

Preparing Sites for Operational Readiness

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Session Objectives

Preparing Sites for Operational Readiness

1. Understand system requirements for site selection
2. Identify common obstacles to Operational Readiness
3. Describe valuable approaches to managing stakeholder expectations at this stage



Waivers: Your First Step

- A Certificate of Waiver (COW) is required to fly Dock-based DFR
- Why not start now?
- The FAA is approving them quickly – don't wait to get started!
- Early approval sets your program up for scaling



Site Selection: The Basics



Must have a clear view of the sky



Must be installed on a true level surface



Requires dedicated power



Requires ethernet connection



Requires space for the External Radio



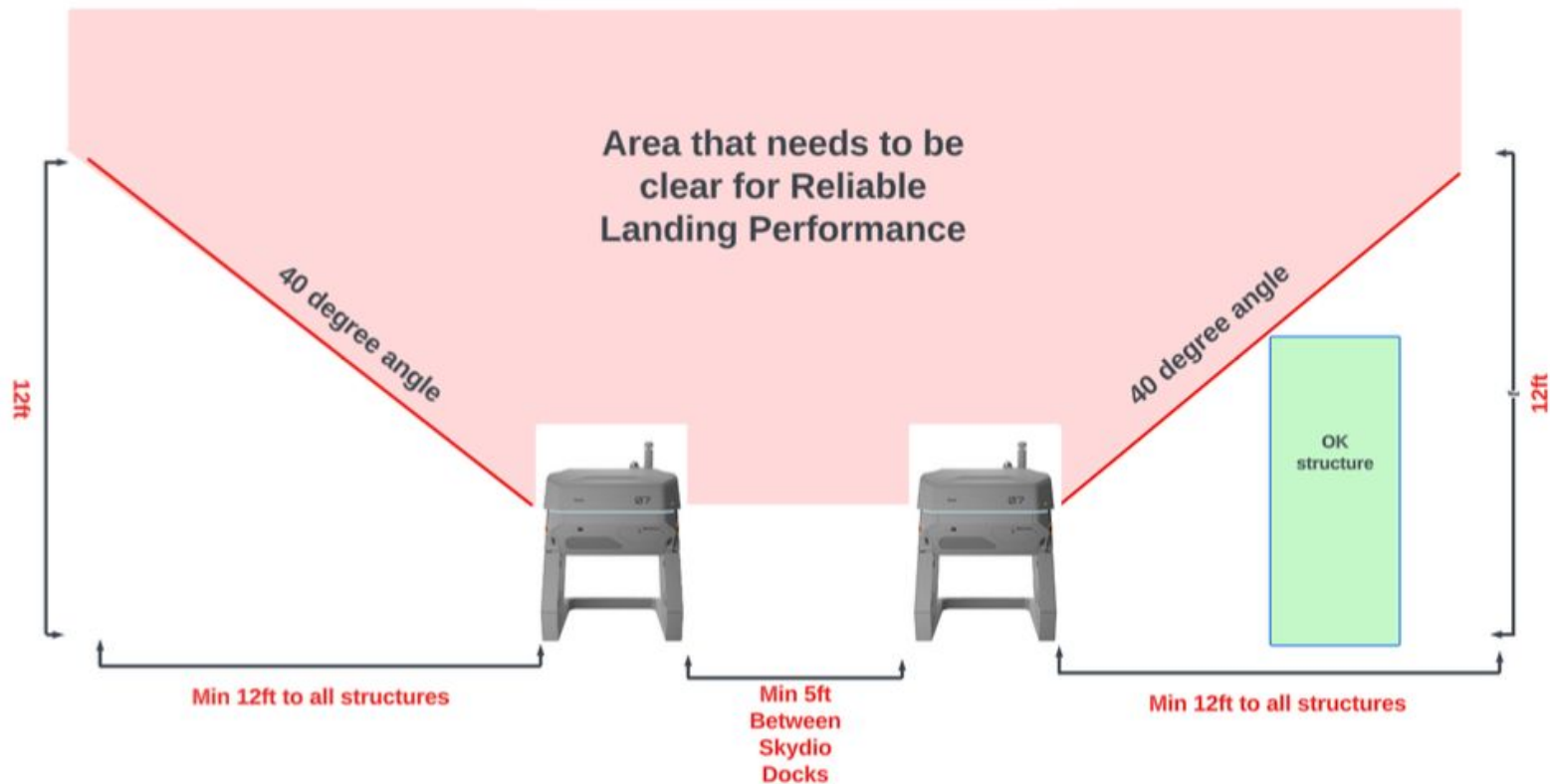
Simple, but critical

Needs to Be Outside

This is a **launchpad**, not a copy machine

Requires **40 degrees clearance**

More challenging for
ground deployments



How important is the Majesty of Flight?



Needs to be level



BAD



GOOD

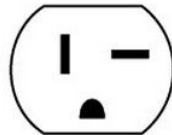
Power Requirements

- 110V is fine for warm climates
- 220V is required for freezing conditions
 - 0° in Celsius
 - 32° in freedom degrees
- 220V are less common, but if you're pulling new, then pull it.
- Typical draw: ~2000 watts during normal ops

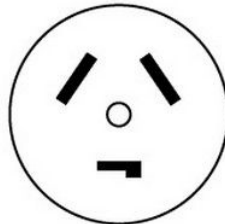
Types of Outlets



110 volts
15 amp



220 volts
20 amp



220 volts
30 amp

SPEC-RITE



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Real Estate Inspections

E005

Ethernet Requirements

- Cat6 cable with RJ45 connection required
- Ports needed for the Dock and External Antenna (*New*)
- Firewall must be tested and opened → coordinate early with IT

We're not streaming movies. Upload baby, upload!

Skydio External Radio

- Needs to be high and unobstructed
- Powered by Dock if within 150 feet
 - Or separate network port
- Needs to be in a clean RF environment



Be the Dock

- **Go to the roof**
 - Can you walk there?
 - Is it safely accessible?
 - Can you see power?
 - Would you feel comfortable flying from there?



"Glenn" or "Miss Gail"

- Every city has them
- Might not be in the PD
 - City IT
 - Buildings Department
 - Planning Department
