

Aerocompanion

Pitch Deck

January 2025

calvin_addison@yahoo.com

Try Pitch



2. Problem

Traditional drones fail in GPS-denied environments, lack modular adaptability, and do not offer scalable real-time operation for critical missions.

92%

struggle with operations in GPS-denied zones

53%

require real-time data transmission

89%

of current solutions fail to meet multi-use demands

3. Value proposition

Aero Companion solves the challenges of GPS-denied navigation, real-time data transmission, and modular adaptability by leveraging cutting-edge AI, computer vision, and a modular payload system, enabling drones to perform complex autonomous missions in diverse environments. With seamless connectivity and a user-friendly interface, it empowers operators to achieve mission-critical goals with precision and efficiency.



6. Go-to-market plan

- 2025
Minimum viable product
- 2026
Experimentation & improvements
- 2027
User growth

Ideal customer

- **Who:** Businesses and agencies in surveillance, delivery, agriculture, and rescue operations.
- **Where:** Geographies with challenging environments.
- **Pain Points:** Limited drone functionality, unreliable GPS navigation, lack of mission adaptability.
- **Jobs to Be Done:** Streamline autonomous operations, achieve precision in delivery, and enhance situational awareness.

Acquisition

Direct Sales to Enterprises and Government Agencies

- **CAC Estimate: \$5,000–\$15,000 per customer**
 - Salaries of sales representatives or business development managers.
 - Travel and lodging expenses for in-person meetings and demos.
 - Proposal creation and negotiation costs.

Scale

- **Expand into international markets.**
- **Build recurring revenue streams through SaaS-based subscription models for software updates and additional AI services.**

5. Business model



Enterprise

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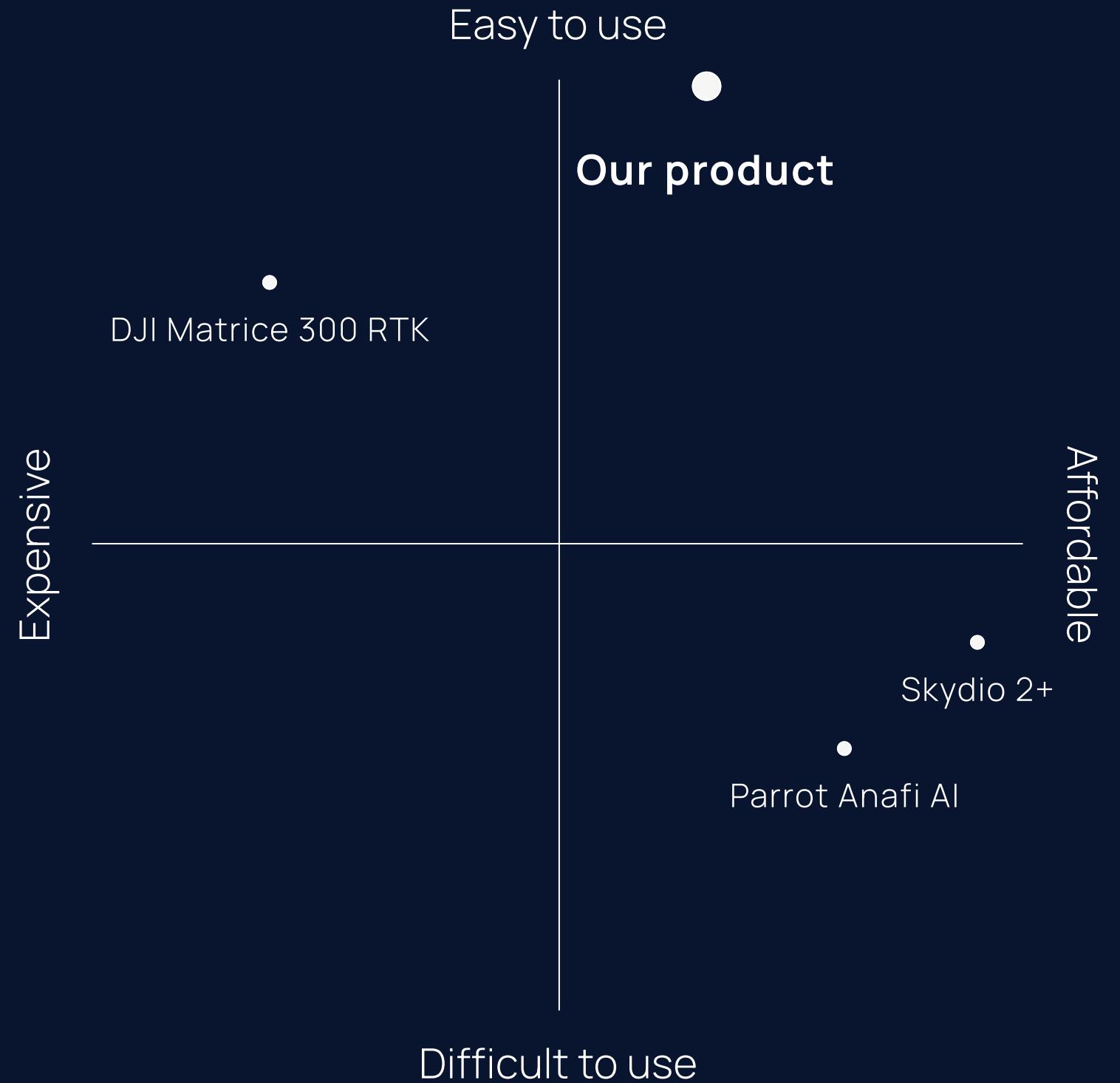
We will generate revenue by providing high-value, enterprise-grade drone systems tailored to meet the specific needs of industries such as defense, infrastructure, and search-and-rescue.

