

CPC Workshop Drones & Data Discussion Draft (Extract)

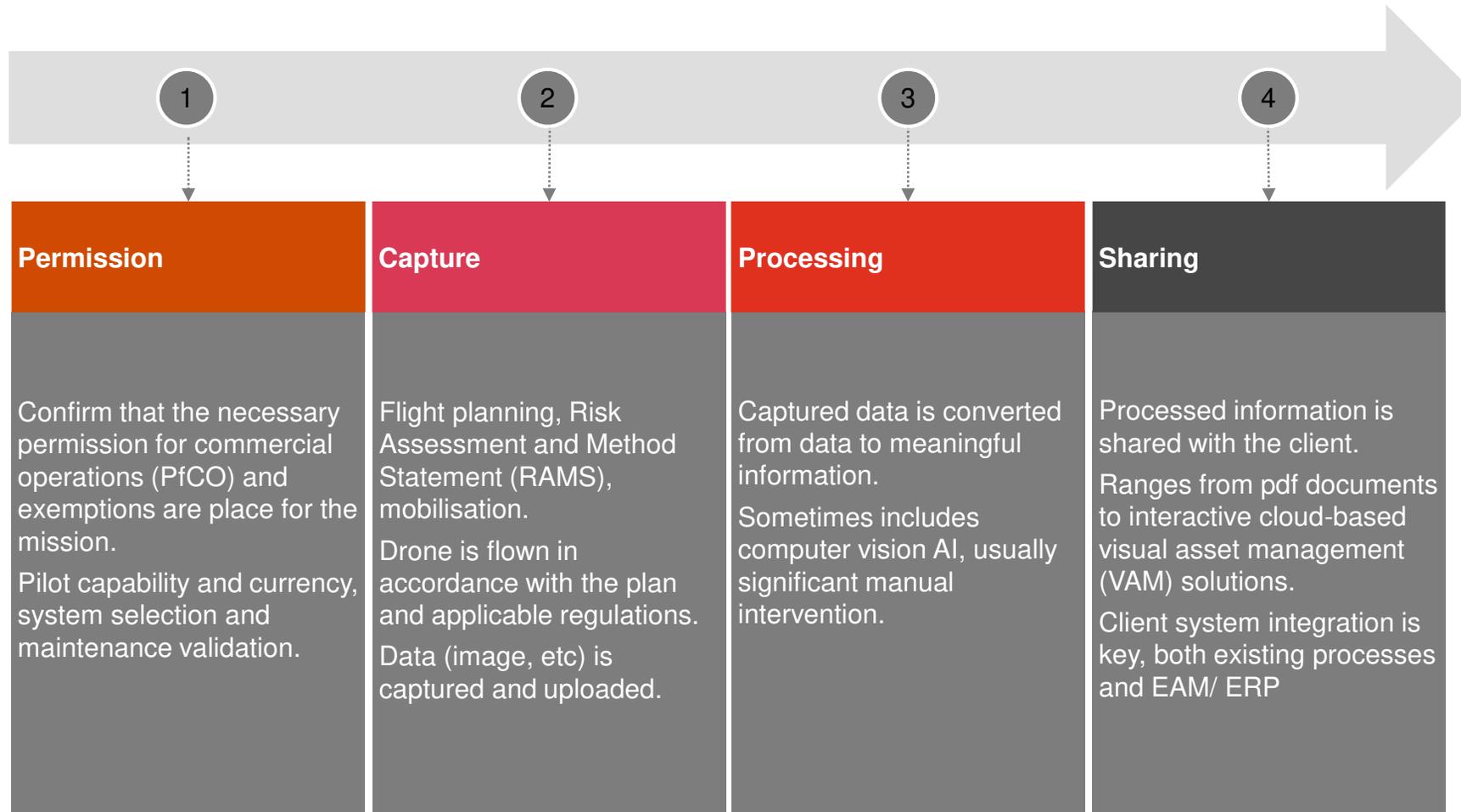
November 2019



Agenda

1. Introductions
2. 4 bucket drone workflow
3. Drone visual asset management examples
4. Start at the end - BVLOS project data considerations

“4 Bucket” Drone Workflow



Effective drone solutions place equal weight on all 4 elements

[slides removed]

Start at the End

If you consider BVLOS may deliver significant value add to your business, the next step should be a rigorous analysis of whether BVLOS can actually deliver what your business needs at a compelling price point. It's not always the case.

