Agenda

1. Introductions
2. 4 bucket drone workflow
3. Drone visual asset management examples
4. Start at the end - BVLOS project data considerations
"4 Bucket" Drone Workflow

1. Permission
   - Confirm that the necessary permission for commercial operations (PfCO) and exemptions are place for the mission.
   - Pilot capability and currency, system selection and maintenance validation.

2. Capture
   - Flight planning, Risk Assessment and Method Statement (RAMS), mobilisation.
   - Drone is flown in accordance with the plan and applicable regulations.
   - Data (image, etc) is captured and uploaded.

3. Processing
   - Captured data is converted from data to meaningful information.
   - Sometimes includes computer vision AI, usually significant manual intervention.

4. Sharing
   - Processed information is shared with the client.
   - Ranges from pdf documents to interactive cloud-based visual asset management (VAM) solutions.
   - Client system integration is key, both existing processes and EAM/ERP

Effective drone solutions place equal weight on all 4 elements
[slides removed]
Start at the End

If you consider BVLOS may deliver significant value add to your business, the next step should be a rigorous analysis of whether BVLOS can actually deliver what your business needs at a compelling price point. It’s not always the case.

1. **Exactly what will the client will buy (i.e. the output) from the BVLOS missions?**
   a) Is a BVLOS solution capable of meeting the client’s inspection or survey needs (excluding delivery/ transport/ SAR/ emergency services/ etc for the moment)
      • Which “business as usual” specification will be met, eg defect standard? Can BVLOS capture the required angle and details?
   b) Has the question been posed to the right “part” of the client, usually “operations” (who have the budget and responsibility) rather than “innovation”
      • Stakeholder engagement is key, without this the BVLOS project will stall after the initial proof of concept (“poc”)

2. **Understand the total price (in volume, i.e. after the poc phase) and compare with “as is” to determine if the solution is compelling to the business?**
   a) Is capturing (buckets 1 & 2) the raw data required by the client/ industry likely to be technically feasible at the price industry will accept, e.g. which drone, sensor (cluster?) and flight strategy is required to deliver?
   b) What about processing and sharing (buckets 3 & 4)? Assuming the raw sensor data is acceptable, which processing and sharing is required by the client to enable them to easily integrate the BVLOS data into their business as usual?
   c) Which traditional methods “as-is” are replaced by drone services and what does this save? Same approach for other benefits such as data multi-use and enhanced collaboration/ HSE benefits, carbon reduction, issue avoidance, etc

3. **Build a detailed technical plan to legally fly BVLOS and capture the data required to validate the assumptions in 1 & 2**
   a) Internal stakeholders
   b) External stakeholders
   c) Clear success criteria for all 4 “buckets”
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