

# How an aerial services provider is delivering value and thriving in today's drone market

## COMPANY SNAPSHOT : SKYSKOPES

- Company Founded in 2014
- Top Five Drone Services Provider (Frost & Sullivan, 2019)
- **Industries served:** Energy, Utilities, Transportation, Oil & Gas
- **Headquarters:** Grand Forks, N.D.

SkySkopes is a premier drone services provider bringing innovative solutions to the energy sector. As an early purveyor of drone services, SkySkopes learned how to rise to the top of a highly competitive market using industry-leading expertise and cutting-edge operations, while growing their program.

### Common jobs SkySkopes flies:

- 3D mapping and modeling with advanced LiDAR systems
- Electro-optical and infrared inspections
- Asset inspections, such as checking transmission and distribution structures to ensure compliance standards are being met
- Right-of-way inspections for pipelines and power lines
- Photogrammetry



Safety is part of our aviation culture. In an industry full of uncertainty when it comes to safety standards, we pile on certifications and have a ravenous commitment to continued education in the world of safety

– *Matt Dunlevy, President and CEO of SkySkopes*

SkySkopes focuses on delivering value to customers by hiring highly-qualified drone pilots, setting first-class safety standards, and landing jobs in major industries. They fly aircraft with premium LiDAR and optical gas imaging (OGI) sensors, and perform advanced operations like “sock pulling” for transmission lines.

When SkySkopes wanted to scale up, they realized their existing systems — spreadsheets and other tools — couldn't support complex aviation operations. They turned to Skyward to manage their entire drone operation within one system.



### SkySkopes uses Skyward for:

- Airspace intelligence and access
- Flight logging
- Personnel, equipment, and aircraft management
- Industry insight
- Oversight of all operations

We use Skyward because of the accountability and situational awareness that it affords us... **There just isn't a way to scale without something like Skyward.**

— Matt Dunlevy, President and CEO of SkySkopes

## SkySkopes's tips for establishing a scalable drone program:

1. Hire qualified, experienced drone pilots
2. Establish strong, safe aviation standards
3. Use an aviation management platform like Skyward
4. Find big use cases and deliver value to customers
5. Ensure your systems and procedures can scale with your program
6. Stay up to date on regulations and program standards

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