

Fleet Watch



AlarisPro Newsletter

VOLUME 2 - JUNE 2024



Improving Safety & Reliability for the Aviation Industry!

GROWTH IN 2024

Looking back, 2023 was a dynamic and productive year of solidifying AlarisPro's role as an innovator and leader in the UAS industry, building our team and fine tuning our platform, all while establishing new partnerships and serving our clients. We are now about half way into 2024 and are so excited about the trajectory of AlarisPro as well as the unmanned industry as a whole!

We were thrilled to add 3 new members to our already very talented team this year. Greg Mand, an accomplished sales and business development leader with over 20 years of expertise in successfully identifying and exploiting new market opportunities for innovative organizations in the technology sector, joined as a Senior Advisor. Paul Summers, Director of Business Development, brings a brilliant mind and a wealth of knowledge and expertise in business, sales, and customer relations. He has been moving full steam ahead in exploring new growth opportunities and long-term business goal pursuits. And finally, Dr. Adam Porter who joined the team as a Senior Software Advisor, is an award winning professor and researcher who specializes in software and systems engineering. We are confident that these new additions to our team will help propel us forward in our commitment to provide cutting edge solutions to meet our customers needs.

Also worth mentioning - our Founder and CEO, Tony Pucciarella, was selected to participate in Mindshare, Inc., An invitation-only program for founders and CEOs of innovative, fast-growing companies in the Washington, DC metro area! We are excited about how this program will help AlarisPro to continue building a long-term, sustainable business that drives progress in the technology industry for our region and beyond!

In the second half of 2024 and beyond, we are ready to push boundaries of what's possible for the future of fleet management. As always, AlarisPro remains dedicated to continuous innovation and providing our customers with best-in-class solutions to support their unmanned operations! Continue reading to learn about some of the new and powerful clients we've added to our roster plus a few of our latest features and more! Be sure to stay tuned for the next issue of FLEET WATCH!

NEWSLETTER HIGHLIGHTS

Client Spotlight: TEKEVER

New Feature: Integrated Documents Library

Automated Notifications for Crew Certification

Xponential 2024 Recap

June 10-12, 2024
WOODLANDS WATERWAY MARRIOTT - HOUSTON, TX

8TH ANNUAL ENERGY Drone+Robotics SUMMIT

COME SEE US!
BOOTH #208

XPONENTIAL 2024 Recap

Another great year at XPONENTIAL is in the books! Our time in San Diego this past April was amazing, and it was so wonderful to have many of our customers and partners gathered in one place!



It was exciting to both see and hear about all the advancements in the unmanned industry! Some of the most prevalent themes at the conference this year were infrastructure and operations, technical research and development, data and analytics, cybersecurity, and policy and regulations. The unmanned industry is growing at a phenomenal rate and clear trends are emerging in the commercial drone space in a variety of sectors including utilities, public safety and defense, agriculture, transportation and more! Technology is rapidly evolving and unmanned systems have consistently demonstrated their ability to streamline processes, capture large amounts data, and increase safety and efficiency. This year, there was quite an emphasis on AI and using robotics to perform tasks and solve problems. These systems will ultimately increase efficiency and deliver a great return on investment in a range of operations. Counter drone systems and planning will address the risks posed by UAV's at airports and other sensitive environments. Regulatory changes and clearer rules have paved the way for faster approvals and waivers. This was evident last summer as AlarisPro customers, Phoenix Air Unmanned and Soaring Eagle Technologies, were among the first in the industry granted approval by the FAA to fly BVLOS! This trend is expected to accelerate in 2024. Additional trends included expansion in the heavy-lift cargo drone sector, expansion of drone delivery networks and services and more!



AlarisPro has exhibited at XPONENTIAL for several years in a row and we always enjoy making new connections! We were honored that so many companies made appointments to sit down with our team to learn more about the ways in which the AlarisPro can provide an unbiased view of their fleet operations and help to improve safety, reduce maintenance costs, and increase operational efficiency!

Our CEO, Tony, gave a presentation on Tuesday April 23rd on Shared Data to Improve Safety and Reliability. "In an unstructured and fast-growing UAS operational environment, leveraging shared data is critical to provide Operators and Manufacturers with the real-time information they need to Improve Safety and Reliability Outcomes. With the increasing absence of humans in operational conditions, data is the key link to enable cooperation and coordination among multiple UAS stakeholders." The panel discussed real-world examples of tools that facilitate the sharing of data to improve reliability, prevent accidents and reduce maintenance costs.

Later that evening, our team along with Airspace Link, hosted a sold-out, invitation only networking event for some of our top customers and colleagues. This annual event is a unique opportunity for attendees to connect with professionals in the unmanned systems and robotics industry, share ideas, and unwind after a day at XPONENTIAL. We had a phenomenal time and are already looking forward to next year!

If you missed it this year, start making plans for **XPONENTIAL 2025!** Next year's conference will be **May 19th-22nd** at the George R. Brown Convention Center in **Houston, TX!** **AlarisPro will be at booth #3339!**

NEW FEATURE: Documents Library

Our new **Integrated Documents Library Module** is perfect for storing files, assigning documents for reading, and managing read receipts. Whether you're an operator or manufacturer, this new feature offers a variety of benefits:

