NAE Skywin



PRESTIGIOUS

Co-funded by the COSME programme of the European Union

# European Drones for Inspection & Security



#### <u>To join the PRESTIGIOUS dynamic!</u> Fill in this online survey



https://forms.gle/nEnztXmAeUX2NQie6

\* \* \* \* \* \* \*

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# **SUMMARY**

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ABOUT PRESTIGOUS
<b>VALUE CHAIN</b>
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AgentFly Technologies
<b>AERTEC</b>
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ALERION (Sp)
ALTAMETRIS
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ECA ROBOTICS
INANIX
Instadrone15
Internest
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MADES
MESHINE
MF Drone
<b>MULTINN OV</b>
PILGRIM Technology
<b>ROAV7</b>
Rouen Drone
SCALIAN
UASolutions
Ventura Associates
Partners

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# **ABOUT PRESTIGOUS**

**PRESTIGIOUS** is an European project co-funded by the Cosme program of the European Union to

# STRENGTHEN THE COMPETITIVENESS AND SUSTAINABILITY OF "DRONES" SMES IN EUROPE





#### 4 MAIN ACTIONS :

- Assessment of the value chain for drones in Europe

   Identify the streights of European SMEs
- > Organization of 3 missions to non-European countries
  - Identify potential end users outside Europe
    - Noth America (Canada)
    - o Central Africa (Nigeria, Senegal)
    - o South America (Chile)

#### Supply of individual support for European SMEs

- Organization of training seminars for the transfer of information
- Preparation of a joint internationalization strategy

   Roadmap to establish an European strategy for drones



Type of structure :



Academic



Small and medium-sized enterprise (SME)



Large enterprise

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# **VALUE CHAIN**

Prestigious project formalized the value chain of two high potential drone market :



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Security relative to Civil or State security

Security market



Inspection relative to any other market application that is using drones :

- Industry,
- Mines, Quarries, Construction sites,
- Agriculture,
- •••

**Inspection market** 

#### **STRUCTURE OF THE VALUE CHAIN :**



OEM manufacturer



Aeronautical data service provider





Testing center





Data analysis



Pilot / operating company



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Software editor



Maintenance center



Certification company









# Value chain mapping

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ABOT – SNT2			X	X		х	х			X	X	
AgentFly Technologies	Х	X									X	х
AERTEC			X									
ALERION (Fr)	Х											
ALERION (Sp)		x	x			х		x		x		x
ALTAMETRIS		x						x		X	X	х
Drone Xtr								х			Х	х
ECA ROBOTICS			х	x		х				х	х	
Inanix SAS	х	х	х								х	
Instadrone								х		х	х	х
Internest				х								
I-Teech-Drone												х
MADES				x								
Meshine Swarm Technologies		х						х	х	х	х	
MF Drone								х		х	х	х
Multinnov		х	х								х	х
PILGRIM TECHNOLOGY	х		х			х		х				х
ROAV7	х							х	х			х
Rouen drone											х	х
SCALIAN		х	х	x	х		х	х			х	
UASolutions					х						х	
Ventura Associate France					х		х		х	х	х	х

# Mapping of drone actors



#### To consult the online mapping

#### Click <u>HERE</u> or scan





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Julie GUEVILLE

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Tel :	+33 2 35 00 38 80
Website :	www.abot.fr/
Address :	7 rue de l'Aubette 76000 Rouen – France
Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

- UAV Solutions and team of Experts for professional uses : Surveying, Public safety, Energy, Agriculture...
- Supplier for goods & services as drones, payloads, rovers, software, homologation, rental, regulation advisor...
- First French reseller of the world leader DJI



#### **INNOVATIVE ASPECT / SPECIFICITY :**

- We have the expertise of product and application in different industries.
- We own an engineering department to develop specific demand : for example, we can adapt your own payload on a DJI drone or being a consultant to help you in developing your project.

