

Trimble Sells UAS Division to Delair-Tech



Trimble has announced that Delair-Tech has acquired its Belgium-based Gatewing unmanned aircraft system (UAS) engineering and manufacturing business. Delair-Tech is a leading provider of long-range, fixed-wing UAS solutions for industrial inspection and asset management applications headquartered in Toulouse, France. Delair-Tech intends to grow the acquired business as part of its portfolio.

This transaction is part of Trimble's continuing programme to tighten the corporate focus, said Ron Bisio, vice president of Trimble's Geospatial Division. Trimble will remain actively engaged in the market by leveraging its brand-agnostic software technology for a broader range of UAS platforms, he added.

Strategic alliances

In addition, Trimble has entered into strategic alliances with Delair-Tech and Microdrones of Siegen, Germany. Microdrones is a leading provider of multirotor UAS solutions. Under the agreements, Delair-Tech and Microdrones will become preferred providers of both fixed-wing and multirotor UAS solutions, with Trimble providing software, data processing and deliverables to UAS operators across multiple vertical markets.

According to Ron Bisio, Trimble chose to partner with Delair-Tech and Microdrones to strengthen their UAS portfolio. Working together, Delair-Tech and Microdrones will deliver industry-leading UAS platforms and Trimble will focus on core software technology for UAS that integrates positioning, remote sensing and photogrammetry. The end goal is to deliver a complete solution to transform work processes and efficiency for the customers, he continued.

Michael Delagarde, CEO of Delair-Tech, said he is proud that Trimble selected them to be their fixed-wing UAS solution provider. With the addition of Gatewing to Delair-Tech's portfolio, the company can provide one of the most innovative and extensive portfolios of long-range, fixed-wing commercial UAS solutions to support Trimble and its distributors, Delagarde added. The portfolio will continue to provide dedicated end-to-end solutions, from hardware to fully processed aerial data, which can then be turned into actionable business intelligence.

Microdrones complement the Delair-Tech fixed-wing lineup with one of the most resilient and stable Vertical Take-off and Landing (VTOL) aircraft on the market today. This provides a complete product line of tightly integrated solutions for mapping, said Microdrone's president, Vivien Heriard Dubreuil. He said to be excited to support Trimble distributors to enable a one-stop shop for UAS mapping solutions and to enable their global customers to produce exceptional results on every job.