1. Exactly what will the client will buy (i.e. the output) from the BVLOS missions?

- a) Is a BVLOS solution capable of meeting the client's inspection or survey needs (excluding delivery/ transport/ SAR/ emergency services/ etc for the moment)
 - Which "business as usual" specification will be met, eg defect standard? Can BVLOS capture the required angle and details?
- b) Has the question been posed to the right "part" of the client, usually "operations" (who have the budget and responsibility) rather than "innovation"
 - Stakeholder engagement is key, without this the BVLOS project will stall after the initial proof of concept ("poc")

2. Understand the total price (in volume, i.e. after the poc phase) and compare with "as is" to determine if the solution is compelling to the business?

- a) Is capturing (buckets 1 & 2) the raw data required by the client/ industry likely to be technically feasible at the price industry will accept, e.g. which drone, sensor (cluster?) and flight strategy is required to deliver?
- b) What about processing and sharing (buckets 3 & 4)? Assuming the raw sensor data is acceptable, which processing and sharing is required by the client to enable them to easily integrate the BVLOS data into their business as usual?
- c) Which traditional methods "as-is" are replaced by drone services and what does this save? Same approach for other benefits such as data multi-use and enhanced collaboration/ HSE benefits, carbon reduction, issue avoidance, etc

3. Build a detailed technical plan to legally fly BVLOS and capture the data required to validate the assumptions in 1 & 2

- a) Internal stakeholders
- b) External stakeholders
- c) Clear success criteria for all 4 "buckets"

Contact



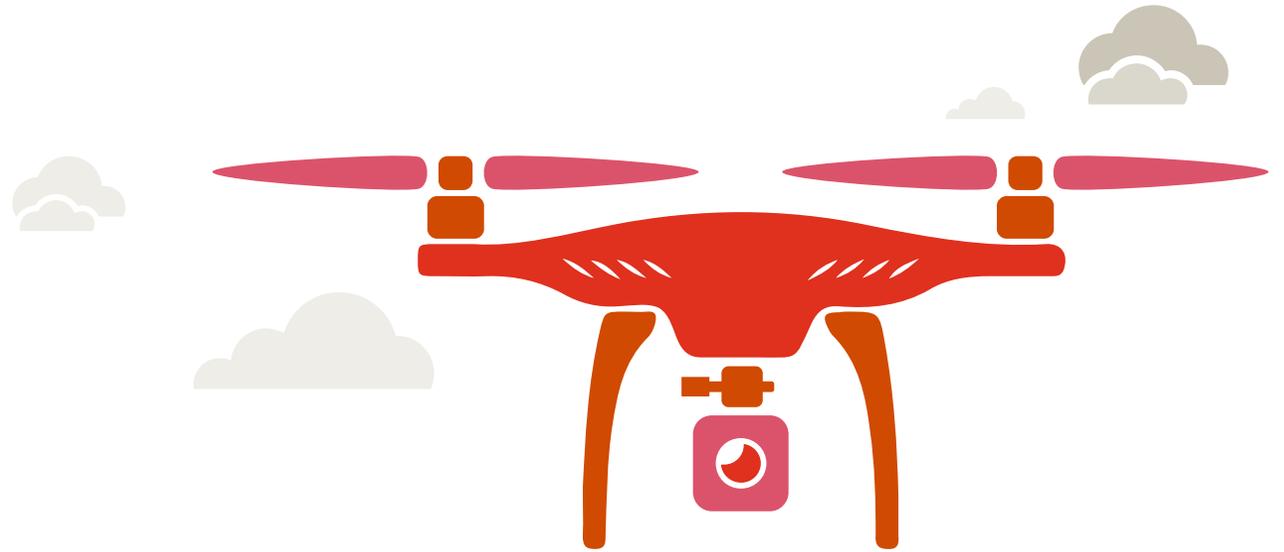
Joanne Murray

Senior Manager – Drones Assurance
+44 (0)7525 281 052
joanne.y.murray@pwc.com



Craig Roberts

Drones Technical Lead
+44 (0)77771 930482
craig.roberts@pwc.com



[pwc.com](https://www.pwc.com)

This is a proposal document and does not constitute a contract of engagement with PricewaterhouseCoopers LLP. The information set out in it is an indication of the terms on which we propose to carry out work for you but the proposal is subject to the terms of any subsequent engagement contract that may be entered in to between us. In the event that our proposal to you is successful, our acceptance of the engagement will be contingent upon the completion of all our internal engagement acceptance procedures.

If you receive a request under freedom of information legislation to disclose any information we provided to you, you will consult with us promptly before any disclosure.

© 2019 PricewaterhouseCoopers LLP. All rights reserved. PwC refers to the UK member firm, and may sometimes refer to the PwC network. Each member firm is a separate legal entity. Please see www.pwc.com/structure for further details.

181015-155019-TD-UK