

# Sphere Drones and Delair Sign Australia-first Distribution Partnership



Sydney-based Sphere Drones has recently signed an Australia-first deal with Delair – a global UAV solutions provider for commercial drone applications. Delair's UAV solutions are currently in use globally by commercial clients in industries across surveying, mining, agriculture, transportation, asset identification and oil and gas. The company is considered an experienced provider of fixed-wing commercial drone solutions, combining its high-performance and long-range UAV hardware with sophisticated analytic technology and operational services.

Paris Cockinos, managing director of Sphere Drones, said his team is particularly excited to have a technology pioneer and market innovator such as Delair as part of their UAV portfolio. The vastness of Australia makes drone-based monitoring and data acquisition

the perfect approach – both from a cost and functionality point-of-view – for a wide range of commercial operations. Having globally recognised UAV technology from Delair will be a significant benefit to commercial clients, he added.

As a major UAV sales, consulting, research & development (R&D) and service provider in Australia, Sphere Drones was selected by Delair based on their own commercial [solution and application expertise](#).

Through this new agreement with Sphere Drones, operating in the Australian UAV industry since 2012, commercial customers will benefit from a highly-skilled and experienced partner, widely regarded as one of Australia's leading authorities on UAV applications and operations, said Marta Jubero, Delair, channel sales director.

## Exclusive Delair UX11 reseller in Australia

As part of the agreement, Sphere Drones will become the exclusive [Delair UX11](#) reseller in Australia, with the two companies set to rapidly expand distribution to include the entire product line including the [DT18](#) – Delair's premier long-range UAV solution which offers the industry's highest precision solution with direct georeferencing.

Sphere Drones has been at the Australian forefront of developing and working with multiple industries to develop tailored and often proprietary commercial drone solutions. With success already across mining, agriculture and surveying, the company anticipates this will grow at an exponential rate with the access to the Delair technology, said Paris Cockinos.

With the Asia Pacific commercial drone market estimated grow to nearly \$7 billion by the end of 2022, Australian commercial drone applications are well-positioned for major growth and to provide dramatically improved application services and substantial cost-benefits to those industries that engage UAV technology.

## Regulations on commercial drone use in Australia

Indeed, the key safety body in Australia, the Civil Aviation Safety Authority (CASA), has recognised the value of UAV technology in commercial applications and has eased regulations on commercial drone use allowing significantly greater opportunities for commercial UAV applications including mining, agriculture, surveying, search and rescue, farm management and asset inspection.

With Delair's drone and technology solutions, Sphere Drones will become Australia's premier fixed-wing drone mapping and remote sensing solution provider.

## Photogrammetric mapping drone

Sphere Drones will provide dedicated sales, service support and customer advice for the [Delair UX11](#) - an innovative photogrammetric & professional mapping drone solution. The UX11 is capable of onboard data processing, PPK-as-you-go, and both wireless and cellular communications to ensure survey-grade results anywhere it operates. Where allowed, the drone is also designed for Beyond Visual Line Of Sight (BVLOS) operations.

All Delair's solutions are designed to make it easy and cost-effective for enterprises to adopt commercial drones and support a seamlessly integrated workflow – from hardware and data acquisition services, to data processing software, added Paris Cockinos. This integrated

approach enables commercial enterprises to automatically and instantly collect aerial intelligence, analyse and rapidly integrate it into their daily business processes.

You can learn more about Sphere Drones, their commercial solutions and the exciting opportunities with Delair UAV technology at [www.spheredrones.com.au](http://www.spheredrones.com.au).

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