





The Drone Delivery Group

In November 2018, in response to widespread frustration at the speed of development of the UK drone industry, a group of companies, formed into an ad-hoc group to develop a strategy paper which would allow the drone industry to rapidly commercialise.

The white paper, entitled the 'Commercialisation of the UK Civil Drone Industry has now been issued to Government and published receiving national and international praise for its approach.

The Drone Delivery Group was conceived and led by Robert Garbett, Chief Executive of Drone Major Group. Robert's initial aims of addressing a single key topic which, if not resolved, would inevitably hold the industry back by years have been surpassed so what next for what is obviously a much-needed industry initiative?

Drone Major has established the Phoenix Programme to deliver one of the key recommendations of the white paper, that of drone test and development areas designed to deliver capability to the user community and enable the drone industry to evolve from trials to commercialisation.



A Unique Approach

Drone Major has created a unique model designed to deliver the next logical step for those developing and wishing to adopt drone technology.

The Phoenix Programme consists of a growing range of projects which each focus on an industry sector, application or region. Each project is designed to deliver to the needs of the user community rather than deliver specific technologies. In addition, projects are industry led and funded to ensure a long term, commercial approach to the delivery of drone capability.

This unique approach ensures that projects only exist to deliver capability where it is required, utilising appropriate and mature technologies where available and developing new systems where required. Projects are not trials but long-term initiatives to move inexorably to a commercial reality for the drone industry.



Taking implementation to the next level

The Phoenix Programme is a family of interconnected projects working with key industry stakeholders to deliver commercially viable, scalable and environmentally sound services using drone technology across all environments (surface, underwater, air & space). All projects share a common data analysis model to ensure that lessons are learned not repeated and that the progress vector accelerates exponentially.

Benefits for Industry

- A clear pathway to operational drone capabilities;
- All relevant stakeholders and suppliers are brought together by the project;
- · All legislative issues are dealt with within the project;
- All technical challenges are dealt with by the project;
- Create the service you need rather than what others want to sell to you;
- One supplier bound by robust governance and standards to ensure quality, scalability and sustainability.

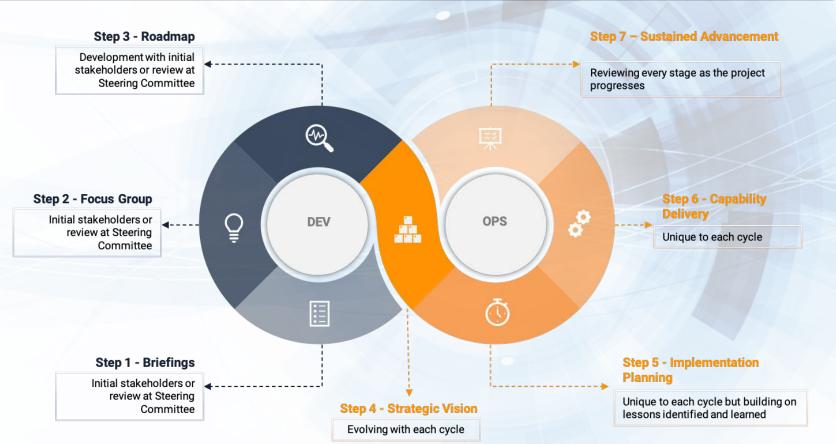
Funding

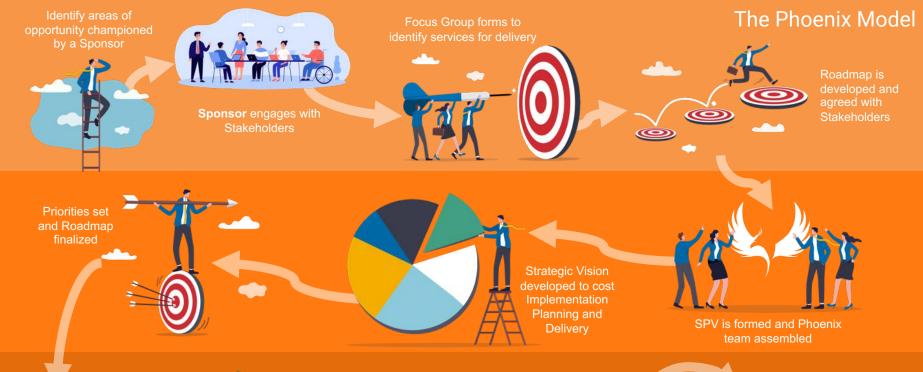
The project will establish an investment vehicle (SPV) to provide funding for the various stages of development. Supported by stakeholders and grants only where appropriate and where these do not delay the project.





Our Approach - The Cycle









Unlock project potential by delivering commercial services



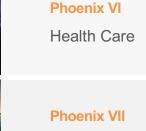
Phoenix II

Phoenix I

Forestry & Agriculture







Phoenix VIII

Phoenix X





Phoenix III











Offshore Wind **Phoenix V**

Law Enforcement

Phoenix IV



Phoenix IX Traffic Management

Inter Regional Logistics

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The Phoenix Programme consists of a growing range of totally interconnected projects which each focus on an industry sector, application or region.

While every project is different, they are inextricably linked and bound by a brace of key principles designed to ensure consistency of standards for suppliers and delivery and service for the end user.

Our common data infrastructure ensures that lessons are learned for each subsequent project and that knowledge is used to accelerate delivery.



Summary

- · Long term vision requiring structure, investment and commitment
- Interconnected projects with core principles and operating models
- Covering all aspects of drone technology including supporting industries and education
- · Phased approach to meet pressing challenges and key opportunities first
- · Structures and open financial vehicle to support the project independently
- All Projects employ core data management and analytics
- Close collaboration with Government agencies and Catapults
- · Creating opportunities for suppliers around the world
- · Education & skills woven through every project
- Bringing companies from around the world to the UK to establish businesses in support of the programme.

