Unmanned Aircraft

Altavian is an engineering products and services company that designs, builds and sells industry leading Unmanned Aircraft Systems (UAS) and Payloads. Altavian offers clients a wide range of services, including field support, deployment assistance, consultations and data analysis. Views from the company’s state-of-the-art aerial vehicles boast ten times the resolution and accuracy of competing systems and can reduce costs by 65 percent.

Technology

Altavian creates advanced unmanned aircraft with sophisticated data collection algorithms for civilian and military applications. The company’s software transforms robust aircraft and sensors into autonomous mapping devices that any minimally trained UAV pilot can master. These unmanned aircraft are 30 to 40 percent more efficient than existing devices and optimized for each application. From takeoff to landing, the autopilot program minimizes human error and is capable of planning its own route according to weather conditions, maximizing operational efficiency. Features such as all-electric propulsion, sophisticated avionics, and waterproof fuselages equip these UAV to tackle dull, dirty, and dangerous airborne operations and facilitate geospatial data collection.

Market Potential

Unmanned systems represent the fastest growing sector in the aerospace industry. The U.S. Department of Defense spent $1.6 billion on UAS in 2012 alone and the Federal Aviation Administration (FAA) is set to release regulations in 2015 that will enable widespread civilian UAS flights. The soon-to-emerge civilian market is expected to dwarf current demand from military defense organizations. The FAA identifies “precision agriculture” as the largest potential user of unmanned aircraft systems and recognizes the need for remote sensing and precision applications by nonmilitary fields. Projected numbers of UAVs sold for agriculture alone are expected to jump from 40,000 units at the beginning of regulatory approval in 2015 to more than 110,000 units in 2017. Analysts expect UAS revenue to reach $13.6 billion in the U.S. by 2018, and exceed $82 billion by 2023. Such explosive growth will result directly from the removal of government-imposed constraints on the burgeoning industry.

Strategy

Altavian is poised to capture the civilian unmanned aerial systems market, which includes customers in diverse fields that include agriculture, energy, natural resources and real estate sectors. The company will also target federal agencies in the DOI, DHS, and FEMA; state-level utility and environmental regulatory agencies; municipal law enforcement agencies; and others. The upcoming removal of government-imposed restrictions will allow Altavian to ramp up its marketing efforts in 2015 and beyond.
Management Team

**John Perry, CEO, President, Chairman of the Board**
John Perry, Altavian’s President and CEO, earned bachelor’s and master’s degrees in Geomatics at the University of Florida. He is now completing a doctorate in Geomatics, also at the University of Florida. Mr. Perry has led a number of interdisciplinary projects, including international service for *Engineers Without Borders* and contract work for DRMP, Inc. and CyberLocator, Inc. He functioned as a research and teaching assistant in the University of Florida’s Geomatics Program from 2006 to 2010 and worked as a technical consultant for embedded geospatial system development. In 2009, Mr. Perry was awarded a National Science Foundation Graduate Fellowship. He has authored or coauthored more than 15 academic publications related to small unmanned aerial vehicles and remote sensing platforms.

**Thomas Rambo, COO**
Thomas Rambo, Altavian’s Chief Operating Officer, has worked in the small unmanned aerial vehicle industry for more than five years, specializing in controls and system integration. Previous employment includes positions at AeroVironment, Inc. and Boeing Company. Mr. Rambo earned his bachelor’s and master’s degrees in Aerospace Engineering at the University of Florida. He continues to perfect the company’s mission planning and monitoring software and autonomous systems. Mr. Rambo is a licensed private who meets FAA requirements to operate an unmanned aircraft as “pilot-in-command.”

**Thomas Reed, Chief Production Officer**
Thomas Reed, Altavian’s Chief Production Officer, is an expert machinist with extensive experience in building, operating, and teaching about precision engineering equipment. Mr. Reed earned his bachelor’s and master’s degrees in Aerospace Engineering at the University of Florida. Mr. Reed spearheaded production on a number of advanced engineering programs, including microsatellites for the University of Florida’s Space Systems Research Group and other projects for the university’s Laser Laboratory, MAV Laboratory and Combustion Laboratory.

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