



ODS - Optic Drone Solutions, LLC

“High Quality, Superior, Data Rich, Aerial Videos, Photo Images and More”

Inspections - Verification - Confirmation - Technical - Assistance

7940 Denham Chase, Denham Springs, Louisiana 70726

Andrew Kennedy +1 225-445-2903 andrew@opticdronesolutions.com

Chad Kennedy +1 985-517-2301 chad@opticdronesolutions.com

Website ODS - Optic Drone Solutions, LLC

ods-opticdronesolutions.com

September 27, 2023

ODS - Optic Drone Solutions, LLC

Professional - Optical Drone Services

Sales Presentation



Introduction

We at ODS - Optic Drone Solutions, LLC

Offer Services For Businesses Like Yours

“High Quality, Superior, Aerial Videos & Photo Images and More”

For Your Project Requirements

*ODS - Optic Drone Solutions, LLC
Owners and Drone Pilot Operators
Licensed - Certified - Insured - TWIC - Credentials*

Chad Kennedy

ODS - CEO President

FAA Drone Pilot - Part 107 Certification

FAA Commercial Rated Fixed Wing - Aircraft Pilot

Real Estate Agent

+1 985-517-2301 chad@opticdronesolutions.com

Andrew Kennedy

ODS - CFO Chief Financial Officer

FAA Drone Pilot - Part 107 Certification

Real Estate Agent

BS Accounting Degree

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Drone Services

Professional Drone Video & Photo Image Services

Drone Pilots - sUAS - FAA Part 107 ^[1]

Licensed - Certified - Insured - TWIC - Credentials

Serving the Greater Louisiana Area

Gulf Coast Regional States

Texas - Louisiana - Mississippi - Alabama - Florida and Beyond

High Quality - Superior - Data Rich

Aerial Videos - Photo Images and More

Multiple Drone Camera(s) From Visible to ^[2]

Radiometric Thermal Imaging Capabilities

Obstacle Detection & Collision Avoidance

On Board Sensing Systems

Inspections - Verification - Confirmation - Technical - Assistance

Preventative Maintenance - Schedules

Construction Projects - Progress Videos - From Start to Finish

Sales Presentations To Litigation Evidence

For Various Industries

To Assist you for Further Action - Appropriately

ODS Provides:

Drone Project Consultations - Job Execution Planning

Project Site Walk Down as Required

ODS - Work Hour Estimate - Proposal

Drone Activities Performed

Video and Image Electronic Files Delivered

ODS - Close Out - Observation Reports

ODS is Available to assist you for any Drone Activities

That you require on a Per Project basis

We are Committed to our Long Term

Business Plan and Continued Effort

To provide the latest Drone Technology

That is available to offer you.

^[1] Drone Pilots - sUAS - FAA Part 107 Certifications - (Small - Unmanned Aircraft System)

^[2] Refer to the ODS Drone Aircraft Features - Flight Plans - Preparation for all Safety Protocols for Additional Detailed Information



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Services & Applications

Services & Applications For all of your Project Requirements
Inspections - Verification - Confirmation - Technical - Assistance
From Real Estate, Commercial to Industrial Facilities

Sales Presentations To Litigation Evidence
Construction Projects - Progress Videos - (FAT) Factory Acceptance Testing
Preventative Maintenance - Schedules

Roofing Damage - Flat Roofs, High Pitched Roof Designs and
Configurations that are difficult to reach - Moisture Leaks & Mold Verification
Roof Installed Equipment Arrangements
HVAC - Condensing and Chilling Units - Utilities
Solar Panels - Multiple Arrays - Arrangements
Communications Equipment - Manufacturing Processing Facilities

Radiometric Thermal Imaging Inspection Assistance Identifies
Unusual Observations - Anomalies or Points of interest
Present under Normal Operating - Working Conditions
Hot-Spots and Verifiable Anomalies will be Identified and
Included in an ODS - Close Out - Observation Report
No Observable Findings will be reflected in the report

All Video and Photo Images are provided to our
Clients - Customers for their Further Action

Additional ODS Services Includes - Thermal Image Analysis - Based on our DJI Thermal Analysis Tool 3^[1]
Software Package to Establish your Baseline History Criteria or for your Further Action
It Generates a Document Report Per Image and an Additional Image for Zoom & Navigation within the Image.