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# **AgentFly Technologies**



Přemysl VOLF

	Mail :	premysl.volf@agentfly.com
	Tel :	
Flv	Website :	https://www.agentfly.com
gies	Address :	Karlovo namesti 16, Prague, 12000 Czech Republic
3	Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

 AgentFly Technologies offers technology for drone operation automation to extend the service portfolio of drone operating companies. We provide a security solution for continuous surveillance, including a fully autonomous drone and robotic ground station providing automated battery exchange. We develop customized hardware and software for industrial applications, including inspections (e.g., bridges, electric poles, wind turbines) and 3D modeling.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

AgentFly Technologies uses artificial intelligence and robotics to develop state-of-the-art technologies. We integrate drone platforms using commercial or open-source autopilots and customized payloads (precise navigation, sensor rigs) based on customer needs. The drone is controlled by an in-house software system customized for the specific application.

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*NERTEC* 







#### **Rodrigo Valdivieso**

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Tel :	+34 671 654 018
Website :	http://www.aertecsolutions.com
Address :	Wilbur & Orville Wright 31, Aeropolis. Seville – Spain
Type :	Large enterprise

#### **DESCRIPTION OF THE ACTIVITY:**

- AERTEC, established in 1997, is an international aeronautics engineering company specialized in airports, aerospace industry and defence.
- AERTEC designs air worthy systems for aircraft, platforms for unmanned vehicles and high dynamic craft, in both the civil and military sectors.
- The TARSIS 75 and 25 are examples of the firm's light design, tactical RPAS developed with proprietary technology for observation and surveillance operations.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

- Configurable high performance fixed wing RPAS systems to provide versatile solutions
- Capable to carry out different missions.
  - o Aircraft with high persistence over the objective.
  - o Next-generation onboard systems.
  - Highly reliable systems.
  - Positively evaluated in the RAPAZ programme by the Spanish MoD.
  - Fully operational systems.

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# **ALERION (Fr)**



#### Anne-Sophie DIDELOT

President Alerion - Drones & Innovation

Mail :	annesophie.didelot@alerion.fr
Tel :	+33 3 72 74 49 96
Website :	http://www.alerion.fr/
Address :	92 Rue du Sergent Blandan, Campus Artem, 54000 NANCY France
Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

 Alerion is a young innovative company that helps companies and research centers by developing custom drone solutions to match their needs, on the drone systems and operations sides.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

 Alerion has a differentiating business model, focused solely on research and development, but also a strong expertise linked to its numerous academic, industrial and strategic partners, innovative products that it develops that are adaptable to all markets, and the flexibility of its structure. We have also developed and designed a hybrid drone, capable of operating both in the air and on water, equipped with 5G technology (and LTE and WIFI compatible).

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# **ALERION (Sp)**

#### **Oier PENAGARICANO**

Mail :	oier@aleriontec.com
Tel :	
Website :	https://aleriontec.com/
Address :	Paseo Mikeletegi, 73B Suite 304, 20009 San Sebastian – Spain
Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

Automated drone based inspections and digital twins for the energy sector

ALERION



#### **INNOVATIVE ASPECT / SPECIFICITY :**

Able to accurately estimate energy production loss and remaining useful lifetime of components.

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**ALTAMETRIS** 



# **ALTAMETRIS**

#### Jonathan MOINE

Mail :	jonathan.moine@altametris.com
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Website :	https://www.altametris.com/en/
Address :	21 Avenue du Stade de France, 93200 Saint-Denis – France
Type :	SME

**DESCRIPTION OF THE ACTIVITY:** 

Altametris, is a pioneer in the field of data collection, processing, and analysis, that empowers our client partners to optimize their industrial asset management. Altametris is a subsidiary of SNCF Réseau and hence has a rich legacy in large infrastructure asset management. We provide end to end solution from capturing data using our diverse fleet of drones to treating data as desired by the clients for various applications like characterizing existing assets, creating digital twin, virtual models and used in predictive analysis.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

Our agile data collection, information processing and knowledge generation solutions for professionals help to optimise asset management in line with industrial standards.