- They will not be at your kickoff or at your steak dinner
- Big Chief Energy does not work on them



Potential Human Blockers

Close your eyes!

Think right now about the person you hope **never touches this project**



Now include them early

Best case? You win them over

Worst case? You receive executive approval to roll past them

This doesn't apply to liability, insurance, or procurement.

Blockers (Non-people)

1. Firewalls

2. Integrations

3. Outside contractors
(infrastructure)

4. Staffing (Pilots)

5. Waivers

6. Site Readiness

Trust no one

- The firewalls document didn't get read
- The make ready work is delayed due to a missing part
- The crane didn't get ordered

Communication is not coordination

Program Manager

- How many of you here are or will be DFR program managers for your agency?
- How many of you are currently program managers?
- Are any of you here because you need to choose that person?
- How many of you have experience with drones?
- How many of you have experience writing policy?
- How many of of you have experience coordinating with other city agencies (Public Safety and Non-Public Safety)
- How many of you brief with your Chief/Commissioner/Emperor on things like this on a regular basis?

This is a really hard job.

- **Leader:** Need to create and manage timelines. Manage procurement and contracting for make ready work. Brief leadership
- **Schmoozer:** You need to befriend people who do not have badges. Charm residents and educate the media.
- **Mechanic:** You need to understand, 1) how the Dock works, 2) the places you plan to put the Dock and 3) the work that needs to happen at those sites
- **Pilot:** Someone who understands flying DFR, specifically FAA airspace and grids and settings in DFR Command

Implementation Vs Management

Implementation

Here you're building a program. Staffing it. Creating or editing policies and guidelines. Managing contractors and internal resources. Working with the PIO. Updating the Chief.

Management

You're running the program. Handling staffing challenges, conducting audits, staying abreast of product releases and changes. Tracking firewall changes. Updating the Chief and PIO with success stories.

Questions?

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