



Business Support on Your Doorstep



DRONE-DAYS 2.0

“Monitor your operational risks an essential need for the continuity of your business How can the drone contribute to this issue?”



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Monitor your operational risks an essential need for the continuity of your business:
how can the drone contribute to this mission ?

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Context

- The year 2020 faced any company with a risk that was considered impossible in terms of its occurrence and its impact on the economic activity of the company
- This was impossible for business leaders
“This health risk will never affect my company” until the day in March 2020 ... lockdown for all
- Until then, the company barely assessed this health risk. The seriousness of this risk affected everyone, including authorities.
 - This risk **was not** under control
 - We improvised his crisis management



The company faces its operational risks

- To ask the real questions for the survival of the company:

But are we sure to control the other operational risks?

“What will happen now at the end of 2020 if a conventional risk occurs in my company, which is already suffering from a deterioration in its business in 2020?”

- 2021 will be “the year goes by or it breaks”
- Business leaders need to be even more vigilant about the risks and **business continuity** that may be affected

Why prepare for the future of the company?

- 81% of leaders fear having to face a disaster
- "Classic" insurance is not enough to "repair" everything
- Prevention becomes necessary for the sustainability of the business

What kind of risks are we talking about?

- Fire
 - Building
 - Machine
 - Storage
- Intrusion
 - Material
 - Machine
 - Work Tools
- Machine breakage
 - Break of production tool - transport
 - Mechanical and electrical faults

Operational risk monitoring has become an even greater challenge for the business

Malicious acts, for example, are the cause of disasters (BARPI source)

- 77% fire
- 46% of cases have environmental consequences
- 8% explosion
- 36% of acts take place during the reduced activity phase, mainly during the summer season
- With 15% of cases generating technical unemployment
- 84% of cases result in serious business losses
- All business sectors are involved

Operational risk monitoring has become an even greater challenge for the business (2)

For **Fire**, for example:

- The average cost of significant fire damage is approximately €780,000 per accident, out of a sample of 338 accidents reported on this parameter (BARPI source).
- More than 26% of these accidents have had economic consequences in excess of €1 million. This cost is justified by the destruction of all or part of the production in the fire, by the destruction of the building and the production plant and by measures of technical unemployment.

For **Maintenance**, savings can be dangerous:

- Accelerated ageing due to maintenance deficiencies and can have disastrous consequences
- Take seriously all signs of degradation and immediately bring appropriate remedies. A stop of a few days to replace equipment is better than a stop of activity of several months following an accident.

Motivation & Issues

- Every company is used to taking risks of business, investment, financing,
- As the head of the company is comfortable with business risk, on the other hand operational risks, it was not always his priority
- But unfortunately these operational risks can directly degrade the company's margin
 - Any occurrence of this type of risk has a direct impact on the company's operations and financial results.
 - **Even more so in the 2020 current context**

The company is too often limited to complying at least with the regulations regarding operational risks

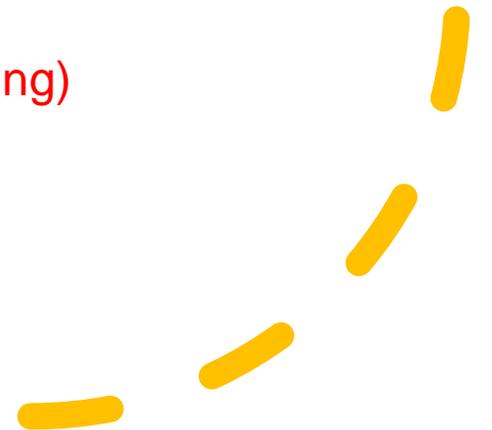
- Prevention advisors do their job as they can with the resources the company manager gives them
- *But the only person responsible in the event of an accident or disaster is the head of the company*
- This does not mean that he is aware of it and that his company controls and monitors these risks: “it never happens to me”.

