

FLY UTAH



UTAH AERONAUTICS CONFERENCE  
2023

# Revolutionizing the Drone Era

**Amber Harrison, Brent Klavon, Matthew DeSmit,  
and Gordon Slade**

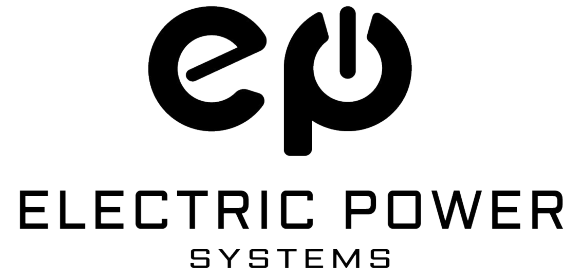


# Platinum Partnership





# Gold Partnership





# Silver Partnership



**Governor's Office of  
Economic Opportunity**





# Bronze Partnership



# Exhibitor Partnership



XeVISION



LSI



**SkyWest**  
AIRLINES



**ALPINE AIR**  
EXPRESS



SILENT **F** FALCON™



**THALES**  
Building a future we can all trust



virtower™





Mobile App Partner



Snack Break Partner



Attendee Bag Partner



Evening Reception Partner



AOPA Rusty Pilots Seminar Partner



AXIOM AVIATION





# Speakers



Amber Harrison



Matthew DeSmit



Brent Klavon



Gordon Slade



# Who is benefiting **the most** from drone delivery?

# Your Consumers and Our Communities



# How it started.

**DroneUp was founded in 2016 to make autonomous flight good for communities, good for business, and good for the world.**

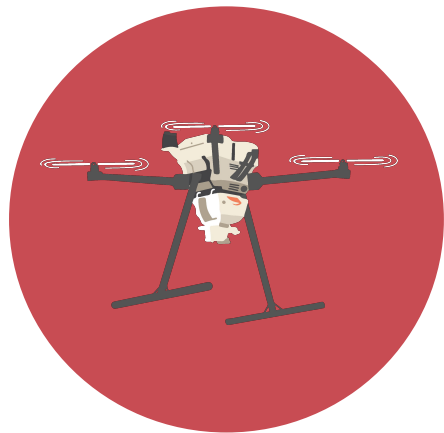
Our long-term mission is to build and deploy the world's safest and most accessible drone ecosystem.



# Benefits of Drone Delivery - Why Drones?



## Capabilities



**10,000+**  
HOURS  
FLOWN

**20,000**  
PRODUCTS  
AVAILABLE FOR  
DELIVERY



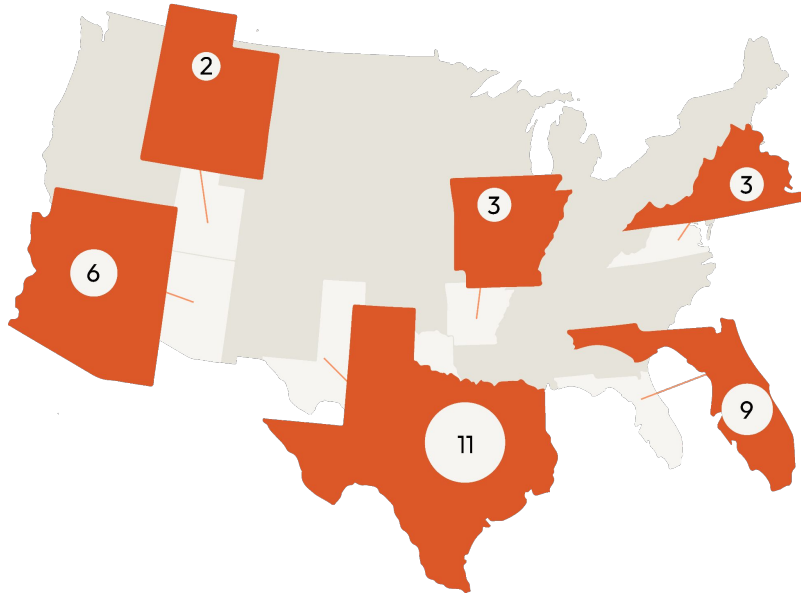
**8 DAYS**  
FOR REPEAT  
CUSTOMERS TO  
MAKE THEIR NEXT  
ORDER

**34** HUBS  
OPEN

**100+**  
DELIVERY DRONES  
FIELD

# Our Hubs

34 Hubs in major metropolitan areas.



# Examples of who is benefiting from drone delivery

Interestingly, there is an overlap with Seniors living independently and Consumers in rural areas, as seniors increasingly choose to be independent longer and to live more rural.