Close Out Report and Electronic Files Are Delivered via Email
ODS Google Drive - File Storage Servers
SD Memory Card - Laptop - Computer - File Transfers
Delivered Per Project Agreements

All that is Required for File Storage Server Access
Is an appropriate Email Address - Specific Person(s)
To Grant you Access for your Project Files & Documents

ODS also Provides Services for the following:
Search & Rescue Assistance
Disaster Relief Assessments - Assistance
Infrastructure - Organized Events - Specific Requests
Wildlife Conservation & Rescue
Additional Drone and Pilot Assistance - For Your Project Needs
“A Set Of Eyes In The Sky”

ODS - Alternative Solutions - Technical Services Division

^[1] Refer to the ODS Infrared Thermography Talking Points for Additional Detailed Information



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Industries Accommodated

Real Estate

Land Properties - Residential Homes - Housing Complexes

Construction Projects - Progress Videos

Preventative Maintenance - Schedules

Commercial

Offices - Buildings - High Rises - Warehousing - Storage Facilities

Commercial - Manufacturing - Processing Facilities

HVAC - Condensing and Chilling Units - Utilities

Solar Panels - Multiple Arrays - Arrangements

Communications Equipment

Construction Projects - Progress Videos

Preventative Maintenance - Schedules

Industrial Complexes

Oil & Gas - Refineries - Natural Gas - Pipelines

Petrochemical - Chemical - Process Waste/Water Treatment

Tank Farms - Storage - Truck Loading Facilities

Barge - Ship Loading Dock Terminals

Compressor - Pumping Stations

Electrical Power Generation

Electrical Power Transmission Lines

Electrical Distribution Facilities

Switchgear & MCC Equipment

Communications and Water Towers - Wind Turbine Farms

Solar Panels - Multiple Array Farms

Construction Projects - Progress Videos - (FAT) Factory Acceptance Test

Preventative Maintenance - Schedules

Industrial Buildings

Administration Offices - Security & Safety Buildings

Control Room Buildings

Electrical Power Distribution Buildings

Analyzer Buildings - Maintenance Shops

Warehousing - Storage Facilities

HVAC - Condensing and Chilling Units - Utilities

Solar Panels - Multiple Arrays - Arrangements

Communications Equipment

Construction Projects - Progress Videos

Preventative Maintenance - Schedules



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ODS Drone Project Consultation - Execution Plan

**To Best Serve our Clients - Customers
After Initial Drone Service Inquiries
ODS Website - Email - Phone Call - Text
Google Workspace MEET Video Conference Call**

**Further discussions involving Drone Project Scope of Work
Arrangements are to be made for an In Person Presentation
Consultation - Kick Off meeting at Customer Project Job Site^[1]**

**All questions and concerns will be addressed with ODS Drone Pilots.
Including Site Walk Downs - Drone Aircraft Flight Plans
Project Staging - Drone Set Up Area(s) - Take Offs and Landings**

Drone Aircraft Features - Flight Plans - Preparation for all Safety Protocols

**Multiple Drone Camera(s) From Visible to^[2]
Thermal Imaging Capabilities
Obstacle Detection & Collision Avoidance
On Board Sensing Systems**

Infrared Thermography Talking Points

**Drone Infrared Thermography - Thermal Imaging Capabilities - Inspections Assistance^[3]
We provide our Clients - Customers with Videos and Images
Guided by our Thermal Images for their Further Action Requirements.**

ODS - Work Hour Estimate - Pricing - Proposal

**Compile all obtained Job Site Information to prepare an
ODS - Work Hour Estimate - Pricing - Proposal
Approximate +/- Work Hours - Camera & Thermal Video Files - Photo Images
Including the Project Work Hour Estimate - Worksheet Chart
Lump Sum - Fixed Pricing - Submit Proposal via Email or Preference.**

Additional ODS Services Options

**File Name Cross Reference Documents and Thermal Analysis Documents
May Be Included in the Original Proposal or in Separate Proposals
For Your Convenience**

^[1] Refer to the ODS Drone Project Consultation - Execution Plan for Additional Detailed Information

^[2] Refer to the ODS Drone Aircraft Features - Flight Plans - Preparation for all Safety Protocols for Additional Detailed Information

^[3] Refer to the ODS Infrared Thermography Talking Points for Additional Detailed Information



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Project Deliverables for Example Proposal