- **Hardware Sales:** One-time revenue from drone and equipment purchases.
- **Software Subscription:** Ongoing SaaS revenue for AI updates, analytics dashboards, and advanced autonomous capabilities.
- **Premium Support:** Contracts for training, maintenance, and system customization.

Unit Cost: Starting at \$5,000+ per deployment.

Pricing: Starting at \$15,000+ per deployment.

7. Competitor analysis



Competitive advantages

What makes you unique?

- GPS-Free Navigation
- AR Smart Glasses Integration
- Modular Payload System
- Voice Command Capability

2. How will you be able to outperform your competitors?

- Affordability and Usability
- Advanced AI Features
- Future-Ready Technology

3. What makes you confident these differentiators matter for consumers?

GPS-free navigation, AR integration, and modular payloads provide a scalable, efficient, and versatile solution for industries like defense, infrastructure, and search-and-rescue.

8. Management team

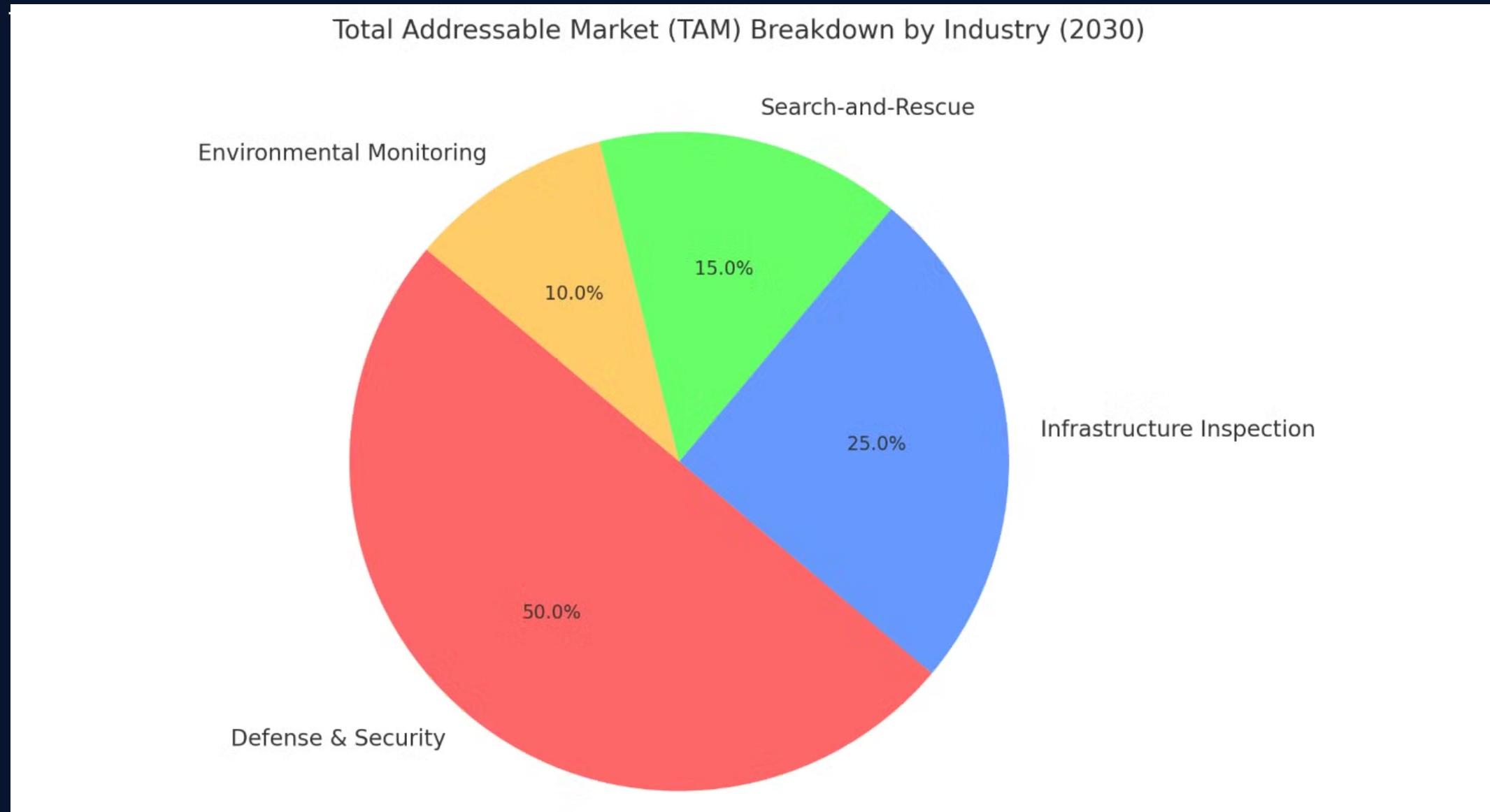
Our team is uniquely positioned to tackle the challenges of developing and delivering AeroCompanion, combining deep expertise in software engineering, hardware development, and strategic leadership. With over 15 years of experience in mission-critical projects.



Calvin Addison

CEO

9. Financial projections & key metrics



Global Drone Market

- Market Size (2023) Approximately \$64.32 billion USD
- Projected Market Size (2030): Expected to reach \$90 billion USD, with a compound annual growth rate of around 14.5% from 2024 to 2030

Target Segments

- **Defense & Security:** GPS-free navigation and autonomous operations for surveillance and reconnaissance.
- **Infrastructure Inspection:** Real-time data for power lines, bridges, and pipelines.
