

Introduction to Measure



MEASURE



APPROVED

Over 450 Available Platforms

MEASURE is the world's leading Drone as a Service[®] company.



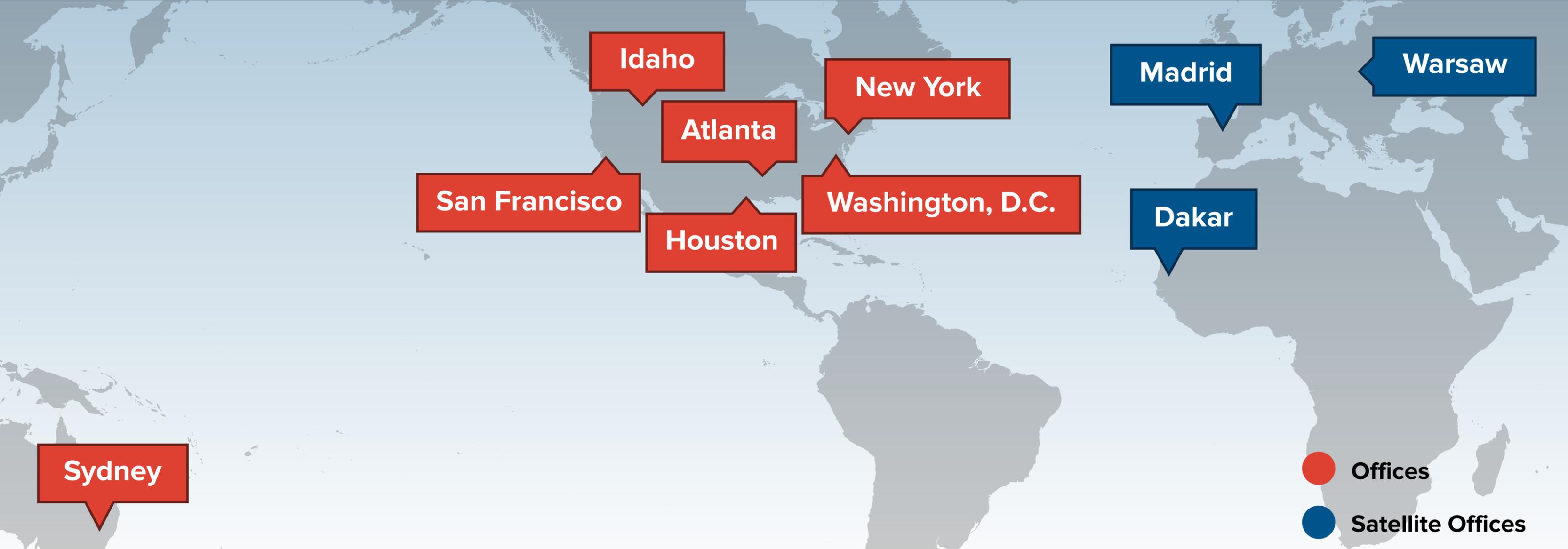
Provides turnkey & comprehensive drone solutions to customers



Founded in 2014 by drone, aviation, government, and finance experts



Focused on commercial enterprise customers with nationwide requirements



OUR PARTNERS



Nationwide Network



VETERAN FOCUSED

SAFE LEGAL & INSURED

LATEST TECHNOLOGY

**STANDARDIZED
ENVIRONMENT**

NATIONWIDE SERVICE

Operators need to take care of:

- Requirements identification
- Aircraft selection
- Sensor selection
- Data standards
- Software selection
- Pilot selection, standards, training
- Operating policies & procedures
- Aviation insurance
- FAA approvals
- Safe flight operations
- Maintenance and spares
- Long term organizational infrastructure
- Fleet utilization
- Equipment depreciation & obsolescence

To fly in the United States, all commercial operators must:

- Obtain a Section 333 Exemption from the 2012 FAA Modernization & Reform Act (3+ months wait time)
- Possess a valid pilot's license & medical certificate
- Acquire a Certificate of Authorization (COA) for any operations performed outside the boundaries set by the Section 333 blanket COA (60 day minimum)
- Register all aircraft in the N-registration database
- File NOTAMs 24-48 hours before all flights.