## SENIORS LIVING INDEPENDENTLY



## CONSUMERS IN RURAL AREAS



## BUSY FAMILIES IN SUBURBS



## PEOPLE FACING CRISES



# Busy families in suburbs

- 90% of the US population lives within 10-miles of a Walmart store.
- Top items delivered:
  - Fresh Bananas
  - Red Bull Energy Drinks
  - Oreo Cookies
  - Fresh Broccoli
  - Dog Food
- Most common order time is 7 p.m.
- 7-year-old Ezra (bottom right photo) on his birthday: *“I plan on having the best night ever with my BBQ Pringles, XL Hershey Bar, Marshmallows and Sour Patch Kids!”*





# Real customers, real results



## Fast Growing Results

**152%**  
INCREASE IN  
ITEMS SOLD

**87%**  
INCREASE IN NEW  
CUSTOMERS MONTH  
OVER MONTH

**175%**  
INCREASE IN MONTH  
OVER MONTH DELIVERIES



**4M**  
HOUSEHOLDS  
REACHED

# Thank you.

Let's fly.





# Revolutionizing the Drone ERA

## *Applications for Aerial Drones in Healthcare*

Gordon Slade MBA, CPIM, CSCP  
Senior System Director  
Distribution and Logistics Services  
Intermountain Health

# Intermountain Health by the Numbers



**7 Primary States<sup>1</sup>**  
(UT, NV, ID, CO, MT, KS, WY)



**63,000+**  
**Caregivers**



**33 Hospitals**  
Including 1  
Virtual Hospital



**1,089,000+**  
**SelectHealth**  
**Members**



**\$14.7 billion<sup>2</sup>**  
**Total Revenue**



**385**  
**Clinics**



**4,800**  
**Licensed Beds**



**4,200 Employed**  
**Physicians & APPs**

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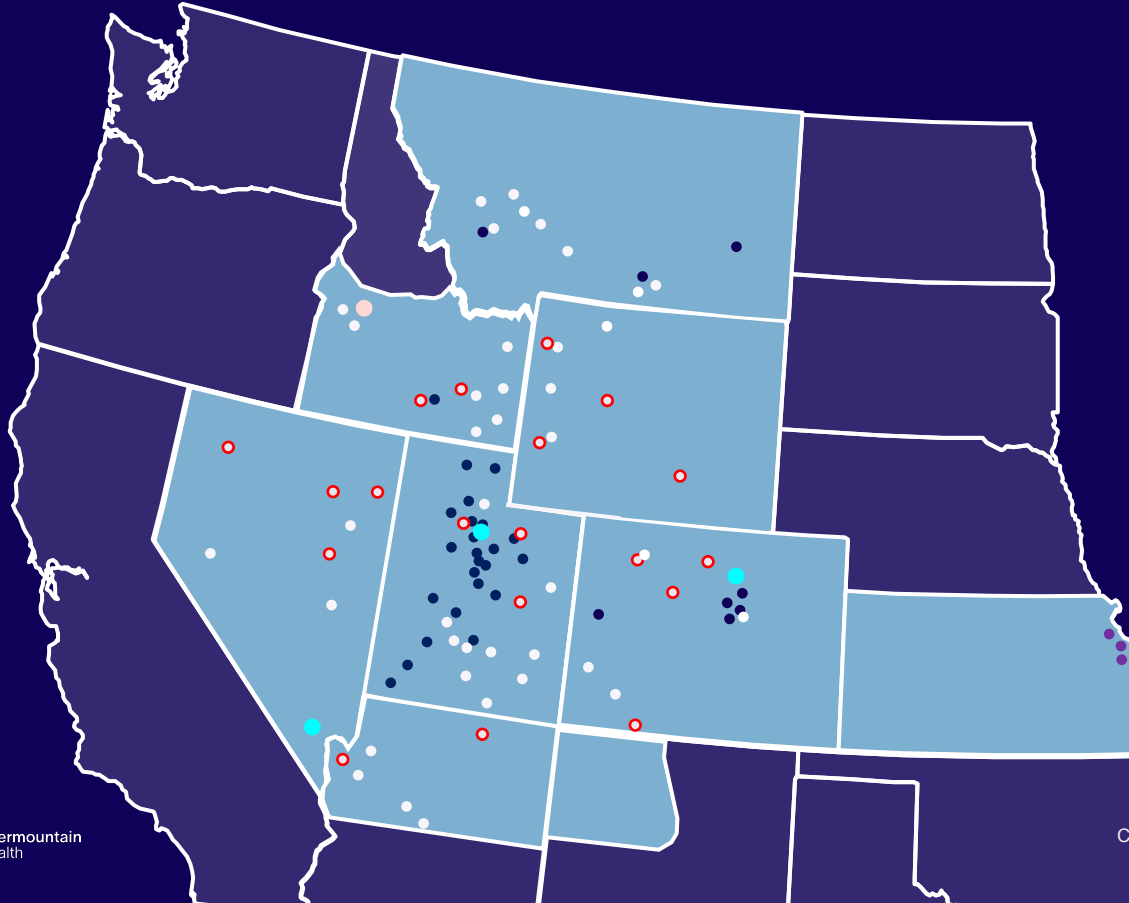


