Drones for tomorrow’s Air Cargo
• Lighter, less complex vehicle
  – Better comparable DOC
• No air crew
  – Improved logistics and scheduling
• Better endurance limits
  – Vehicle limitations only
• Increased overall system productivity
• Bringing developers and operators together
• Initiating related research
• Educating policymakers and public
• Facilitating development, operation and support
• Business Modelling and Analysis
• Financial Management
• Political domain
• Operational expertise
• Cargo forwarding and Logistics
• Marketing and Public Relations
• Sponsoring and Subsidies expertise
• Specific Cost Modelling Support

Operators and Operations

Academia and R&D

Systems Engineering

Manufacturers

Associations

AD Quenta
Aviation Consultancy Group
Contour
European Shippers Council
GRA-CV
HCSS
Jakajima
NL Kamer van Koophandel
Primus Lapis
RVO – Rijksdienst voor Ondernemend Nederland
UAS BV
Astral Aviation
Aviation Consultancy Group
European Shippers' Council
INAS – Integra Aerial Services
IJSGlobal
KLM Royal Dutch Airlines
Royal Netherlands Air Force
UAS BV
West Wales Airport
Wings for Aid

- Aircraft Operations
- Maintenance and Logistics
- Cargo Handling
- Airport Operations
- Operations Business Analysis
- Specific Financing Operations
- UAV Specific Operations
Operators and Operations

Academia and R&D

Cranfield University
Delft University of Technology
DLR
HvA – Hogeschool van Amsterdam
McGill University
Netherlands Aerospace Centre – NLR
Oklahoma State University
Technical University Hamburg
University of South Wales
UT – University of Twente

- Basic research
- Applied Research
- Mission Definition and Analysis
- Preliminary Vehicle Design
- Key Technology Analysis
- Business Model Analysis
- Case studies

Business Development

Systems Engineering

Manufacturers

Associations
- ConOps iteration
- Business Modelling
- Requirements Analysis & Allocation
- Cost target derivation
- Functional Baseline Definition
- Decision milestone definition
- Qualification analysis
- UAV Flight Guidance and Control
- Connectivity & Information Management
Business Development

Airbus Defence & Space
Avio Aero
Cleantron cleantech batteries
DRONAMICS
Konelek
Nimbus
Peli
RVM
Ten Cate Advanced Composites
Selex
Selfly BV

Operators and Operations

Academia and R&D:

Integral Aircraft Analysis & Optimization
Structure and Empennage
Propulsion and Engines
Aircraft Engineering and Design
MediVac requirements expertise
UCA Test and Evaluation
Remote Operations Analysis & Support
Avionics and Systems Design
Fabrics and Materials
Ruggedized Packaging

Systems Engineering

Manufacturers

Associations
Platform
Unmanned Cargo Aircraft

AD Quenta
Aviation Consultancy Group
European Shippers’ Council
NL Kamer van Koophandel
Primus Lapis
RVO – Rijksdienst voor Ondernemend Nederland
UT – University of Twente

• Subject Matter Networking
• Political Access
• Formal Representation
• Lobbying
• Mutual Assistance
• Rationale in Subjective Argument
• Weight Exceeding Sum of Components

Business Development
Operators and Operations
Academia and R&D
Systems Engineering
Manufacturers
Associations

Weight Exceeding Sum of Components