Overall Areas - Example Scenarios - Proposal - Worksheet

ITEM NO.	ODS DRONE PROJECT Specialty Refrigeration & Equipment	VIDEO-IMAGE FILES & DOCUMENTS ESTIMATE	WORK HOUR ESTIMATE
1	ODS Work Hour Estimate	1	0
2	Overview HVAC Shop Area Video	1	0.50
3	Overview HVAC Shop Area Images	1	0.50
4	HVAC Chiller 250 Ton Video	1	0.50
5	HVAC Chiller 250 Ton Images	5	0.50
6	HVAC Chiller 250 Ton Thermal Images	3	0.50
7	HVAC Chiller 60 Ton Video	1	0.50
8	HVAC Chiller 60 Ton Images	4	0.50
9	HVAC Chiller 60 Ton Thermal Images	2	0.50
10	HVAC Shop Roof Video	1	0.50
11	HVAC Shop Roof Images	7	1.00
12	HVAC Shop Roof Thermal Images	3	0.50
13	File Name Cross Reference Documents	3	0.00
14	Thermal Analysis Documents	8	0.00
15	Travel Time	0	0.00
16	Additional Work Hours Per Client Request	0	0.00
17	Approximate +/- Total Video Files	4	2.00
18	Approximate +/- Total Image Files	17	2.50
19	Approximate +/- Total Thermal Image Files	8	1.50
20	Approximate +/- Total Cross Ref. Files	29	0.00
21	Approx. +/- Total Thermal Analysis Doc.	8	0.00
22	ODS Close Out Observation Reports	3	3.00
23	Total	29	9.00

Refer to the Reference Attachments for the “ODS - Work Hour Estimate - Proposal” Example Document



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Drone Camera(s) Recording Methods & Work Hour Principles

**Visible Cameras and Thermal Camera are Separate - Individual Cameras
Recording Methods - Remote Controller - Pilots Discretion - Switching Back & Forth
For Videos - Photo Images - During the Drone Flight**

**The First Observation Videos are generally Overviews
Utilities Area - Individual - Multiple Identical System Units - Trains - Line Ups - (A,B,C - 1,2,3) - Etc.
For Identification Purposes - Video & Photo File Names - File Numbers - Date & Time Stamps
Crucial Role for File Tracking - Through Out the Project**

**ODS Recommends this Example to Demonstrate the Drone Capabilities - Behaviors - Activities
To Establish Confidence and Trust with your Company Personnel
Before Entering any Hazardous Area - Operating Processing Units**

**The Overall Areas - Example Scenarios - Proposal Worksheet are
Based on Industry Wide Type Scenarios - Industrial Process Operating Facilities - World Wide
Units - Areas - Equipment - Name Descriptions - Numbering Conventions - Etc.**

**For an Actual ODS Project - All Units - Areas - Equipment
Name Descriptions - Numbering Conventions - Etc.
Will be Reflected Appropriately for your Project - On a Per Project Basis**

Additional Alternative Options

**Per Project - Work Package Basis - Single Area Project
From Start to Close Out - Manageable Solutions for all Parties Involved
Specifically Client Job Site Personnel - Observers - Safety Protocols - Schedules**

Examples are as follows:

Work Package #1	Utilities-Area
Work Package #2	Waste-Water Treatment Area
Work Package #3	Chilling Units Area
Work Package #4	Tank-Storage Area
Work Package #5	Truck Loading Area
Work Package #6	Units - Areas
Work Package #7	Units - Areas
Work Package #8	ETC.



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ODS Service Order - Agreement

Project - Client - Customer - Approval^[1]

After Approvals - Make Arrangements - Schedule - Drone Activities

Weather Conditions Permitting - Are Considered

Drone Activities Performed

Upon arrival at the Project Work Site^[2]

Review all Drone Aircraft Flight Plans

Video and Photo Image - Electronic Files - Delivered

Close Out Report and Electronic Files Are Delivered via Email

ODS Google Drive - File Storage Servers

SD Memory Card - Laptop - Computer - File Transfers

Delivered Per Project Agreements

ODS - Close Out - Observation Report

After Project Completion we will then prepare the

ODS - Close Out - Observation Report

Report Includes Total Videos and Photo Images Accumulated

Video and Photo Image Delivery Method

Original Work Hour Estimate - Actual Work Hours Accumulated

Project Work Hour - Worksheet Chart

Final Billing Invoice Delivered^[3]

^[1] Refer to the ODS Service Order - Agreement for Additional Detailed Information

^[2] Refer to the ODS Drone Project Consultation - Execution Plan for Additional Detailed Information

^[3] Refer to the ODS Final Billing Invoice for Additional Detailed Information



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Project Deliverables for Example Close Out Report