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# Intermountain Health's Current Footprint



- Hospitals
- Region HQ
- Saltzer Health
- Affiliate/Outreach Partnerships
- Classic Air Medical Bases
- Peaks Region safety net clinics

# Healthcare is Transforming!

- Healthcare is more consumer-driven and channel-agnostic than ever
- COVID-19 caused unprecedented digital health adoption
- Center of gravity of care shifting away from traditional Hospital settings to community outpatient facilities and the patient's home
- Use of new transportation logistics technologies and innovation is vital in supporting the transformation and delivery of healthcare



# Aerial Logistics (UAV) Opportunities in Healthcare

- Rx and Homecare supply deliveries direct to patients – in flight!
- Deliveries of critical Rx and medical supplies between facilities
- Timely patient lab sample transportation from healthcare provider to Central Laboratories
- Critical to life emergency supply needs for rural / distant facilities
- Disaster and Emergency Management
- Assists in achieving environmental and sustainability goals

# Example: Closing the loop on Rx Delivery

## Patient Seeks Treatment



Intermountain Health is committed to innovation and adoption of effective Aerial Logistics (UAV) solutions that support our core mission.

*“Helping people live the healthiest lives possible”*

# Revolutionizing the Drone ERA

## *Enabling Enterprise Use Cases*

**ANRA**  
OPERATION SUBMITTED

VPA 1  
SLA 798  
13:25

**STATUS**  
**OPERATION SUBMITTED**

LISTENING.....



