

AUVSI 2017: Lessons to learn from manned aviation

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Commercial unmanned operations could benefit by analysing safety and regulatory requirements of manned aviation and incorporating some process into their business, according to Jon Damush, VP and general manager of commercial at UAS manufacturer Insitu.

Last year the FAA announced the formation of a 'broad-based' drone advisory committee to advise on key unmanned aircraft integration issues. Boeing Insitu is one a number of major OEMs that sit on the committee.

Speaking to Shephard at AUVSI's Xponential on 10 May, Damush said that for commercial operators there were challenges were on the certification side of the industry and safety case analysis.

Damush said that he would 'tend to take the side' of the body and 'lean towards' the processes of the manned aviation industry.

During the show the company marked the **first year of operations** for its US unmanned commercial arm and announced that the previous head of their Australian operations had been drafted in to assist in expanding the North American market.

'There has been tremendous success in Australia which has given us a chance to prove our concept of operations [in North America]. Our focus is the US because if you solve that challenge you can do it anywhere else in the world,' Damush stated.

'There is a tremendous growth opportunity in the US and Canada but also elsewhere [in a region like] Africa with oil production and other challenging environments.'

Insitu has conducted BVLOS operations in Australia and in May last year announced a contract award with Queensland Gas Company for infrastructure monitoring and inspections **after an 18 month trial period**.

According to the company at the time its **ScanEagle** was expected to enhance operations at QGC and improve safety by reducing the demand on manned teams and assets.

With the arrival of Vincent Vidal from the Insitu Pacific office, who has taken up the role of director of commercial solutions, new emphasis is being given to its North American operations.

In May the company revealed its INEXA Solutions service, which combines remote sensing products and information delivery services for the commercial sector. The system effectively simulates solutions being considered for future operations to ensure a return on investment.