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Website :	https://www.dronextr.fr/
Address :	94 rue Bernardin de Saint Pierre,
	76600 Le Havre
Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

- Drone XTR is a company specialized in the control of airspace for uavs.
- The company was established in 2013 and has 10 years of experience in model aircraft and civilian drones.
- The company developed a patented solutions and already equips many sensitive sites: nuclear power plants, seveso sites, state buildings, VIPs, industrial areas...



#### **INNOVATIVE ASPECT / SPECIFICITY :**

- Drone XTR developed its proper solutions : high range, easy to install, attractive price
- Drone XTR improves its solutions on daily basis and also select the best solution in the world through strategic partnerships.
- Drone XTR has deployed numerous solutions and therefore have a lot of data and experience in the drone detection industry.

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#### **DESCRIPTION OF THE ACTIVITY:**

- ECAGROUP is renowned for its expertise in robotics, automated systems, simulation and industrial processes.
- Its products are used by a demanding international clientele requiring the highest levels of safety and efficiency, mainly in the sectors of defence, maritime, aerospace, simulation, energy and industrial equipment.
- The Group has always been at the forefront of innovation ever since it was founded in 1936. It has built up the trust of its customers around the world thanks to the reliability and performance of its solutions, at minimum cost. Right now, our R&T teams are imagining robotics systems for the year 2030, to meet our customers' needs even more effectively.
- This commitment to reliability and efficiency is put into operation by all the men and women of the ECAGROUP. It is summed up by the group's slogan: Make Sure.

#### INNOVATIVE ASPECT / SPECIFICITY :

- We are a world reference in mine warfare and proudly serve major Naval Forces worldwide: our intelligent systems enable our drones to work together to succeed in mine clearance missions without putting crews in danger zones.
- We also provide proven solutions for Defence, Aeronautics, Maritime and Industrial players such as training simulators, power converters, robotics systems and many other smart solutions.
- Our customers appreciate our expertise in robotics and automated engineering, naval architecture, aircraft assembly, industrial processes, simulation, and more...
- Another thing our customers like about us is we do what we say."

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# <section-header><section-header> PRESTIGIOUS Image: Construction of the despective of t

Type :

#### **DESCRIPTION OF THE ACTIVITY:**

- Custom drone manufacturing, includes: software development, sensor integration, CAD, electronic components
- Two-ready-to-fly drone products :
  - Forensic one (see picture) specialized in crime scene recognition
  - Boating one, able to take-off and land automatically from a boat



SME

#### INNOVATIVE ASPECT / SPECIFICITY :

Our main capital gain comes from the full software and computer integration including : frontend, back-end, autonomous....

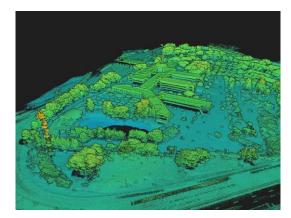
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		Instadrone
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	Mail :	cedric.botella@instadrone.fr
<b>S</b> inctodropo	Tel :	06 64 94 96 32
➢ instadrone	Website :	www.instadrone.fr
La puissance d'un réseau	Address :	06 rue du Coussat
		34290 SERVIAN
	Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

- Instadrone est une société spécialisée dans les prestations techniques par drones aériens, terrestres, aquatiques et subaquatiques, ainsi que dans le traitement de la donnée :
  - - TELECOMMUNICATION (panoramique, visée FH, rapport Pathloss, mis à jour de plan...)
  - - TOPOGRAPHIE (Lidar, photogrammétrie RTK, réseau, plan,...)
  - - INSPECTION (canalisation, ouvrage d'art, modélisation 3D...)
  - - AGRICULTURE (géo-détection, multispectral, trichogramme,...)
  - - PRELEVEMENT (eau, pollution, détection des gaz, sédiments,...)
  - FORMATION AUX PROFESSIONNELS
- Basé sur BEZIERS, notre réseau compte 27 agences en France ainsi que des agences en Espagne, Italie, Pologne, Maroc, Benelux, Oman, Tunisie et Dakar.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

