



DELAIR AND FRONTIER PRECISION SIGN AGREEMENT TO OFFER EXPANDED COMMERCIAL DRONE SALES AND SERVICE IN THE US

Pioneering UAV supplier opens first service centers in US, offers its entire drone product line through leading drone sales and service provider in the Western US

SOUTH PASADENA, CA and BISMARCK, ND – February 26, 2018 – [Delair](#), a leading supplier of drone solutions for commercial industries, today announced an agreement with [Frontier Precision](#), a provider of UAV sales and support to commercial users in the Western United States. As part of the agreement, Frontier Precision will operate Delair's first service centers on the ground in the US, as well as expand their representation of the Delair product line to include all of the company's products.

Delair has made strong inroads into the US market, with a line of commercial UAV platforms aimed at specific markets such as utilities, power, agriculture and farming, mining, construction, transportation and geospatial. The company's solutions combine high performance fixed-wing drones capable of multi-function, integrated payloads and long-range operations with sophisticated analytics capabilities that transform data collected into actionable business intelligence. Through the expanded agreement with Frontier Precision, customers will have a highly skilled service operation to assist with repair, maintenance, training and operational optimization. The services centers will be located in Bismarck, ND; Minneapolis, MN; Denver, CO; Anchorage, AK; and Honolulu, HI. They will offer certified repair and maintenance services, as well as online and phone support to Delair customers.

Frontier Precision will now also represent the complete line of Delair products, including its recently introduced [DT26X LIDAR UAV](#) that combines LiDAR sensing with a RGB camera on single platform. Other models available through the Frontier Precision network include:

- The other members of the DT26 family, the DT26X Surveillance and the DT26M for security projects
- The [new Delair UX11 UAV](#), an innovative design ideally suited for large-area mapping with centimeter-level precision and optional PPK for survey-grade results
- The DT18 family: DT18 HD, DT18 **HD** PPK and DT18 AG
- The UX5 models: UX5, UX5 HP and UX5 AG

All of Delair's solutions are designed to make it easy for enterprises to adopt commercial drones and support a seamlessly integrated workflow, from hardware to data acquisition services, and data processing software. This integrated approach enables industrial enterprises to automatically collect aerial intelligence, analyze it and quickly integrate it into their daily business processes, with immediate ROI.

"Frontier Precision has distinguished itself as a highly reliable and service-oriented supplier to commercial drone users in a wide range of industries. Their expertise and professionalism are great assets for us as we expand further into the US market and continue to advance how UAVs can be used to improve business efficiencies through aerial-based data collection and analysis," said **Benjamin Benharrosh, head of Delair's North American operations**. "We are confident that the frontline support Frontier Precision provides will improve customer productivity and allows users to further realize the potential of our solutions."

"Delair has a leading-edge product line that is both diverse and capable of meeting the most demanding needs of any number of applications, use cases, mission complexity or environmental challenges. Their range of sensing, imaging and connectivity options, combined with integrated analytics capabilities, provide a flexible and powerful portfolio for us to address our customers' requirements," said **Dennis Kemmesat, CEO and President at Frontier Precision**. "We have a track record of successful sales and deployment of Delair products across our customer base and we look forward to providing an even greater level of service and support as their first service center partner in the US."

Frontier Precision represents the Delair product line in North Dakota, South Dakota, Minnesota, Colorado, Alaska, Montana, Idaho, Hawaii, Wyoming, Utah, Oregon, and Washington. It provides comprehensive repair and maintenance services with the latest calibration and alignment tools in the industry. The company also provides certified training for Delair products as well as for specific use cases and customer requirements. In addition, it offers customized professional geospatial and GIS services using Delair UAVs.

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About DELAIR

Delair is a leading provider of drone-based solutions that enable enterprises to monitor and digitize their physical assets from the air and turn the collected data into valuable business insights. Its solutions are used globally by customers in industries such as utilities, construction, agriculture, transportation, mining and oil and gas. The company is one of the world's most experienced providers of industrial drone solutions, combining its high performance, long range UAV hardware with sophisticated analytics technology and operational services. A strategic partnership with Intel and its Intel Insight initiative is driving the two companies toward the industry's most scalable platform for drone imagery storage and business intelligence. Founded in 2011 by experts in the aerospace industry, the company is headquartered in Toulouse, France, and has offices in Ghent, Belgium, Los Angeles and Singapore. Its solutions are sold in more than 70 countries by a network of resellers. For more information about Delair and its brand-new generation of beyond-visual-line-of-sight (BVLOS) drones with 3G/4G communications, go to www.delair.aero and on twitter @DelairTech

About Frontier Precision

Frontier Precision is an employee-owned company that has experience serving survey, mapping, engineering, construction, GIS, forestry, water resources, mosquito and vector control, and natural resources professionals throughout

the western United States since 1988. Headquartered in Bismarck, ND, Frontier Precision also has offices in Minnesota, Colorado, Alaska, Montana, Idaho, and Hawaii. Additionally, Frontier also services the states of South Dakota, Wyoming, Utah, Oregon, and Washington. We pride ourselves on offering exemplary customer service; and our industry professionals are here to help you find a solution to fit your needs.

PRESS CONTACTS

Delair

Corporate: press@delair.aero

In the U.S: Wired Island, Mike Sottak - mike@wiredislandpr.com

Frontier Precision

Tony Scott – Vice President of Operations - tony@frontierprecision.com