Utilities Area - Example Scenarios - Close Out Observation Report - Worksheet

ITEM NO.	ODS DRONE PROJECT Specialty Refrigeration & Equipment	VIDEO-IMAGE FILES & DOCUMENTS ESTIMATE	WORK HOUR ESTIMATE	VIDEO FILES TAKEN	IMAGE FILES TAKEN	ACTUAL WORK HOURS
1	ODS Work Hour Estimate	1	0	0	0	0
2	Overview HVAC Shop Area Video	1	0.50	1	0	0.50
3	Overview HVAC Shop Area Images	1	0.50	0	1	0.50
4	HVAC Chiller 250 Ton Video	1	0.50	1	0	0.50
5	HVAC Chiller 250 Ton Images	5	0.50	0	8	0.50
6	HVAC Chiller 250 Ton Thermal Images	3	0.50	0	5	0.50
7	HVAC Chiller 60 Ton Video	1	0.50	1	0	0.50
8	HVAC Chiller 60 Ton Images	4	0.50	0	5	0.50
9	HVAC Chiller 60 Ton Thermal Images	2	0.50	0	4	0.50
10	HVAC Shop Roof Video	1	0.50	1	0	0.50
11	HVAC Shop Roof Images	7	1.00	0	10	1.00
12	HVAC Shop Roof Thermal Images	3	0.50	0	5	0.50
13	File Name Cross Reference Documents	3	0.00	4	38	0.00
14	Thermal Analysis Documents	8	0.00	0	14	0.00
15	Travel Time	0	0.00	0	0	0.00
16	Additional Work Hours Per Client Request	0	0.00	0	0	0.00
17	Approximate +/- Total Video Files	4	2.00	4	0	2.00
18	Approximate +/- Total Image Files	17	2.50	0	24	2.50
19	Approximate +/- Total Thermal Image Files	8	1.50	0	14	1.50
20	Approximate +/- Total Cross Ref. Files	29	0.00	0	42	0.00
21	Approx. +/- Total Thermal Analysis Doc.	8	0.00	0	14	0.00
22	ODS Close Out Observation Reports	3	3.00	0	0	3.00
23	Total	29	9.00	4	38	9.00

Refer to the Reference Attachments for the “ODS - Close Out - Observation Report” Example Document



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Video & Photo Image File Management

Video & Photo File Names - File Numbers - Date & Time Stamps

**Additional ODS Services Includes - Re-Naming of Video & Photo File Names
For Your “Work Hour Savings Convenience”**

Units - Areas - Equipment - Name Descriptions - Numbering Conventions - Etc.

**ODS Currently Uses a Cross Reference Method for All Custom File Names
Excel Spread Sheet Format - Original .xls, .xlsx, or .pmdx type files
Including a printable PDF Version**

**Due to the High Volume of Files - Accumulated - Per Project
Additional Office Hours and Cost Shall be Included in your Project Proposal
As an Optional Service for Purchase**

**File Name Charges are Approximate +/- 15 Minutes Per File Name
Organization - Review - Interpretation - Document Preparation
Future Discussions may be required for this effort**

DJI Drone - Default - File Numbering - Examples Are As Follows

DJI_20230919120010_0001_W.JPG

DJI_20230919120010_0001_Z.JPG

DJI_20230919120010_0001_T.JPG

DJI_20230919120010_0001_S.JPG

DJI_20230919120010_0001_W_Waypoint1.JPG

DJI_20230919120010_0001_Z_Waypoint1.JPG

DJI_20230919120010_0001_T_Waypoint1.JPG

DJI_20230919120010_0001_S_Waypoint1.JPG

DJI_20230919120010_0001_W.MP4

DJI_20230919120010_0001_Z.MP4

DJI_20230919120010_0001_T.MP4

DJI_20230919120010_0001_S.MP4

DJI_20230919120010_0001_W_Waypoint1.MP4

DJI_20230919120010_0001_Z_Waypoint1.MP4

DJI_20230919120010_0001_T_Waypoint1.MP4

DJI_20230919120010_0001_S_Waypoint1.MP4



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DJI Drone - Default - File Numbering - Breakdown Example

DJI **20230919121510** **0001** **W**.JPG

DJI Drone: DJI-Matrice-30T (M30T)

2023 Year

09 Month

19 Day

12 Hour

15 Minute

10 Seconds

0001 Sequence No.

W Wide Camera Image

.JPG File Extension

Z Zoom Camera Image

W Wide Camera Image

T Thermal Camera

S Split Images - Zoom, Wide & Thermal Camera
Selective Combinations

Waypoint Waypoint (Used for Location Reference)

1 Waypoint Sequence No. - Location

Presentation Closing - Questions - Concerns - Clarifications

Confidentiality/Non-Disclosure/Proprietary Information Agreements are Welcomed and Encouraged

Service Orders - Agreements - Billing Invoice Procedures - Shall Be Discussed

For any additional assistance regarding Forensic Engineering - NDT/NDE - Examinations

Litigation's - Disputes - ODS has Affiliates for possible Inquiries - Further Optional Discussions

At ODS - We are committed to our long term Business Plan and Continued Effort

To provide the latest Drone Technology - Resources - Available for you.