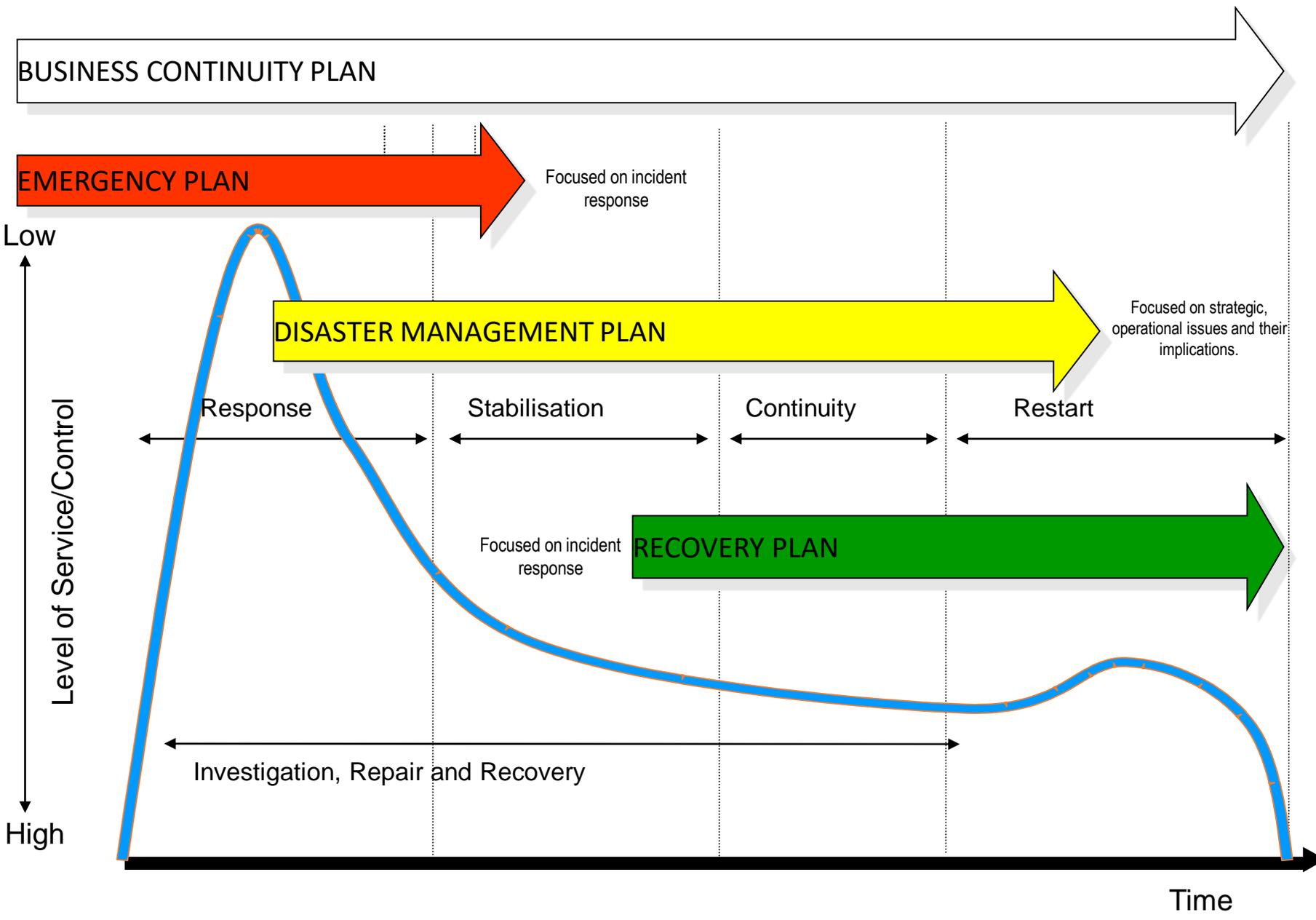
ARIA lists more than 46,000 accidents or incidents that have occurred in France or abroad, i.e. around 1,200 new events per year

Reducing the risk of loss of income

Reduction of generating risks

- Reduction of the risks themselves
- Two categories of instruments
 - Pre-disaster
 - Prevention and Protection
 - Organisation (« supply chain management »)
 - After disaster but planned before
 - Protection,
 - BCP (Business Continuity Planning)

