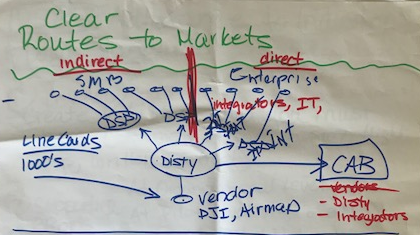


**FLIP CHART NOTES – Spring Meeting, Dallas, TX**

Questions to answer:

* Trends – Affecting Adoption
  + Lack of case study
  + Lack of standards
  + Disconnected ecosystems
  + Lack of knowledgeable
  + FAA Policy
  + Legal / guidelines
  + Local jurisdiction unaware
  + Part 107 Not Enough
  + Operations licenses does not exist
  + Enterprise integration
  + ROI Model / Budget Adoption
  + Customer Questions on Policy
  + Part 107 Confusion
  + Lack of Enforcement
  + Market Demand Increasing
  + Industry base segment privacy
  + Safety awareness / effect on prices
  + Enterprise play / competitor adoption
  + Formulizing channel
  + State & Local Government acceptance
  + Niche Players
  + Technology Eclipse Safety Regs.
* Vision for next 3 – 5 Years
  + To have impact on the further development
  + Real time airspace authorization
  + Positive public perception
  + National & state policy
  + Collaboration of Associations
* T.A.M – AEC
  + Utilities
  + Agriculture
  + Inspections
  + Insurance
  + Civil engineering
  + Search & Rescue
  + Public safety
  + Real estate
  + Geological / mining
  + Government
* What will limit Growth
  + Liability / Re-liability
  + Public perception
  + Lack of professional
  + Regulations
  + Lack of training
  + Stovepiping / tech standards
  + ~~Budget advocate~~
  + ~~ROI Model~~
* What will accelerate growth?
  + Budget Advocate
  + ROI Model
  + Proof of low TCO
  + Commercial Drone Alliances
* What are major factors driving those changes
  + Communication
  + Industry Leadership
  + Applicability
  + Availability of capital
  + Public safety incidence
  + Government action
  + Clarity around regs.
* Who will benefit
  + HW
  + SW
  + DSP’s
  + Public
  + Customers / Clients
  + Internal Use / Enterprise
  + Industry Sectors
* Goals for DRAC
  + DSP’s to adhere to Industry & Data Standards
  + Clear routes to market
    - Channel
    - VARs
    - Consultants
    - Associations
    - Distributors
  + DSP’s to have train / Cert options
  + Drones “R” Good!
  + Government Embrace
  + Enterprise funding / lifecycle mgmt.
  + Market demand
  + Proven ROI
* Strategies to Achieve Goals
  + DSP’s to have training & Certs
  + Survey existing training programs
  + Break into details, categories, etc. vertical markets
  + Identify & Collaborate with other vendors associations doing this work
  + Working to educate & train at industry events, user groups, media outlets
  + Identify media channels (AUVSI, Vendors)
  + Develop minimum set of standards – (for training programs)
  + SEO – to drive to website
  + CompTIA DRA – Drone Life Column
  + LinkedIn Group / SLACK
  + Simulators to test skill (DART Drones)
  + Train the trainer programs
  + Proven ROI
  + Survey – research (Include academia)
  + White papers – use cases Market Industry resources
  + ROI on specific Drone Applications
  + Identify & obtain various ROI data sets
  + Create CompTIA ROI Methodologies various applications
  + How to package ROI calculator & push
  + Research different ROI Models for each
    - Survey inspection
    - Utilities
    - Constriction
    - Real estate
    - Insurance
    - Agriculture
    - Public safety
  + Include – soft targets (safety, workflow improvement, time cycle, quality, repeatability, analyzing trends)
  + Business relevance of Drone Service
  + Be the “voice” of ROI become a ROI data clearinghouse
  + Clear Routes to Markets



* + Survey number of IT integrators
    - Channel Primer for DRAC (education)
    - Training for TSP’s on ROI to them
    - Steps to integrate Drones into service portfolio
    - Checklist of partnering with DSP what to look for
    - Webinar for TSP’s
    - Quick start guide for DSP on how to build professional practice
    - Meet with CAB
  + DSP’s Adherence to Industry & Data Standards
  + Create & emphasize professionalism
  + Relevance of CompTIA
  + High likely hood of success!
  + Develop standards
  + Create check list of what you must have (statement of work, part 107, high logs, written contract)
  + Supporting efforts
  + At organizational level
  + At pilot level (code of ethics)
  + Push out the various pilot networks disty’s
  + Next level would include specific vertical standards
  + Training video to renew standards (why is this the standard)
  + Data Standards need transparency down to customers on what’s going to happen w/ data (usage standards, what’s used, what’s not)
  + Can CompTIA make investments to these organizations to support them?
    - AUVSI
    - OGC
    - Ag Gateway