

Unmanned Operator Drone Services

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Executive Summary

Overview

Unmanned Operator Drone Services (UODS) is a drone service and software company delivering advanced aerial mapping and LIDAR solutions for the oil and gas and construction industries. UODS supports upstream and midstream operators and construction firms with real-time, high-resolution site scans that enhance safety, reduce costs, and improve planning precision.

Now expanding into AI-enabled/ML software, UODS is launching platforms to digitize frac planning, drilling rig moves, pipeline ROW inspections, and construction site planning & logistics—enabling clients to operate faster, safer, and smarter.

Team

Travis Johnson, Founder & President

Travis has over 15 years of experience in oil and gas, including 10+ years as a lease operator. **A self-taught drone pilot and software developer**, Travis drives innovation by combining deep field expertise with emerging technology. He is the visionary behind UODS's service offerings and software roadmap and remains hands-on with clients, drone operations, and product development.

Kris Heidelberger, Co-Owner

Kris is a serial entrepreneur with 15+ years in the oil and gas sector. **He also owns Blackwell Electric, an industrial electrical contractor with over 85 employees** serving upstream and midstream clients. Kris brings strategic

business acumen and operational expertise, guiding UODS's growth strategy, business development, and customer relationships.

Products

UODS offers drone-powered services (**DaaS**)—including LIDAR scans, photogrammetry, pipeline ROW inspections, flare stack monitoring, and construction site mapping. Its flagship “Site 360” product allows clients to remotely view any location in high definition. We have delivered drone data solutions to giants like ExxonMobil and Select Water for over three years. **We are the best in this field at taking on extremely complex problems and delivering a solution. We have multiple ongoing R&D projects with Select Water, helping them fix complex operational issues.**

In 2025, UODS is launching multiple AI/ML software products:

Operra.ai (SaaS) Construction, Frac, & Drilling Rig Logistics Software (Q2 2025): AI-enabled site planning platform that transforms drone-captured site data into precise, full-scale rig-up and rig-down layouts and construction site plans—dramatically enhancing operational safety, efficiency, and accuracy. The first platform of its kind to seamlessly integrate planning, logistics, design, and GIS into an intuitive solution that anyone can master in under 30 minutes. Also, will have an app increasing its usefulness

“We started in oil & gas, but the real opportunity is becoming the logistics and site planning OS for all industrial work.”

ROWi.ai (Q3 2025): Machine learning software automating pipeline right-of-way inspections. (Built/needs to be trained).

Unmanned Drone Pumping AI (Q4?, in development): An Oil and Gas operational tool integrating UODS drones to autonomously fly & flag pumping site issues in real time.

Each platform leverages drone imagery, machine learning/AI, and industry-specific workflows to replace manual planning with intelligent digital solutions.

Revenue Model

Drone Services: \$2,000–\$8,000 per site flight.

Operra.ai Construction/Frac/Rig Logistics/GIS/Site Planning Software:
\$2,000–\$12,000 per month per site license. (also will include App)

Enterprise plans and custom integrations available.

Market

UODS is strategically positioned in major oil and gas basins (Bakken, Permian) with an addressable market of ~\$100M in drone and digital inspection services. By expanding into completions, drilling logistics, and construction planning through AI software, UODS enters a much larger combined market exceeding \$28B–\$63B globally (\$3B in oil & gas, \$25B–\$60B in construction). Automation is rapidly becoming essential due to labor shortages, safety demands, and rising cost pressures.

Competition

Oil & Gas Inspection Vendors: Competitors provide LIDAR or ROW inspections but lack integrated software, real-time AI, or full vertical integration from data capture to execution. Engineering firms adding drone services typically lack industry-specific software expertise.

General Drone Platforms (e.g., DroneDeploy, Pix4D): Generic mapping solutions lack specialized tools for oilfield and construction use cases.

Manual Methods: Many field teams still use whiteboards, spreadsheets, or basic mapping tools. UODS replaces this with precise drone data, intuitive planning software, and automated reporting.

Operra.ai is a **first-of-its-kind software solution(SaaS)**, uniquely combining planning, logistics, design, and GIS into a single, intuitive platform that users can master in less than 30 minutes—delivering unmatched operational precision and

efficiency for construction and completion activities. Multiple companies offer solutions for individual or paired functions, but none unify planning, logistics, design, and GIS into a single, cohesive platform like Operra.ai.

Financing and Milestones

UODS has successfully bootstrapped operations for the past three years, carrying minimal debt (\$18,000 vehicle loan and a \$20,000 seasonal operating loan). Revenue growth is robust, with Q1 2025 up 12X over Q1 2024, and Q2 2025 projected to outperform Q2 2024 by 5-8X. UODS now seeks visionary investors to accelerate growth, expand market penetration, and leverage its industry-leading technological advantage.

Round	Closing	Runway Through	Amount	Status	Milestones
Pre-seed	Q4 2025	Q4 2026	\$750K	Future	Develop,Hire, Sales, Market, Scale quickly. (full breakdown upon request)
Seed	Q4 2026	Q4 2027	3.75M	Future	Projected
Series A	Q4 2027	Q4 2028	TBD	Future	Projected

Comparables

Acquired Company	Acquirer	Acquisition Price	Date	Revenue/ Traction	Product Category
Skycatch	Komatsu	\$20M (est.)	2020	Industrial + Construction	Drone mapping + ML
Measure	AgEagle	\$45M	2021	Drone ops SaaS	Enterprise drone platform
Airware	Delair	Undisclosed	2019	100+ enterprise clients	Drone analytics for O&G