- **Search-and-Rescue:** Rapid deployment in disaster recovery and emergency response.
- **Environmental Monitoring:** Wildlife tracking, forestry, and pollution management.

10. Current status, accomplishments & use of funds

Current status

What is the current status of your product?

- **Nov**
Prototype complete with advanced user interface.
- **Dec**
Preparing for operational test flights
- **Jan**
Finalizing partnerships and prototype design.

Accomplishments

What have you been able to accomplish so far?

- 1.
Developed a prototype featuring a web interface
- 2.
Completed successful proof of concept.
- 3.
Secured interest from key industries, including defense contractors and search-and-rescue teams

Use of funds

Finally, talk about how you'll use the money you raise.

- 1.
Generate interest through targeted campaigns.
- 2.
Scale operational test flights and tune based on feedback
- 3.
Enhance capabilities, improve modular payload systems, and prepare for mass production

Thank you

January 2025

calvin_addison@yahoo.com

Our Ask

We are seeking \$500 thousand USD to accelerate the development and commercialization of a cutting-edge autonomous drone solution.

Funding Allocation:

1. **Operational Testing (40%)**
 - Conduct extensive real-world test flights in defense, infrastructure, and rescue scenarios.
 - Optimize GPS-free navigation and AI capabilities based on feedback.
2. **Engineering and Development (35%)**
 - Finalize modular payload systems and AI integration.
 - Scale AI-driven autonomy and swarm intelligence.
3. **Marketing and Partnerships (15%)**
 - Build relationships with industry leaders in defense and critical infrastructure.
4. **Production Scaling (10%)**
 - Prepare for pilot programs and limited production runs to meet early demand.



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