

## Delair Acquires Key Airware Assets to Expand its Leadership in Commercial Drone Industry

- **Combination of expertise, technology from two UAV pioneers strengthens industry’s most comprehensive offering across a wide range of industries.**
- **Delair acquires Airware’s software solution and ensures the continuity of service for existing customers and dealers.**
- **Agreement also includes the addition of team from construction and mining specialist Redbird, which Airware initially bought in 2016**

**TOULOUSE, France, 30 October 2018** – [Delair](#), a leading supplier of commercial drone solutions, today announced an agreement to acquire the key assets of Airware, a developer of innovative software analytics tools for drone-based data. The acquisition brings Delair leading edge technology assets, including a proven software solution, a highly skilled engineering and customer success team in Paris, and an installed base of customers and dealers worldwide. The acquisition accelerates Delair’s global growth and broadens its end-to-end solution for the commercial UAV market. Financial terms were not disclosed.



“The acquisition signals a new period of growth and product line expansion by Delair. With the integration of Airware’s complementary technology, we have significantly strengthened our position as the leading provider of drone-based business intelligence globally. This strategic development further enhances our

offer which enables the digital transformation of enterprises in the key industries we serve,” said Michaël de Lagarde, co-founder and CEO of Delair.

### **Major synergies between two pioneering drone companies**

The addition of Airware's assets will expand Delair’s presence in the United States, where Airware was formed in 2011, as well as in key industrial markets.

Founded in 2011 in California, Airware has developed a successful software offering and its cloud-based solution has been adopted by large companies in the construction, mining and insurance industries. Airware (and previously Redbird) developed its solution together with Caterpillar. Caterpillar dealers covering more than 50 countries have provided the Airware software to their customers to improve productivity and safety on mines, quarries and construction sites.

Airware’s technology complements the product line from Delair, which is recognized as one of the world's leading pioneers in commercial drone solutions, especially for beyond visual line of sight (BVLOS) operations. Delair has focused on end-to-end solutions since its inception in 2011, including fixed-wing drones, cloud-based data processing and analysis, local customer support and custom consulting services. In September 2018, Delair closed a round of [B-Series financing with Intel Capital](#) to accelerate the development of its software offering, and the Airware acquisition supports that strategy. The company, which now has more than 170 employees worldwide, supports customers in a wide range of industries such as mining, construction, energy, utilities, oil and gas, transportation, security and agriculture.

### **Continuity of Service for Airware Customers and Dealers**

The agreement between the two companies includes a business continuity plan to ensure existing Airware customers and dealers receive world class support and service, as well as upgrades as needed.

“As we were looking for a partner to keep our product going, we were amazed by Delair’s vision and all the synergies that exist between our technologies and view of the market. The drone industry is maturing fast and customers are now looking for comprehensive, end-to-end solutions. Airware’s advanced data management and data analysis tools will be highly complementary with Delair’s existing solutions. This will greatly benefit all our customers, who are using drone technologies to improve their operations,” said Sacha Pesic, Acting CEO of Airware

### **Redbird technology adds skilled talents to data analytics solution**

In 2016 Airware acquired Redbird, a software development operation based in Paris. Founded in 2013, Redbird was a pioneer in software solutions for drone data analytics, particularly for mining, quarries and construction. The Redbird team will continue to be based in Paris and be integrated with Delair’s engineering and customer success operations, working on new data-based services as well as applying leading-edge artificial intelligence to drone data collection and analysis.

“We are very excited to see our team joining Delair. There’s a great fit as this will form a comprehensive solution with hardware, advanced software, and customized services. Optimized analytics is the key piece of software that enterprise companies need to scale their drone program. We look forward to leveraging our unique capabilities in machine learning and commercializing them with Delair,” said de Maistre, co-founder and former CEO of Redbird, who will lead software channel sales efforts at Delair.

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## About Delair



*Michael de Lagarde - 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 relationship with Intel and the

Intel Insight Platform is driving the two companies toward designing 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, Singapore and Beijing. Its solutions are sold in more than 70 countries by a network of distributors. 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](http://www.delair.aero) and on twitter @DelairTech.