# ANRA Technologies

Providing solutions that **enable enterprise operations** for autonomous systems

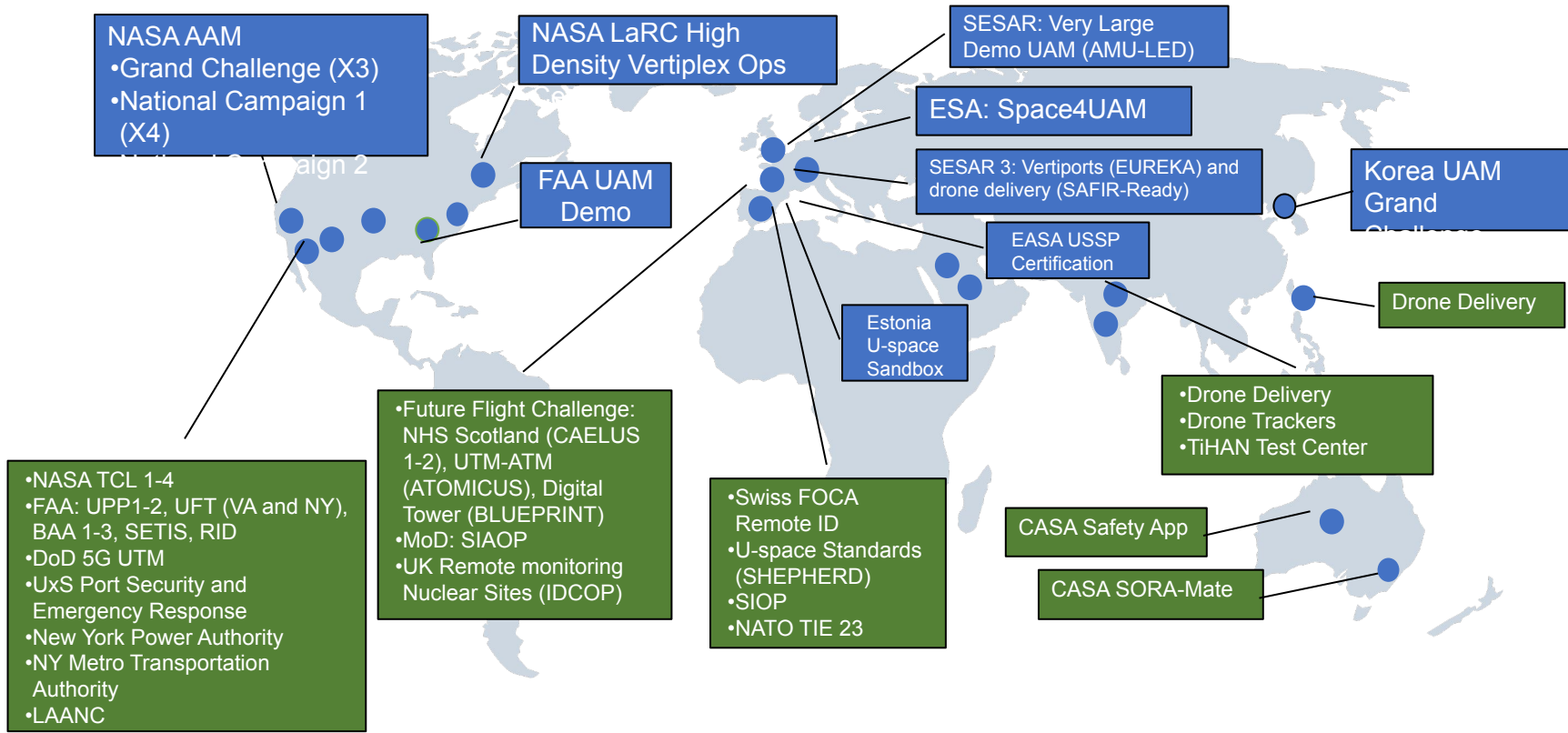
- Founded 2015, US Business
- Digital services
- Software as a Service
- Private and public clients
- Uncrewed/autonomous vehicles
  - Fleet Management (UxS)
  - Traffic Management (LAANC, AAM, UTM and UAM)
  - Remote ID
  - Operation Centers
  - Vertiport Automation