Notify users in an organization automatically via email

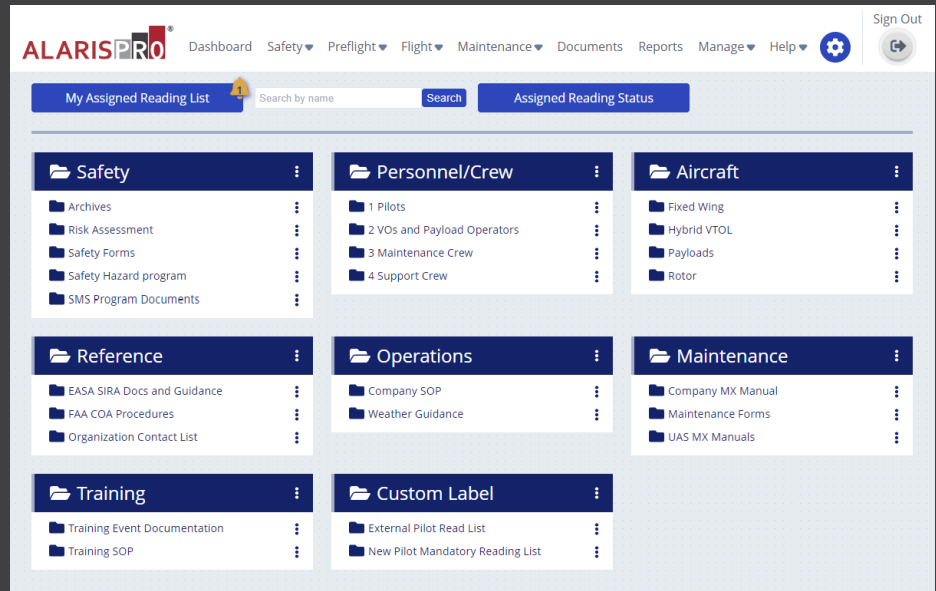
- Send by user or user type (pilots, MX, or all individual users)
- Track read receipts by assigned users

Standardized Document Folders

- Safety
- Crew
- Aircraft
- Reference
- Custom Label

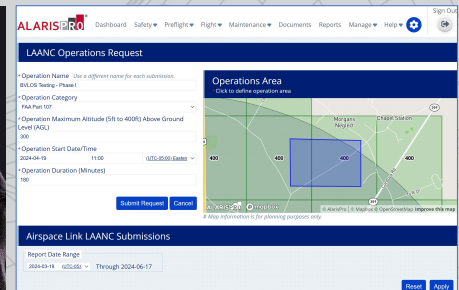
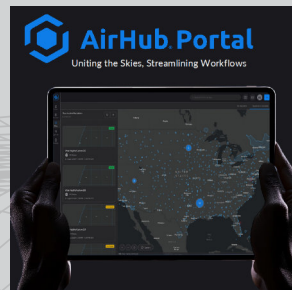
Customize file structure under each section/ group

Permissions assigned to sections by Administrator



OTHER FEATURE HIGHLIGHTS & RECENT UPDATES:

- [Time Display Update to show both local & UTC time](#)
- [Skydio Integration](#)
- Enhanced Manufacturer Portal
- Inventory Report
- Automated Notifications
- LAANC Integration through the Airspace Link AirHub Portal



UPCOMING FEATURES:

- Flight Risk Assessment Tool (FRAT) Checklist on Mobile App
- New Features Added to Safety Portal
- PDF Reports
- Time Stamp Rollover

**SCHEDULE A DEMO TO
LEARN MORE!**



CLIENT SPOTLIGHT



Earlier this year, **TEKEVER** joined our roster of successful clients who trust AlarisPro with their fleet management needs! With a shared vision of enhanced reliability in the unmanned industry, we are excited to equip **TEKEVER** with an unbiased view of their fleet operations; thereby helping them to improve safety, reduce maintenance costs, and increase operational efficiency.

As both an operator and manufacturer, **TEKEVER** offers a complete solution to allow customers to survey and protect their assets, wherever they are, at any time! From creating base technology to providing advanced AI-based analytics, **TEKEVER**'s UAS Systems fit any mission! As a global leader in real-time maritime perception, they provide their customers with a constant edge, helping them to deliver their mission.

"We are thrilled to announce our partnership with AlarisPro, reaffirming our shared dedication to safety, reliability, and innovation while fostering a transparent relationship with our clients built on accountability and trust" asserted Tiago Nunes, Product Director at Tekever. "Through the integration of AlarisPro into our operations, we aim to boost efficiency, harness data-driven methodologies, and uphold compliance with regulatory standards and industry norms, enabling us to thrive in a highly competitive market."



Click below to hear what Tiago Nunes had to say about selecting AlarisPro as **TEKEVER**'s fleet management platform

TEKEVER
VIDEO TESTIMONIAL

Right: **TEKEVER**'s Product Director, Tiago Nunes & Propulsion Team Leader, Marcelo Soares with AlarisPro CEO, Tony Puciarella & VP of Development, Don Ferguson at Xponential 2024



New Customers and Resources:

WELCOME NEW CUSTOMERS:

Aerial Robotix
Aerial Survey, Inspection & Surveillance

Aerial Robotix provides services using UAVs in the West African region and aims to be the leading drone service provider and partner of choice for their clients.



Duke Energy Corporation is an American electric power and natural gas holding company headquartered in Charlotte, North Carolina.

Skyports
DRONE SERVICES

Skyports offers electric delivery and inspection services in 13 countries, saving time, reducing emissions and improving access and safety.



Pickett specializes in providing transmission & distribution design, project management, surveying, mapping, and LiDAR services throughout the U.S.

We have recently made updates to a few of our brochures and are planning to add additional product specific brochures soon which will detail some of our top features! We will also continue with updates to our public facing website later this year, so we encourage you to check back often!

OVERVIEW BROCHURE

MANUFACTURER BROCHURE



UPDATED VIDEO LIBRARY FOR CUSTOMERS:

We have added some new and improved video tutorials for current customers. These videos can be found under Help > Video Library. We plan to continue expanding this library to cover additional topics in the near future!

And, beginning in the next newsletter, we will address some common "Help Desk" questions such as creating favorites, password recovery and default time zones.