Each country has its own unique regulatory framework; most are at least as complicated and all are rapidly evolving

Being able to fly legally is only part of the equation

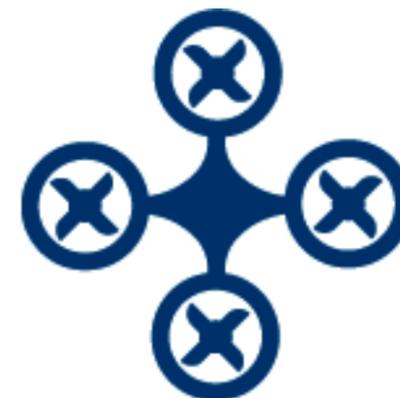
Compliance departments always have requirements in addition to the FAA:

- Data security
- E&O liability insurance
- Privacy requirements and more



TRANSPORT RISK
TRANSPORT RISK MANAGEMENT Inc.

Measure holds over \$10m in comprehensive liability insurance and is often required to increase that protection



General Operations Training



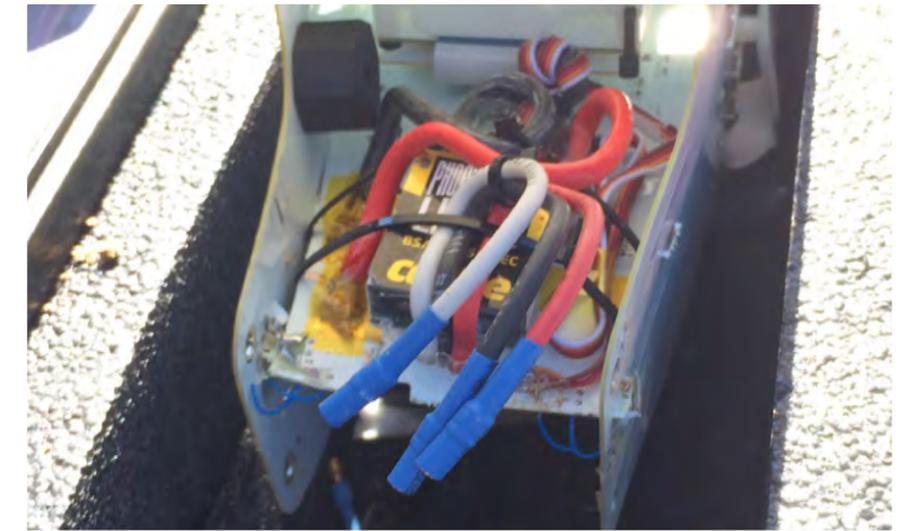
Can you fly your drone?

Application-specific Training



Can you safely fly your application?