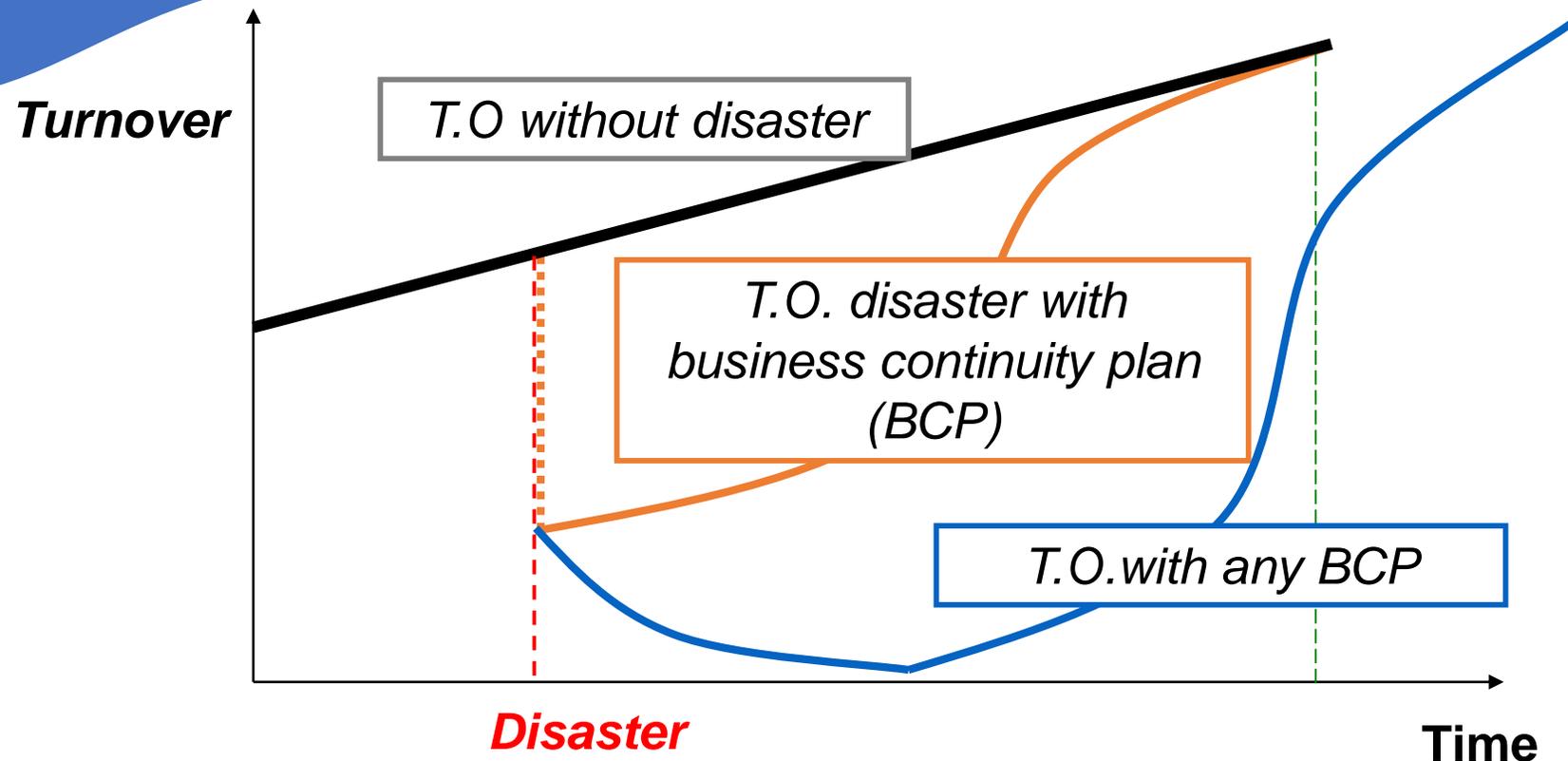




These uncontrolled operational risks can damage the future of the company or cause it to die permanently

Few companies do not recover even with the participation of its insurer

"In nearly 70% of claims, the company disappears, and the staff finds themselves unemployed" - Preventica Magazine



The 2021 challenge for the survival of the company

- The company and its manager must focus on the 2021 business recovery and their customers
- **Any new incident** would have an even **more devastating impact** on the company's survival
- It must make every effort to find the business while **avoiding at all costs any operating loss following a potential disaster**

The organization
and
risks monitoring
has become an
essential issue
to guarantee
Business Continuity

What to put in place ?