Instadrone est le plus grand réseau d'opérateurs sous licence de marque en France et possède un bureau d'étude afin de valoriser la donnée. L'ensemble des opérateurs agissent sous les mêmes protocoles afin que la qualité et les tarifs soit homogènes sur l'ensemble du territoire.

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#### Nicolas SCZANIECKI



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https://internest.fr

Website : Address :

22, rue Eugène Freyssinet 75013 Paris – France

Type :

#### **DESCRIPTION OF THE ACTIVITY:**

- Internest is a VTOL UAS equipment provider in operation since 2016.
- The first solution developed is a robust and accurate GNSS free positioning system. The embedded system allows automated take-off and landings on moving platforms and in harsh environment.
- More than 50 systems are currently in operation on various platforms using open source to certified autopilots.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

- Internest is the only company using acoustic technology and fusing it with Ultra Wide Band (UWB). This technological dissimilarity and hardware redundancy increase the safety and robustness to your architecture.
- The team has a strong expertise in sensor fusion and signal treatment.
- Internest a ISO 9001 certified company.

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# **i-Tech Drone**



Mail :	loic.richard@i-techdrone.fr
Tel :	+33 6 20 77 57 56
Website :	http://www.i-techdrone.fr
Address :	7 rue Louis Médous, 65310 Laloubère – France
	July

Type :

SME

#### **DESCRIPTION OF THE ACTIVITY:**

 I-TECHDRONE is a consulting firm specialized in the implementation of remote-controlled systems.
 I-Techdrone operates in the sectors of hydrology, topography, building and civil engineering. Its fleet of drones, its sensors, equipment and vehicles allow it to respond to all market services: inspection, mapping, lidar, modeling, topographic plan, telecom inspection, site monitoring, linear surveillance...

CHDRONE



#### **INNOVATIVE ASPECT / SPECIFICITY :**

 I- TECHDRONE uses a unique sensor to measure water surface heights and create flood masks. This sensor is an innovative combination of specific LiDAR / Camera sensors and also embeds a precise GNSS sensor and an inertial control unit to correct the movement of the drone. Its accuracy is centimetric. Thanks to the flexibility and ease of deployment of the drone, the system can acquire data over long distances, regardless of the conditions of the terrain and the accessibility of the water body. The drone can also be deployed from a boat, allowing it to map large lakes.

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	Mail :	agarcia@mades.es
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	Website :	https://mades.es/
	Address :	Avda Juan Lopez Pe 29590 Malaga – Spa

Avda Juan Lopez Penalver, 12 29590 Malaga – Spain

SME

Type :

#### **DESCRIPTION OF THE ACTIVITY:**

 MADES (formerly Raytheon Spain) provides high reliability Electronic Manufacturing Services for critical Aerospace and Defense applications.
 MADES offers design, industrialization, manufacturing, testing, integration and lifecycle support services of electronic products to prime contractors in Europe and North America.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

- Design for Manufacturing and Test, High reliability, international experience in major programs, wide range of services and high manufacturing capabilities and expertise.
- MADES Certifications:
  - o ISO 9001
  - o AS 9100
  - o AQAP 2110
  - Nadcap 7120 Electronics
  - o IATF 16949

#### Others

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# **MESHINE**



**Burak YORUK** 

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Tel :	
Website :	https://www.meshine.tech/en/
Address :	Teknopark Izmir, A8, No:20 Turkey
Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

 Agricultural spraying activities multi-vehicle surveillance activities Image detection technologies with Edge Computing Specialized UAV Software development.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

• Swarm tech, deeptech about A.I and Autonomy Level, both remote detection and intervention.

