



Request for Information

UK Drone services and solutions

Reference Number: CPC2021034

Release date: 03/03/2021

Challenge Statement

Instructions

The Connected Places Catapult (CPC) is publishing this request for information (RFI) to explore the status of drone service use cases and capabilities in the UK

The purpose is to provide potential solution suppliers with an overview of our aims and to seek responses that explain the capabilities of products, services and solutions available in the marketplace, or near-market prototypes. This information will be used to inform future development opportunities. Responses are non-binding.

We have aimed to make this RFI process as efficient as possible, reflecting its non-binding nature. We would be happy to receive brief responses with enough information to allow follow-up. Feedback on the process is also welcome.

Please respond by reading this document and then register, download the short response forms, and upload your response(s) here:

[Request for Information - UK Drone Services and Solutions \(due-north.com\)](https://due-north.com)

Or email your complete responses to:

procurement@cp.catapult.org.uk

Closing date: 12:00 noon, Tuesday 23rd March 2021

Introduction

What are we trying to achieve?

This RFI is associated with the Drone Pathfinder Catalyst programme, led by CPC in collaboration with the Department for Transport (DfT), Civil Aviation Authority (CAA), and the Department for Business, Energy & Industrial Strategy (BEIS).

This programme is focussed on solutions that will generate a safe operating environment, reduce the barriers to entry, and ultimately, facilitate **increasing adoption and use of Unmanned Aerial Systems (drones) across the UK for economic, social, and environmental benefit.**

There is a wide consensus that drone technology and services will be impactful, disrupting many industrial sectors. We are seeking to deliver a series of demonstrations to showcase capabilities with current and emerging drone technologies and solutions. The objective is that the demonstrations will result in adoption by the industry segments to realise the potential benefits.

How are we going to achieve it?

As part of the Pathfinder Catalyst programme, CPC and its industry partners will carry out demonstrations of drone technology solutions and services that are ready to be commercially exploited now or in the near term. The demonstrations of the solutions will provide a showcase of the untapped capabilities and benefits currently available to many UK organisations. It is intended that the demonstrations will be live and that videos and case studies will be available for wide distribution. The CPC will work with partners to develop media productions, case studies and template business models, and facilitate a dissemination campaign to maximise the impact of these solutions on the uptake of drones across the UK.

What will happen next?

This RFI is intended to help CPC build a catalogue of industry capabilities, use cases and potential solution partners to inform demonstration planning and future procurements. Responding to this RFI will notify CPC of your capabilities and interests and enable us to keep you informed about opportunities as the programme progresses over the next 12 months. We will be planning demonstrations on a rolling basis during that time, and we will be releasing specific opportunities as appropriate to support these demonstrations.

Organisations that successfully engage in subsequent steps in the procurement process will support the programme as a solution partner and benefit from opportunities including:

- Access to a part of a £250,000 funding opportunity, individually assessed per demonstration
- Showcasing their capabilities, with successes shared nationally
- Cross-sector industry networking and learning from best-practice
- Signposting to other potential funding opportunities
- Working with the CAA, DfT and BEIS, gaining opportunities to inform government roadmaps

Who would we like to hear from?

CPC is currently considering a broad scope of use cases and demonstrations with an aim to refine our focus as the programme progresses with the help of RFI responses. Guidelines for who we'd like to hear from are given below, but these are not exhaustive.

Given the potential complexity of this problem space, it is anticipated that individual organisations might not be able to address every aspect of any solution and would need to work with partners and form consortia for any development activity that follows.

We would like to hear from companies with solutions who are interested in use cases and demonstrations in any sector within the UK, covering VLOS and BVLOS application such as:

- **Inspection** e.g. long linear, at height, large infrastructure, confined space, industrial, insurance validation.
- **Surveys & mapping** e.g. construction surveys, geomatics surveys, thermal surveys, volumetric surveys, remote exploration, hyperspectral surveys
- **Media production** e.g. photography, videography, 3D or immersive media production.
- **Logistics** e.g. warehouse stock movement, on site delivery, end user delivery
- **Emergency services support** e.g. rescue services, law enforcement services, firefighting services
- **Sensing and measurement** e.g. pollution or environmental monitoring, weather monitoring, sensor calibration.
- **Security** e.g. perimeter surveillance
- **Etc.**

This list is by no means exhaustive, and we are highly interested in each aspect of the end-to-end workflow which makes up a drone service or solution, not just the drone flight.

We would therefore like to hear from companies with capabilities including but not limited to:

- Drone operators
- Drone flight planning, logistics and permissions
- Drone technology solutions
- Expertise in analysing, evaluation and sharing drone captured data
- Providing drone technology hardware
- Providing drone technology software
- Expertise in using robotics as part of a drone solution
- Expertise in using AI as part of the data analysis of a solution using drones
- Etc.

Response guidelines

We have aimed to make this RFI process as efficient as possible, reflecting its non-binding nature. Many of the questions are optional, and we would be happy to receive brief responses with enough information to allow follow-up. The page limits are suggested maximum limits, but they are not strict.

On the portal linked below, you will find:

- I. **General response template**
This contains short general questions about your organisation and its capabilities, and interests.

- II. **Optional response template (including case study)**
This contains some more detailed questions and the opportunity to add relevant case studies. Please feel free to send case studies in any existing format (websites, PDFs, etc.) instead of using this case study template. Every question in this section is entirely optional, so please only respond as you wish.

Additional materials are welcome, such as product specification documents, related research papers, or information on trials/deployments.

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Contact

If you have any queries about this RFI, please contact us by emailing drones@cp.catapult.org.uk