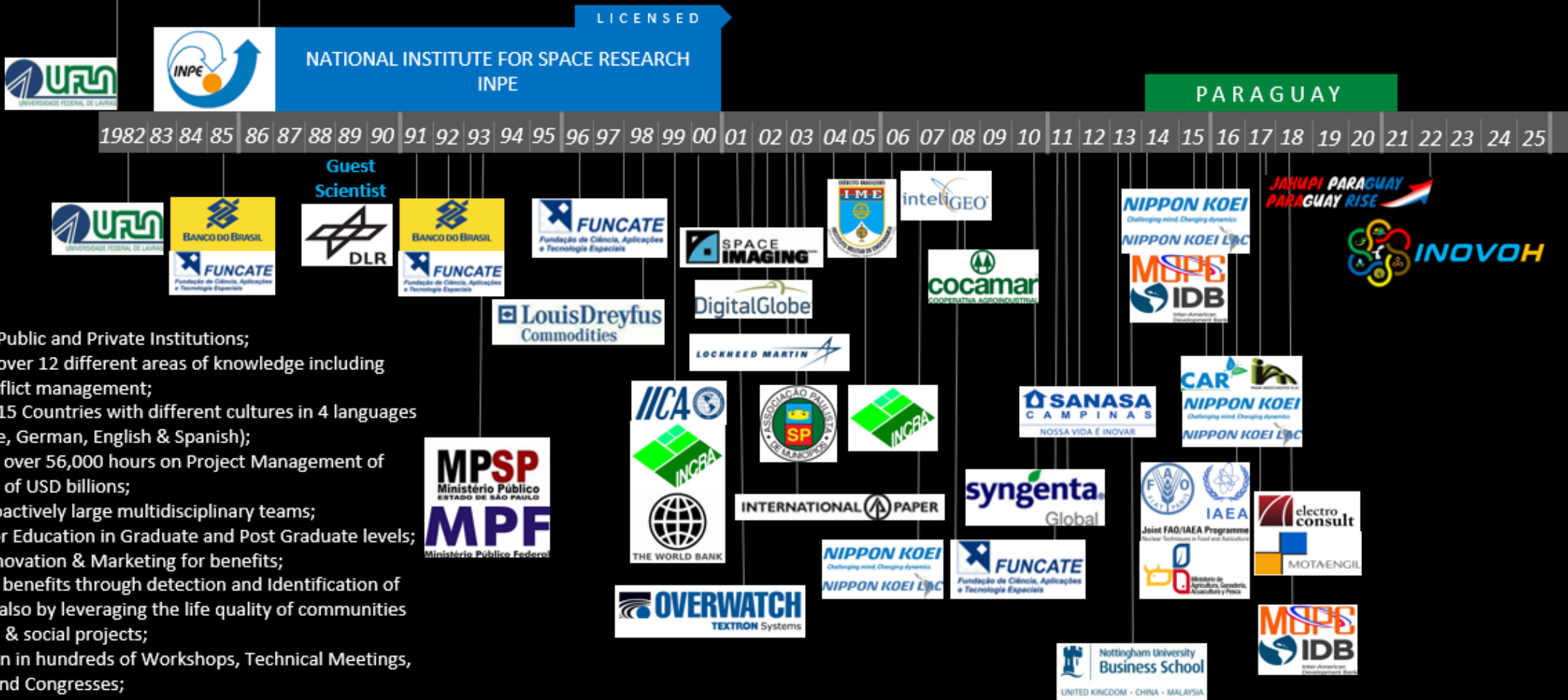
- ✓ Translations in English, German, Portuguese (BR) and Spanish, of documents / contracts, projects, books, localization of software, webpages, and simultaneously in meetings & conferences. Worked technically in these languages during my professional life.