- The guarantee of survival now passes by a **result-based obligation**
- The evolution of regulation:
 - We will no longer be told what to do and what mandatory means must be put in place
 - It is up to you to carry out a risk analysis

The company manager will more and more pushed to take its own responsibility

See the COVID crisis evolution

- First authorities impose lockdown
- Now more ban, but take care of yourself and assess the risks

It is the
commitment
on the
obligation to
guarantee the
result

- This is the risk management approach
- Finally, this is what the customer expects his product/service to be delivered with satisfaction
- It is the result that counts
 - The means to achieve this will depend on each company
- The company will have to prepare even more for a possible crisis and master
 - Its Emergency Plan
 - Its Disaster Recovery Plan
 - Its Business Continuity Plan

So far, the company has had the culture of the means imposed on it by the legislator and its business owner and specialists were comfortable when told what to do and how to



Now this is no longer the case



It is up to everyone to work in complete safety and to commit to the results and no longer the means

Serving the business while controlling
its operational risks

It is Monitoring

We will have to be sure of our risk
monitoring.

In addition to the basic risk analysis,
we must assess the vulnerable points
in the company and its production
tools

- What we can no longer lose to continue to serve the business
 - The work tools
 - The technical and human resources

It will therefore be necessary to monitor the operation of its tools while preserving and protecting its human capital from the company

- *So invest in prevention and protection where a disaster can hurt very severely*
- *In addition to risk analysis, what are the vulnerabilities to monitor?*

Identify and monitor:
that's what a **drone** can do, right?

- The Drone is a new tool that can fit perfectly into this mission to help keep the business alive
- The Drone is an ideal tool to complete the monitoring
- It also brings complementarity
 - *Identification & Measures*
 - *Monitoring*
 - *It brings all its complementarity to a human organization in place on the site and complements the technical measures not always visible at ground level*

We are in a process that is not legally binding in the face of risks, but which brings its technology to the service of on-site risk identification and monitoring



This investment contributes to the company's business and survival objectives



And manages and controls risk with a 24/7 organization

And the Drone, what role can it bring ?

- Safety
 - Complete the risk identification thanks to the 3D vision and thus complete the risk analysis
 - Prevent dangerous situations
 - Monitor vulnerable areas
 - Assist Response Teams
 - Assist with alert and alarm
 - ...
- Security
 - Monitor vulnerable tools and means of protection
 - Complete video surveillance & remote monitoring
 - Assist Response Teams
 - Assist in the removal of doubt
 - ...
- Production Tool Survey
 - Identification of critical points: leaks, overheating, overcurrent, ...
 - Inspection and Predictive Maintenance,
 - ...

How can the Drone be implemented in this activity monitoring ?

1. Need for a preventive and response organization integrating the contribution of the Drone
 - In risk prevention with a continue update of the risks on the site
 - Limit the damages in case of occurrence of the risk and the disaster
2. Preliminary study in connection with the analysis of existing risks and giving another dimension thru this 3D inventory
3. Implementation of the Drone tool with its equipment in relation to the identified risks
 - Thermal Camera
 - Data secured Camera
 - Speaker
 - ...



Aerial Views and 3D Risk Mapping

How can the Drone be implemented in this activity monitoring ?

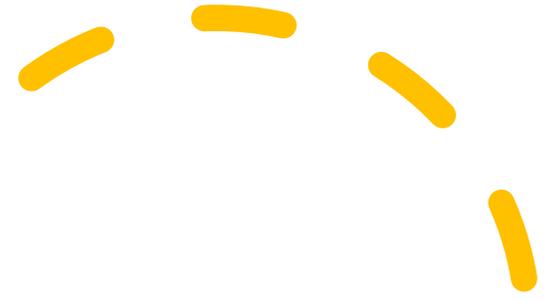
4. Training of operators in relation to the existing human organization that will have to evolve
5. Integration of actions into existing prevention and emergency plans
 - Preventive measures and data collection with analysis of changes
 - Intervention operating methods in the event of the start of a disaster in connection with the emergency plan
6. Annual review of its action plans and protocols by integrating the Drone as an additional ally

Conclusion

- 2021 will be for entrepreneurs the year when "It goes or it breaks"
- The management of ALL risks has become a must and has to be oriented "Obligation of Results"
- The drone is a new tool that provides the necessary support for 3D surveillance and business continuity through the surveillance of the vulnerable work tools by protecting the company's human capital

Conclusion

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Initiatives such as the “Drone Days” connect you with all the stakeholders and players in this specialty who have an essential or even unavoidable role to implement in the service of the surveillance of the risks of the company to guarantee its survival.

Thank you for your attention

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www.dronefender.com

*« Do it the safe way
Do it the right way
Do it everyday »*