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Tel: Website :

contact@mf-drone.com

https://mf-drone.com/

Address :

10 rue du Buet 74100 Ville-la-Grand – France SME

#### **DESCRIPTION OF THE ACTIVITY:**

Type :

Drone service provider and consulting company specialized in technical solutions. We mainly operate for general contractors, electrical network managers and social landlords. We provide inspection reports, photogrammetry models, mapping and 3D volume measurement reports along with traditional aerial footage.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

We are qualified specialists, passionate with what we do, and we place our client satisfaction above everything else. Extensive skills in drone mapping. Our strengths are tailor made solutions developed for our clients. We have experience abroad both with MF Drone and from our previous jobs.

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Maxime BIGNARD		
Mail :	<u>multinnov@gmail.com</u>	
Tel :	+33 7 70 10 55 28	
Website :	https://multinnov.com/fr/	
Address :	14 bis Rue de l'Église, 76460 Néville	
Type :	SME	

#### **DESCRIPTION OF THE ACTIVITY:**

- Multinnov specialist in UAV and rover for confined environments inspection. Our solutions are adapted to inspection in confined areas with different vehicles (land and air).
- We stand out for our low price compared to our competitors. We are service providers for these activitiesOur solutions are adapted to inspection in confined areas with different vehicles (land and air). We stand out for our low price compared to our competitors. We are service providers for these activities



#### INNOVATIVE ASPECT / SPECIFICITY :

We are qualified specialists, passionate with what we do, and we place our client satisfaction above everything else. Extensive skills in drone mapping. Our strengths are tailor made solutions developed for our clients. We have experience abroad both with MF Drone and from our previous jobs.

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Anne-Marie HA	UTE
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Tel :	+33 643 658 888
Website :	http://www.pilgrim-technology.com/
Address :	3 rue Thomas Edison, 44118 La Chevrolière – France
Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

- Pilgrim Technology is a specialist and leading player in industrial inspection.
- For the safety of the staff, for quality data collection and to save time, we develop tools adapted to the realization of our mission like drones and robots.
- We carry out visual inspections of infrastructures, thickness measurement, thermography, topography, 3D surveys of buildings ...



#### INNOVATIVE ASPECT / SPECIFICITY :

- We offer aerial, terrestrial, crawler and underwater drones and robots.
- We support you all along the value chain from mission definition to the development of a tailor-made solution, but also for data processing and staff training.

Autonomous robots (Slam), underwater photogrammetry, photogrammetry of bright/reflective objects, thickness measurement.









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RØAV7	Mail :	andreane.ferreira@roav7.com
	Tel :	
	Website :	https://roav7.com
	Address :	120 boulevard Amiral Mouchez, 76600 Le Havre – France
	Type :	SME

#### **DESCRIPTION OF THE ACTIVITY:**

- "Created in 2016, ROAV7 is a company specialized in data acquisition and processing collected by drones in complex environments.
- ROAV7 offers to its clients a precise and complete overview of their facilities without interrupting their production, lowering human risks and costs.
- We allow our clients to globally see their facilities regardless of accessibility, to predict their facilities' evolution in the future and to optimize inspection processes.
- Specialized in the Oil and Chemicals industry, ROAV7 operates on different and various fields such as offshore, infrastructures, renewable energies, the maritime industry, raw materials and agriculture both in Europe and Africa."



#### **INNOVATIVE ASPECT / SPECIFICITY :**

 Data analysis with hight precision and resolution : orthomosaic, 3D models, DTM, Inspection reports conception



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# **Rouen Drone**



Ahmed MICKAEL

#### **DESCRIPTION OF THE ACTIVITY:**

 Professional pilot of drone for 2 years, my activity is growing, my services : video photo reportage, event, 3d model, technical inspections, immovable, industrial security.