TIMELINE OF THE MAIN PROJECTS & ACTIVITIES

Graduation  
Agronomist  
July, 1982

MSc in  
Remote  
Sensing



- COUNTRIES**
- Brazil
  - Germany
  - Austria
  - Switzerland
  - Scotland
  - Peru
  - Colombia
  - Venezuela
  - USA
  - Paraguay
  - Argentine
  - Bolivia
  - Ecuador
  - Chile
  - China

- Worked in Public and Private Institutions;
- Worked in over 12 different areas of knowledge including crisis & conflict management;
- Worked in 15 Countries with different cultures in 4 languages (Portuguese, German, English & Spanish);
- Portfolio of over 56,000 hours on Project Management of total assets of USD billions;
- Leading proactively large multidisciplinary teams;
- Provided for Education in Graduate and Post Graduate levels;
- Focus in Innovation & Marketing for benefits;
- Generating benefits through detection and Identification of frauds and also by leveraging the life quality of communities in technical & social projects;
- Participation in hundreds of Workshops, Technical Meetings, Symposia and Congresses;
- Over 60 papers published;

And with Professionals from: Ghana, Tanzania, Angola, Nigeria, South Africa, Mozambique and Ethiopia. And India, China & Japan.

# PORTFOLIO



Agronomist, Remote Sensing, Territorial Management & Development Expert, Senior Technology Development Engineer, Innovator & Pioneer, Consultant, Infrastructure Projects & Program Designer, Manager, Lecturer, Integrator, Translator.

## IMPORTANCE OF TERRITORIAL MANAGEMENT - OVERVIEW



The document is a clear positive map/guide for Social, Environmental & Economic results when practiced, or a generator of negative consequences when absent or neglected.



# Work History

## Chronological Order from 1982 to 2025 30 Activities / Projects

Here I present 30 Activities, Projects & Accomplished Results in 15 countries. The next screens offer an Overview, a Timeline, and three possibilities of downloading my Work History (PDF), as a List, a Summary and a Complete document. They represent the main activities of my professional work history to which I dedicated time and attention, and the corresponding contexts, problems & solutions for the clients, totalizing over 56,000 h of project management. Include also activities as Lecturer Emeritus, Higher Education & Post Graduation, also in Military Engineering. Embedded in the Complete version are links to my scientific production.

I have experienced over 1,200 h of applied airborne operations with innovative Cameras, LiDARs, Thermal Scanners and Radars (SLAR & SAR) for different applications, having the opportunity to team in Centers of Excellence, specially in Germany (DLR), the USA (JPL, IRIS, VEXCEL) and Canada (Canada Center for Remote Sensing), in most cases preceding new satellites. And in Applied Remote Sensing as a Consultant for, Sensor Systems – Overwatch, Space Imaging - Lockheed Martin, Digital Globe, African Surveyors, and more recently (ongoing) in the latest Geiger Mode LiDAR Technology with 3DEOLiDar, a spin off from the MIT.

### List Work History



### Summary Work History

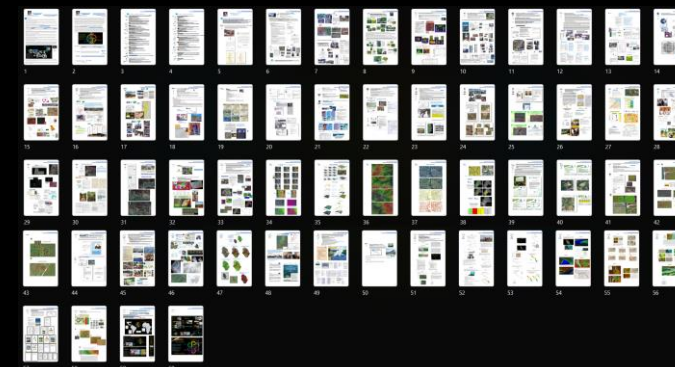


### Complete

#### Full Detailed Version of the Work History with Context & Accomplished Results



Document contains links, conferences, clients, publications, certificates and letters of recommendation. Rich in results, images, videos, interviews.





# Ongoing Activities

*Courage is born of love for others, that's all. So don't worry about being courageous, because courage is a result, not a cause. The cause is love for other people, CARE, or the lack of it.*

*Olavo de Carvalho.*

## HUMANITARIAN PROGRAMS OF INFRASTRUCTURE PROJECTS FOR THE DEVELOPMENT OF PROGRESS & PROSPERITY



**Project Designer Creator** of the Humanitarian Program of Infrastructure Projects for the Development of Progress & Prosperity



### FOOD SECURITY

- ✓ IMMEDIATE EMERGENCY ACTIONS IN FOOD SECURITY AND CARE FOR THE EXTREME POOR! Towards ERADICATION OF EXTREME POVERTY! This ACTION is the real backbone of any serious humanitarian program.
- ✓ CARE requires the direct contribution of the other subjects in an integrated action.

