



#drone #UAV #data #bigdata #analytics #aerialdata #USA #LosAngeles #subsidiary

## LAUNCH OF US SUBSIDIARY BY PROFESSIONAL DRONE WORLD LEADER DELAIR-TECH

AFTER ITS RECENT FUNDRAISING, DELAIR-TECH CONTINUES ITS GLOBAL EXPANSION WITH A NEW BASE IN LOS ANGELES (CALIFORNIA) TO DEVELOP ITS US ACTIVITIES.

**AUVSI's Xponential, New Orleans, May 2nd 2016: Delair-Tech, a french pioneer and world leader in the professional civilian drone industry, announces, during the AUVSI's Xponential exhibition, the opening of a subsidiary in the United States – a country which is a veritable magnet for companies at the cutting edge of technology. Within the framework of French airspace regulations, Delair-Tech has developed fully-fledged solutions based on the use of long-range drones to support decision making for major groups in the transport, energy, mining, security and agricultural sectors. These solutions have now reached maturity and are set to be adopted by American companies.**

Delair-Tech has chosen to set up in the heart of the Los Angeles megalopolis, in the state of California. Thanks to its strategic location, between the markets of North and South America, Los Angeles and its surroundings offers exceptionally good conditions for conducting Beyond Visual Line Of Sight (BVLOS) flights. The Los Angeles technological ecosystem has long played home to the aerospace sector, with such key players as NASA, AeroVironment, SpaceX and ESRI located here.

*"As pioneers in our field, we have decided to set up on US soil where the business development opportunities are huge. Los Angeles is a strategic point ideally located between two innovation hubs – Silicon Valley and San Diego – both of which are world-renowned in the Unmanned Aerial Vehicle (UAV) sector,"* explains Benjamin Benharrosh, the Delair-Tech co-founder responsible for developing the US subsidiary.

The recruitment of new, local talent will enable Delair-Tech to develop and promote its technology within the US and more widely across the whole of the American continent. The development project will include the opening of an office in Montreal, Canada, in order to bring the company closer to its East-coast customers.

*"We want to extend the Delair-Tech venture to this side of the Atlantic because we are convinced that our products and services could support the business of many North American industries operating in sectors such as mining, security, agriculture, and transport and energy linear infrastructures,"* says Benjamin.

*"We already have well-developed contacts with some major local companies who are simply waiting for us to be based in the US in order to step up a gear,"* he adds.

Thanks to Delair-Services, its new offering launched March 2016, Delair-Tech can provide US companies with data gathered not only by Delair-Tech drones but also by other aerial mapping systems (drones, aircraft, satellites). This data is then incorporated into Delair-Analytics, a collaborative image analysis platform, in order to offer turnkey solutions developed by experts from each field.

*"Delair-Services is a fully-fledged solution to support decision making through the use of aerial imagery. It covers the entire value chain, from data acquisition through to the delivery of analysis reports. These are made available to the customer via an online analytics platform developed by our teams. We play the role of facilitator, so companies don't need to set up their own dedicated internal teams,"* explains Delair-Tech CEO Michaël de Lagarde.

## The Delair-Tech venture – What exactly is it?

### **Delair-Tech is a technological venture to invent and develop technologies capable of meeting industrial challenges**

Delair-Tech designs and manufactures drones with high added value at its factory located in the southern French city of Toulouse, birthplace of the aeronautical and space sectors. Covering the entire value chain, Delair-Tech has developed, in collaboration with its customers, a species of technology that today establishes it as a leader in its field.

The DT26X, designed and developed to meet the specific needs of linear infrastructures, is the perfect example of this. The DT26X is a drone capable of carrying nearly 8.8lb (4kg) of high-resolution captors (RGB, multi-spectral, IR video camera etc.) over a distance of 93.2 miles (150km), with an endurance capacity of nearly 2.5 hours. It has already completed highly demanding missions in difficult zones (mountain, desert, tropical rainforest, in conditions of extreme cold, wind or heat) all over the world.

Flavien Viguié, technical director within the drone division of French national railway company SNCF, relates his experiences with the DT26X. *"We have worked with Delair-Tech since late 2012 and are thoroughly happy with our collaboration! Initially, Delair-Tech developed a customizable tool, the DT26X, capable of meeting mapping needs for our operating rail network. Then, using Delair-Tech's adaptation skills we were able to respond to more advanced surveillance issues, offering both security and also maintenance applications. We are proud of this partnership and the success of Delair-Tech, as it shows that the major groups and SMEs can work together to achieve fully-fledged business solutions."*

### **Field data for strategic decisions**

Through experience gained on rail, electricity, oil, road and mining infrastructures as well as in the agricultural sector, Delair-Tech has developed expertise in large-scale missions plus know-how in a range of business applications.

Michel Cordonnier, Head of Expertise, Materials and Supplier Relations for the Technical Services Department of French electricity company ERDF, describes the expertise acquired by Delair-Tech on missions developed specifically for pruning around power lines. *"With its long-range drones, Delair-Tech allows us to perform line inspections in an innovative way whilst improving the quality of restitution compared to current pruning solutions. We are closely monitoring the launch of this French start-up and the business opportunities that will result from it."*

### **Delair-Tech is also a human venture that's conquering new horizons**

Present in some 30 countries, the french company has significantly stepped up its globalization programme in 2016, in order to operate on five continents and develop close customer service relations.

Operational in Australia since January 2016, Delair-Tech is continuing its expansion through the launch of a subsidiary on the North-American continent. There are also plans for a subsidiary in China. To respond to increased customer demand in these new markets, Delair-Tech aims to strengthen the local teams already in place by attracting the best talent in the sector.

## About Delair-Tech

[Delair-Tech](#), a global leader in professional drones, supports corporate decision-making choices with its long-range drones and unique processing of their images. Founded in 2011 by four french engineers, the start-up, located in Toulouse (south of France) provides unrivalled professional data, collected and analyzed by the only drones in the world which are certified for flight operations out of the sight of the pilot. Delair-Tech offers an integrated data processing solution to support decision making in all sectors of the industry. Delair-Tech has over 50 employees and is already present in some thirty countries. The start-up is involved in many fields such as agriculture, infrastructure, energy, and construction.

## Media contacts

- Nicolas Crépin | [ncrepin@hopscotch.fr](mailto:ncrepin@hopscotch.fr) | +33 (0)1 58 65 10 10  
- Lauriane Chalard | [lchalard@hopscotch.fr](mailto:lchalard@hopscotch.fr) | +33 (0)1 58 65 01 24

