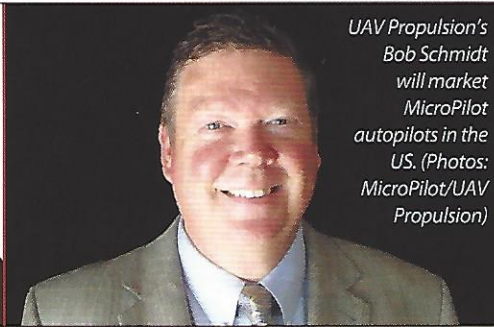
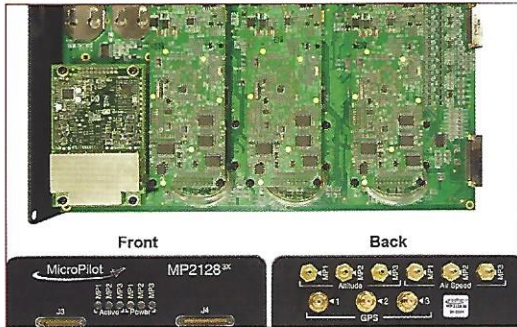


Are partnerships the way forward for the industry?



UAV Propulsion's Bob Schmidt will market MicroPilot autopilots in the US. (Photos: MicroPilot/UAV Propulsion)

A number of UAS companies have announced partnerships in the past month, in what could be a sign of things to come in the industry.

UAV Propulsion will help MicroPilot market its family of autopilots in the US, while PrecisionHawk has partnered with an investment company, Measure, so it can engage with a global clientele.

Bob Schmidt, founder and president of UAV Propulsion said the addition of MicroPilot's autopilot line, particularly the triple redundant solution, will expand his US UAV product offerings and added: 'It will allow us to provide solutions that will improve the performance, functionality and reliability of UAVs. I want UAV Propulsion Tech to become the place that defence and commercial UAV developers can come to for the most advanced propulsion, servo, autopilot and parachute solutions.'

In the case of PrecisionHawk, it says Measure will be able to assist in its business. Together, they can provide better guidance and support. PrecisionHawk CEO Christopher Dean said: 'In partnering with Measure, we can collectively engage with global clientele in an advisory and operational capacity to ensure users see a return on their investment.'

Meanwhile, Brandon Torres Deolet, CEO and co-founder of Measure, said: 'PrecisionHawk's analytical software, among the most sophisticated in the world, is a critical tool for clients who need powerful near-real-time data processing capabilities.'

'As a Measure partner, we plan on integrating the DataMapper software solution with select clients through our drone as a service offering.'

Meanwhile, a spike in demand for gyro-stabilised gimbals has forced UAV Vision to build another production centre in Sydney, adding to the Australian company's existing production premises in Port Macquarie.

The company says the new centre will allow it to work 'a faster rate than was previously possible'. The CM100 and CM160 are the firm's flagship products. The CM100 is a lightweight (0.8kg) gyro-stabilised gimbal suitable for UAV platforms, while the slightly heavier (1.5kg) CM160 is suited for both manned and unmanned aircraft.

A spokesperson told *Unmanned Vehicles*: 'We are manufacturing the CM100 at our new facility in Sydney as it is our most popular gimbal and, with current demand at a high level, we needed the extra facility to accommodate the spike in demand.'

UAV Vision has a new gimbal too, called the CM100 V3, which contains a Hitachi DI-SC120R EO sensor giving users 30x zoom and enhanced stability at full zoom. The spokesperson noted that '2014 was a watershed moment for UAV Vision'.

The company's main markets include Australia, western Europe and the US.

'We've had clients use our products for shark spotting, feral animal culling, pipeline inspection, border patrol and intelligence-gathering to name a few,' the spokesman added.

Expect to see and hear about more of these kind of partnerships and production improvements as the year progresses.

By Daniel Tye, London

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