### Program Scope



Food Security (nutritious food on the table every day, including school meals) is the first & most urgent priority among the seven core themes.

Result of a personal investment of more than 24,000 dedicated consulting hours since 2015. It has the participation of leading specialists and companies from different countries. First planned for Paraguay (country level).

The PROGRAMS simultaneously addresses the following Axis Themes through Integrated Projects working in Local Territories (municipalities) and Regional Territories: Territorial Management, Housing - Sustainable Communities (including First Nation members) and Adequacy of Precarious Housing, Food Security, Sanitation and Environment, Well-being and Health, Clean Energy, Logistics & Infrastructure. Additional themes can be included.

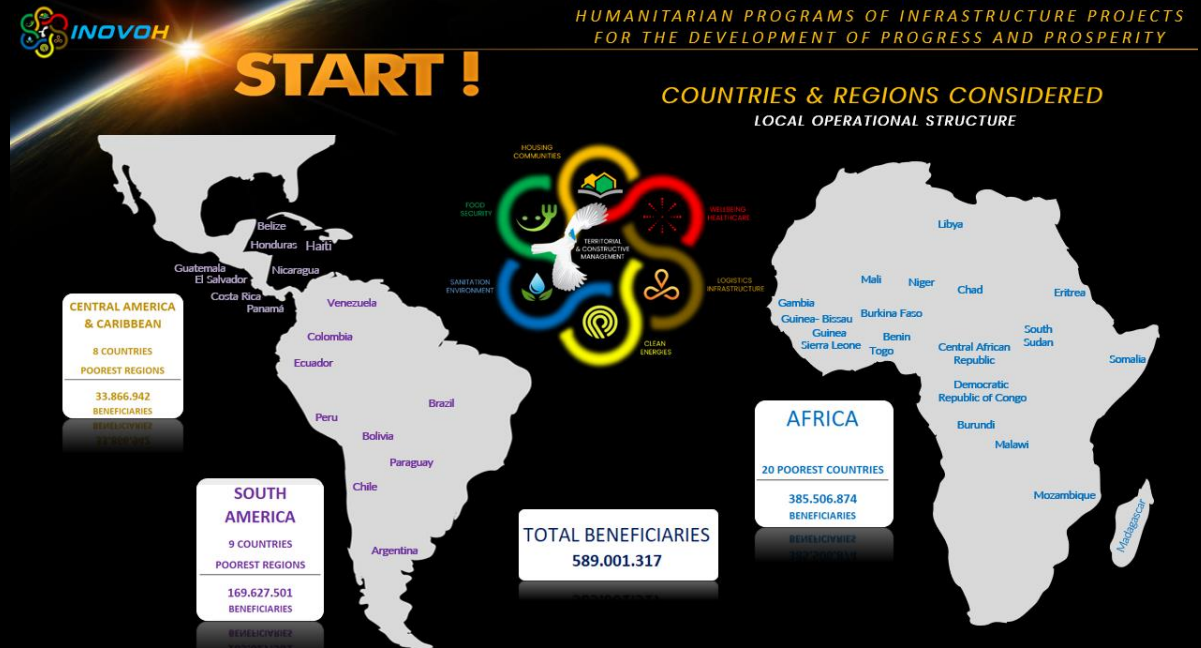
Multidimensional Solutions for Multidimensional Problems.

Leveraging local economies.



**JAHUPI PARAGUAY  
PARAGUAY RISE**

[www.jahupiparaguay.com](http://www.jahupiparaguay.com) / [www.paraguayrise.com](http://www.paraguayrise.com)





## Contact



### Citizenship

Brazilian and German

### Languages & Cultures

Portuguese  
German  
English

Mother  
languages

Spanish

fluent



### E-mail

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



### Websites

[www.uwc.solutions](http://www.uwc.solutions)

[www.inovoh.com](http://www.inovoh.com)

[www.jahupiparaguay.com](http://www.jahupiparaguay.com)

[www.paraguayrise.com](http://www.paraguayrise.com)



### Intl. Phone

+ 55 48 9 9672 3515



### LinkedIn

[linkedin.com/in/ulfwalter](https://linkedin.com/in/ulfwalter)

***What determines our destiny are our DECISIONS, ~~not our conditions!~~***