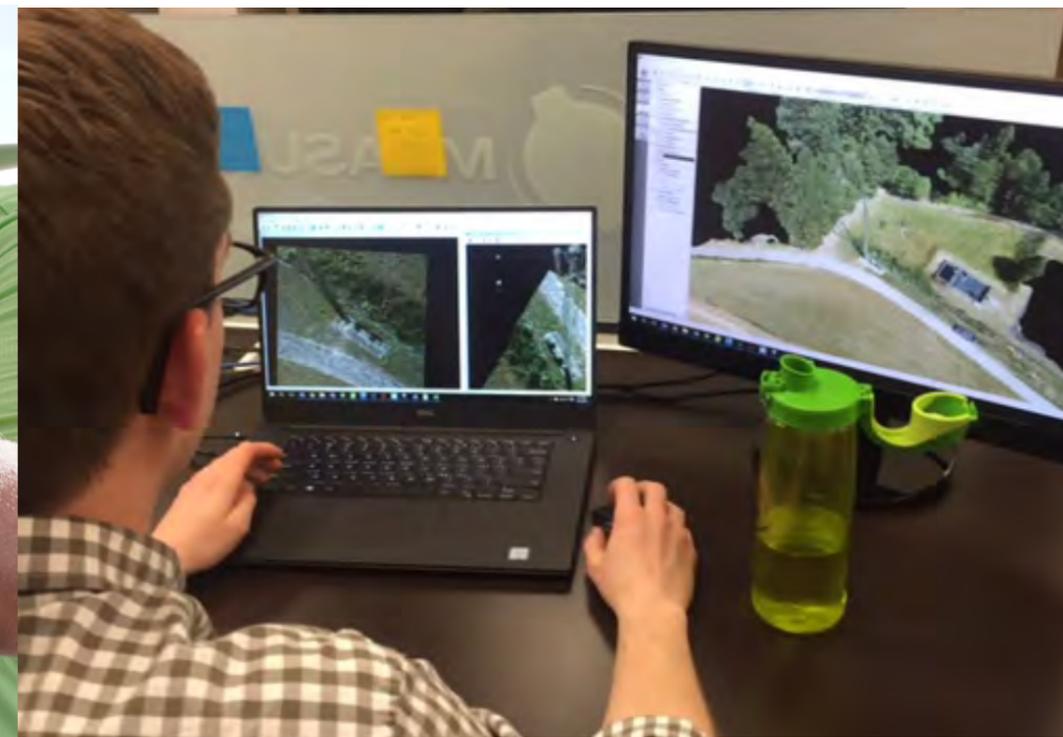
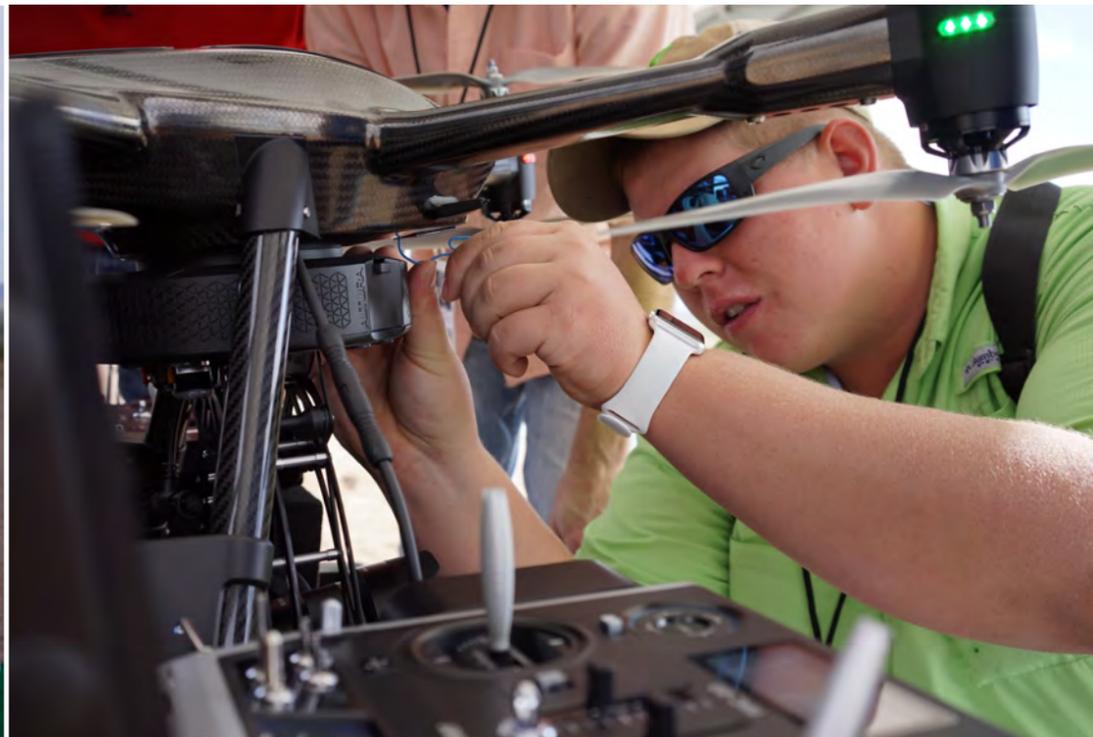
Maintenance



- Drones require factory repair after approx. 100 flight hours
- Constant upkeep is critical, but also time-consuming
- Backup units are required for maintaining schedules

*"Two is one; one is none."
—US Coast Guard saying*

Successful, repeatable operations start with our people



On the ground:

- **Pilot-in-command (PIC):** Operates the aircraft; in charge of NOTAMs, operational safety
- **Visual observer (VO):** Supports the PIC

Behind the scenes:

- **Engineering:** Keep the drones in the air, integrate new tech
- **Logistics:** Get drones, people, equipment to where they need to be
- **Data analysis:** Turn raw inputs into actionable data

What do we look for in our pilots and operations staff?

Pilot-specific qualifications

- **RC experience**—have you flown small aircraft before?
- **Pilot's license**—along with airman's medical certificate, required to fly
- **Customer relations**—PICs and VOs are the face of Measure
- **Schedule flexibility**—PICs and VOs have to be able to move at a moment's notice

Relevant Coursework

- **Engineering**—
 - Aeronautical
 - Mechanical
- **UAV-specific coursework**—
 - Maintenance, programming, operations, etc.

Personal traits

- Flexibility in the face of obstacles
- Integrity & responsibility
- Sense of humor

What can Virginia do to help?

- Encourage VA state agencies to begin adopting drone technology
- Fund grants for in-state workforce developments in the drone industry
- Establish loan guarantee programs to support drone equipment financing
- Fast-track government procurement processes
- Create state-backed pooled insurance policies for drone service
- Prohibit counties & municipalities from enacting laws on the use of drones (*see Maryland SB 370*)

Get in Touch

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We are hiring! If you are interested in a summer internship with Measure, please visit measure.aero/careers to find out more!