



DELAIR SIGNS AGREEMENT WITH GEOFORMA TO OPEN ITS FIRST COMMERCIAL DRONE SERVICE OPERATION IN LATIN AMERICA

Pioneering UAV provider certifies leading Mexican UAV and surveying equipment reseller to maintain and repair Delair UX11 drones

TOULOUSE, France and MEXICO CITY, Mexico. – July 16, 2019 – Delair, a leading supplier of commercial drone solutions, today announced an agreement with [Geoforma, S.A. de C.V.](#), a long-standing provider of UAV sales and support to commercial surveyors in Mexico. As part of the agreement, Geoforma will operate Delair's first service centers on the ground in Latin America, expanding the company's international network of sales and support.

Delair has made strong inroads into the Latin American market, with a line of commercial UAV platforms aimed at specific markets such as utilities, power, agriculture and farming, mining, construction, transportation and geospatial. Through the expanded agreement with Geoforma, which has provided sales support for Delair for two years, customers in Mexico will have a highly skilled service operation to assist with repair, maintenance, training and operational optimization. The service center is located in Mexico City and will offer certified repair and maintenance services, as well as on-line and call support to Delair customers.



Delair worked with Geoforma technicians to certify them on the latest maintenance and repairs processes required to optimize the operations of its UX11 drone. The training took place at Delair's main manufacturing facility and company headquarters in Toulouse, France. Delair also worked with Geoforma to ensure they have a sufficient inventory of parts and spares, as well as the required tooling to perform repair and maintenance on the specific Delair UAV models.

“Geoforma has distinguished itself as a highly reliable and service-oriented supplier to commercial drone users in key industries in the Mexico market. Their expertise and professionalism are great assets for us as we expand further into Latin America and it’s important that our customers in this region have access to local expert service and support so we can minimize downtime when their drones require maintenance or repairs” said Stefanie David, Channel Marketing Manager at Delair. *“Having a team of trained and qualified technicians like Geoforma on the ground in Mexico will ensure a much more efficient service process and reduce the amount of time that our customers’ drones are out of operation due to either routine maintenance or damage from operations.”*

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 the aerial intelligence, analyze it and quickly integrate it into their daily business processes, with immediate ROI.

“The Delair solution is an ideal fit for many of our customers looking for high-performance, long-range aerial data collection and surveying capabilities. We see a lot of interest in industries such as mining, construction, energy and the government sector,” said Carlos Chavez, Sales Manager at Geoforma. *“Going through the very detailed training at Delair’s facility in France was a valuable experience and we feel well-prepared to provide front-line service and repair services for the UX11.”*

The Delair UX11 UAV, introduced commercially last year, is one of Delair’s top-of-the-line drones. The fixed-wing drone is an innovative hardware-software platform that provides highly accurate images for survey-grade mapping, with on-board processing capabilities and real-time, long-range control via 3G/4G cellular networks or radio links. The platform’s enhanced centimeter-level precision along with its efficient operational characteristics make it the most cost-effective solution for large area surveying and mapping.

About DELAIR

Delair is a leading provider of end-to-end, drone-based solutions that enable enterprises to digitize their physical assets and turn the collected data into valuable business insights. The company’s offerings combine high performance, long range fixed-wing UAV hardware with *Delair Aerial Intelligence* (delair.ai), the industry’s most powerful platform to manage, analyze and share aerial data. Its solutions are sold in over 70 countries with a network of more than 100 resellers in industries such as mining, construction, agriculture, oil and gas, utilities and transportation. Delair has strengthened its position as a global leader through strategic acquisitions (Gatewing, Airware/Redbird), and a strategic investment by Intel Corporation. Founded in 2011 by experts in the aerospace industry, the company employs 180 people and has offices in Toulouse, Paris, Los Angeles, Beijing and Singapore. For more information, go to www.delair.aero.

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