

# Drone Inspection.....



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# What we'll cover today...

- **How we started and created the business case**
- **The benefits we landed - and are now extending**
- **10 commercial opportunities we can see ahead**
- **Our next steps**





## **How we started**

- **Commercialisation**
- **Income Generation**
- **Governance**
- **The Project Team**



# GETTING THE FACTS

Residential inspections carried out in person

150 routine inspections each year (3 per week)

Typical roof scaffolding costs £1.5k per inspection

Potential for time and cost efficiencies



# RUNNING PROOF FOR CONCEPT

Qualified Pilot on staff in communications team

3 test cases run together with surveyor

Resource review - pre/post flight comms, video editing, data storage and access including DPIA

Risks and limitations identified



# ASSESSING LIMITATIONS

Heavily regulation (CAA)

Weather (wind, rain, poor visibility)

5 mile radius “No Fly Zone” from Leuchars Air Base (incl. St Andrews)

Heavier payloads can drain batteries – reducing flight time



# LANDING THE BENEFITS

Saved £1k per inspection on average

Better visibility and planning of works

Time investment reduced to 15-20 minutes

Less disruption for tenants – fewer complaints

Better health and safety

Less Co2 Impact (no scaffolding)

Prompter payment from mutual owners – low cost/visibility of work



# EXTENDING THE BENEFITS

1. Roofs
2. High Level Maintenance
3. Insurance and emergency response





# EXTENDING THE BENEFITS

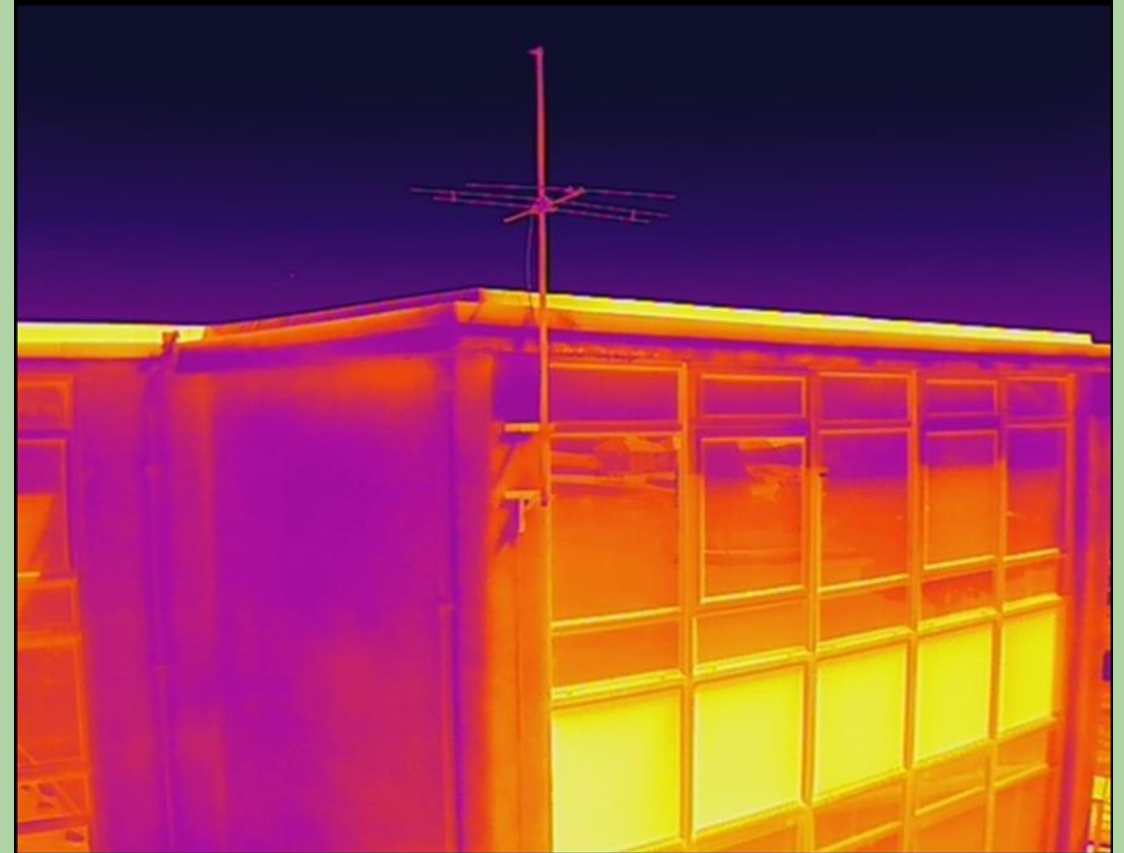
4. Heat mapping

5. Measured surveys for 3D modelling

6. Commercialising through hire, enhanced inspection, training



# EXTENDING THE BENEFITS – Heat Mapping



# 10 COMMERCIAL OPPORTUNITIES

1. Visual inspections of tall structures, including residential, Industrial and historic
2. At risk structures
3. Flood scheme inspections
4. Highways and highway structure reviews
5. Land Surveying



# 10 COMMERCIAL OPPORTUNITIES

6. Agricultural land inspection
7. Inspection of wind turbines
8. Heat mapping
9. Promotional videos of major planning sites
10. Emergency support and insurance services



# POTENTIAL CUSTOMERS

- Historic buildings & structures, other authorities, NHS, community partners, businesses and local residents
- Organisations seeking training and accreditation - ensuring quality standards across Fife
- New and emerging markets in line with increasing economic development



# Recent case study

- Scottish Fire and Rescue Service
- Major Fire at Flats in Lochgelly
- Potential to work in partnership with Fire service



# Francis St Lochgelly



# Francis St Lochgelly





# **The Skys the limit Any Questions**

