



SUCCESS STORY

SkyDrive | Marut Drones

OVERVIEW

Suzuki Motor Corporation, in 2022, invested significantly in SkyDrive to advance the new mobility of drones and flying cars. SkyDrive is a Japanese leading developer of eVTOL (electric vertical takeoff and landing) and heavy-lift cargo drones established in 2018.

CHALLENGE

SkyDrive is looking to expand its presence in the Indian market by leveraging the local drone ecosystem. However, they faced challenges in understanding the landscape and identifying potential partners. Recognizing the need for support, Suzuki through SIC (Suzuki Innovation Center, IIT Hyderabad) approached T-Hub, which had a strong track record of fostering startup growth and facilitating collaborations.

SOLUTION

T-Hub organized a roundtable event exclusively for SIC, SkyDrive, and 4 relevant drone startups - Marut Drones, Senseacre, Exodrone Systems, and Polygon Geospatial.



The roundtable served as a platform for startups to showcase their solutions and capabilities. This allowed SIC and SkyDrive to -

- Gain insights into the Indian drone market, understand the different technologies and services offered.

Identify potential areas of collaboration.

During the round table, SIC and SkyDrive had the opportunity to witness a diverse range of solutions, including drone delivery, aerial surveillance, agricultural monitoring, and disaster management.

IMPACT

T-Hub played a vital role in connecting SIC & SkyDrive with relevant startups. The startup interaction enabled SIC and SkyDrive to evaluate common use cases and identify areas where collaboration could yield mutual benefits.

The collaboration potential was explored in areas such as technology integration, joint pilots, and knowledge sharing. The knowledge sharing session empowered SkyDrive to make informed decisions and tailor their offerings to the local market needs.

RESULT

SkyDrive and Marut Drones signed a memorandum of understanding (MoU) to enter into the partnership to make a significant milestone in the development of futuristic air transportation in India. Under the agreement, SkyDrive and Marut Drones aims to explore and establish mutually beneficial relationships and networks.