www.anratechnologies.com



# ANRA Technologies Activities

www.anratechnologies.com



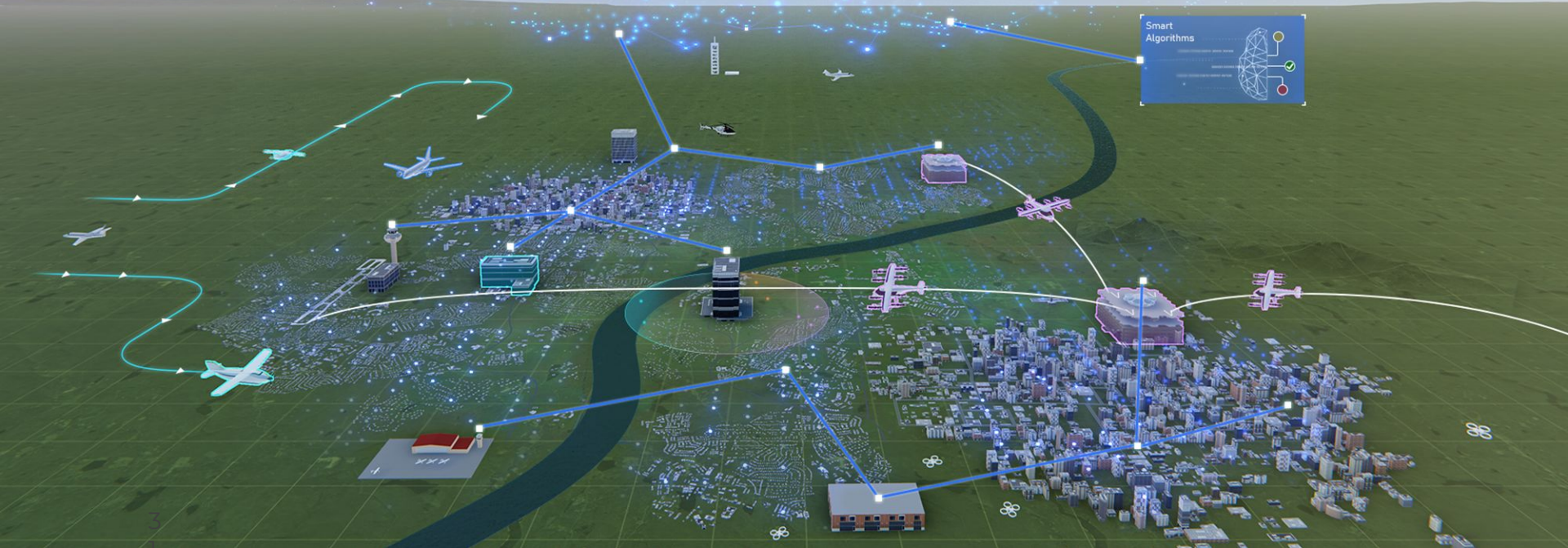
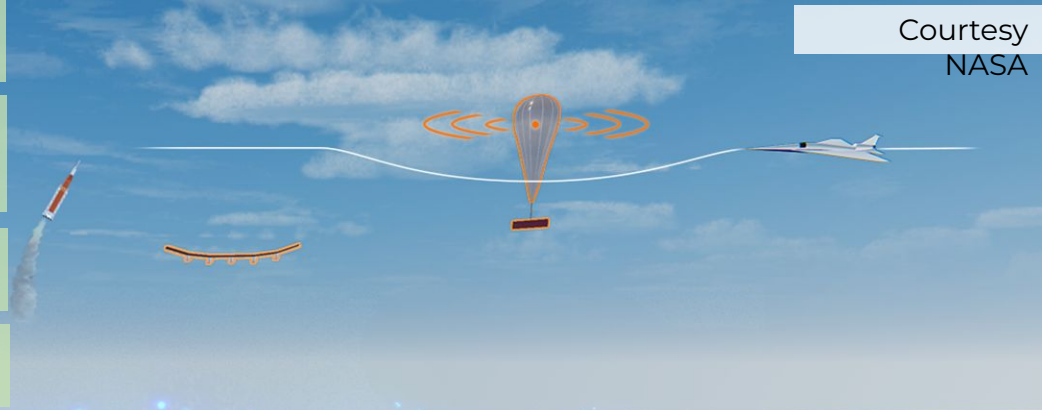
**1. Digital Information Platform:** Open-architecture data platform for advanced data-driven services for all users

**2. Pathfinding Airspace with Autonomous Vehicles:**

Seamless, scalable, and robust airspace integration of increasingly autonomous aircraft

**3. Advanced Air Mobility:** Collaborative ATM decision-making for UAM traffic management

**4. Extensible Traffic Management:** Federated distributed service-based ATM decision-making



# New York Power Authority Operations Center

www.anratechnologies.com





# FAA UTM Field Tests – New York & Virginia



# UAM Spain and UK



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**Questions?**