#### **INNOVATIVE ASPECT / SPECIFICITY :**

- I am alone in my structure and ready to go on the move.
- my best references :
  - agreement service of the senior defense and security official for flight in nuclear plants
  - o international company industrial site,
  - o agreement military for flight in prohibited area

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Type :

#### **DESCRIPTION OF THE ACTIVITY:**

- SCALIAN Group has established a comprehensive market position by combining Consulting and Engineering, enabling to address every layer in a company.
- We advise our customers by helping them design the transformations they need to adapt their businesses and build the solution with its ecosystem. SCALIAN has numerous assets. One dedicated for PRESTIGIOUS partners is a software (software called EZ CHAINS) that turn any drones into autonomous drones and collaborative with swarm functions. This software is easily embedded in any drone business. Scalian has proven track records on this solution and services in the drone industry in logistics and security. Major innovative companies use it already.



• Scale your drone business !

#### INNOVATIVE ASPECT / SPECIFICITY :

 Our software fits into any drone and turns it into an autonomous drone with fully automatic take-off and landing functions, geofencing, geocaging, replacement by other drone, high level of command, etc. The operator supervises the safe and secure mission and has access to an unprecedent level of productivity.

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**UASolutions** 

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Туре :	SME	

#### **DESCRIPTION OF THE ACTIVITY:**

- We provide expertise in the UAS rulemaking and the applicable standards and we find the right regulatory solution for your UAS operation.
- We support companies to elaborate SORA and LUC applications for operations in the specific category.
- We support companies in compliance and help to stay compliant over time and facilitate audits.
- We assist companies that need to identify how to undergo the Design Verification process from EASA.



Co-funded by the COSME programm of the European Union

#### INNOVATIVE ASPECT / SPECIFICITY :

- We give SORA applied trainings for personnel interested to acquire this skill and to use it in practice.
- We give you clear solutions on how to obtain an operational authorisation to fly your UAS in the specific category.
- We are involved in JARUS, ASD-STAN and ASTM to ensure that you always keep up to date with the latest standards and regulatory developments





NAE Skywin

ANDALUCÍA AEROSPACE







Eric LE MOULEC

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		92400 Courbevoie – France		
	Type :	SME		

#### **DESCRIPTION OF THE ACTIVITY:**

(in)

- Ventura Associates develops and promotes the application of aerial drones in a wide range of security, safety, and maritime activities. Services include training, engineering assistance, expertise, testing, certification and navalization.
- They are an extension of satellite services and manned aeronautics with multi-source information collection, processing and dissemination methods designed to support and enhance operations.



#### INNOVATIVE ASPECT / SPECIFICITY :

- Studies and expertise: more than 10 missions each year for French and European institutions and commercial clients.
- Operations of micro-drone, mini-drone, aerostat (classified as a drone), tactical drone for surveillance or scientific use: 1350 flight hours (2020-2021);
- French Ministry of Home affairs (CNAPS) approval;
- Selected in May 2021 by French public purchase Agency (UGAP) for a Framework Contract to provide drones services in the fields of security and safety (4 years).
- Confidential FR and EU approvals

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NAE Skywin



# **Partners**

#### NAE

- Created in 1998 (more than 160 members)
- Network for air, space, defense and security businesses in Normandy
- Cover all aspects of the drone industry (training, R&D, drone fleets, Artificial Intelligence, test and pilot centers)

Contact : Samuel CUTULLIC - samuel.cutullic@nae.fr

#### Andalucia Aerospace



Created in 2018 (60 members – 40 SMEs)
Cover several sectors for the use of drones (indoor inspection, inspection of coastal areas, agriculture, safety, etc.)

Contact : Mélanie DURTH - mdurth@andaluciaaerospace.com



#### SKYWIN

- Created in 2007 (158 members 111 SMEs)
- Focus on development of applications, sensors, control systems, …

Contact : Anthony BIEVELEZ - <u>Anthony.BIEVELEZ@skywin.be</u>

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