



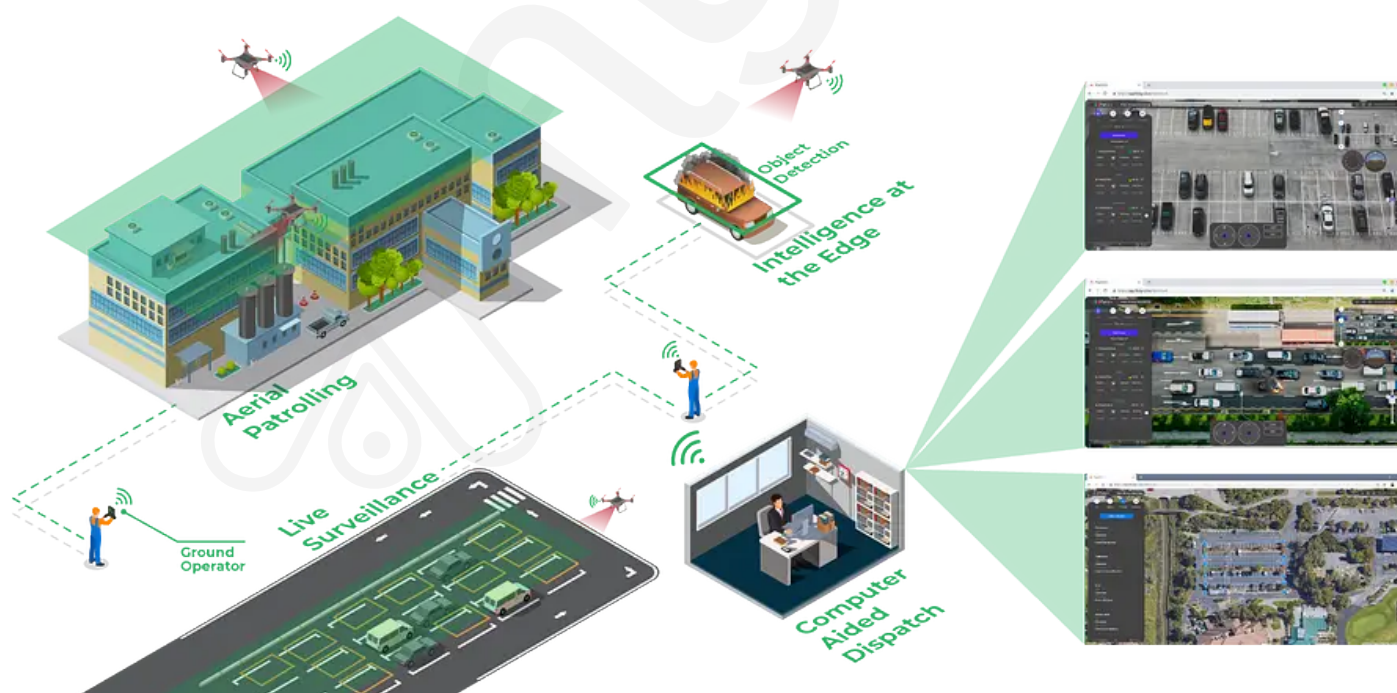
LOW COST **PROSUMER** **DRONES** FOR AERIAL SECURITY



As automation technology is adopted for industrial and commercial security, drone fleets will play a central role, given that they can be deployed autonomously, at scale. As UAV regulations mature, security agencies, in particular, are expected to rapidly adopt drones to substantially reduce their operating costs, improve perimeter coverage & awareness, and equally important to minimize occupational, health & safety risks to human guards.

Unmanned aerial vehicles (UAVs) can be deployed in a multitude of 24/7 security and surveillance use-cases – the pace of which is determined by the intensity of user/customer pain points – such as high turnover of security guards, **operations at night and in hostile scenarios**, surveillance of hard-to-reach locations, liabilities associated with human and helicopter patrols, CCTV blind spots, need for real-time situational awareness in emergencies, etc.

The time for aerial security is now ripe because the prosumer drone market has matured so rapidly in the last few years that commercial-off-the-shelf drones can be used commercially, instead of (expensive, monolithic, low reliability) custom drones, in all but the most demanding security and surveillance use-cases.



Opportunity in Commercial Security Sector

For drones, the opportunity in the commercial security sector is of the order of US\$1B per year in the coming decade. While nearly 70% of the top security firms are keen to adopt – or already use – drones in their operations during 2019, much of this remains ad-hoc and manual. It is worthwhile to note that this segment remains fragmented, with startups as well as large corporations pursuing the segment with a mix of hardware, software and services offerings.

However, there remain certain factors critical to the large-scale deployment of autonomous **drones for security and surveillance applications**. The journey from the 'early adopter' phase to the 'early majority' phase of the adoption curve for drone deployments in industrial & commercial security will require:

1. Reliable, off-the-shelf hardware
2. Cloud-based, hardware-agnostic software
3. Faster time-to-value, driven by low capex and seamless integration.



Nitin Gupta, FlytBase CEO, commented, “The physical security market is primed for drone automation and scaling – the time, cost and safety benefits of autonomous drone fleets can create significant business value for this industry. Drone patrols will augment human guards and enable security agencies, risk managers, security directors, system integrators and other stakeholders to make faster, better decisions for real-time incident response, remote security operations, event management, disaster response and more.”



The ‘Drones in Security & Surveillance’ white paper can be downloaded, for free, from <http://bit.ly/flytgcs-security> – no signup required!

Try for free