



AEROEYE

• AERIAL OVERWATCH •

Services Brochure



SNAPSHOT

The mission of AeroEye is to provide the full spectrum of unmanned aerial overwatch and other drone-related capabilities. *No other company in the region offers this service.*

We leverage U.S. Special Operations experience to make aerial overwatch effective and reliable. Only AeroEye has the ability to make it an indispensable component of security operations.

Executive Security Providers, Institutional Security Agencies, and Corporate Security Offices can all benefit from our security services. Humanitarian organizations and response agencies will also need our logistical and information support.

We will employ a modern and capable fleet of unmanned aircraft and support tools and make them available with flexible and affordable pricing packages.

Currently in phase 3 of 5 for certification with DGAC. On track to be only the third certified drone operator in Guatemala.

What are you waiting for?!



WHAT WE DO



The mission of AeroEye is to provide the full spectrum of unmanned aerial overwatch and other drone-related capabilities to customers in Central America.

- Aerial Overwatch
- Disaster Response
- Fixed Site Security
- Crowd Surveillance
- Counterdrone
- Training
- Small-Payload Logistics

We leverage our experience in Special Operations as a force multiplier.

Our philosophy is that the best security helps you avoid danger before it threatens rather than responding after it strikes.

It is our vision that unmanned aerial overwatch will become an economical and indispensable component of security operations.



OUR SERVICES



Central America has limited services for executive or material protection using aerial overwatch. AeroEye helps security providers avoid and deter threats before danger ever materializes.

Effective air-to-ground surveillance and control requires special experience and training to conduct safely and reliably.

Our use of Special Operations tactics and planning processes fill a gap in the capabilities of regional security providers in one of the world's most dangerous environments.

No security team is fully equipped without a hyper-enabled aerial component like the one provided by AeroEye.

*We are a growing company and our capabilities depend on outside investment.



OUR CLIENTS

Our clients in Guatemala fit into three categories:



Institutional:
Government agencies, international organizations, and humanitarian groups with special requirements. (PNC, Ejército GT, DGSP, CONRED, etc.)

Executive Providers:
Private or family security companies that provide high end services for important principals.

Corporate Providers:
Security offices of large corporations with supply chains and facilities to protect.





MANAGEMENT TEAM



Lino Miani is the Managing Director of AeroEye LLC (USA) and Legal Representative of AeroEye S.A. (Guatemala). He is a U.S. Army Special

Forces veteran that divides his time between Washington, D.C. and Guatemala City. He is a West Point graduate and author of an award nominated book about the illicit arms trade.

Phil Vaughn is the Executive Vice President of AeroEye LLC and the principal partner in AeroEye S.A. (Guatemala). He is a U.S. Air Force Special Operations

pilot and FAA certified commercial pilot and instructor with over 20 years of operational and security expertise and over 5 years of management with a Fortune 500 company.



After years fighting America's secret wars in the dark corners of the world, Lino joined the Office of U.S. Foreign Disaster Assistance where he managed humanitarian aviation operations in a long list of places broken by war and disaster. In 2018 he was the senior U.S. official working closely with the Guatemalan Ministry of Defense and CONRED to simulate the eruption of Volcan de Fuego; a training exercise that saved thousands of lives five weeks later when the eruption happened for real.

In early 2019 he met Phil during a politically charged disaster response on the Colombian border with Venezuela. Phil had also spent years in the grinder of America's War on Terror, conducting and teaching aerial surveillance and interdiction techniques to partners mostly in South America. At the time, Phil was beginning a long career working intimately with U.S. Southern Command on programs designed to build special aviation capability in the region, including in Guatemala.



Lino discussing humanitarian aviation considerations with the US Ambassador to Guatemala and the Guatemalan Minister of Defense. April 2018.



Phil briefing senior foreign Air Force leaders on aerial overwatch operations and aircraft integration. Indonesia 2019.



HOW WE OPERATE

The basic operational unit is the Overwatch Team-Alpha (OTA). It consists of:

- Operations Manager
- Pilot
- Tactical Air Controller (TAC)
- Driver



The OTA is equipped with:

- Utility Vehicle
- 2x small drones
- Communications suite
- Access to medium drones for interdepartmental operations



OTAs are supported and coordinated by an Overwatch Team-Bravo (OTB). The OTB provides all the administrative, logistical, analytical, and maintenance support to OTAs in the field.

The OTB is equipped with:

- Utility Vehicle
- Flatbed truck w/trailer
- 2x medium drones
- 2x tethered drones
- Communications suite





PRIMARY OPERATIONS: AERIAL OVERWATCH

What is Aerial Overwatch and How Does it Work?

OTA 1 VEHICLE



- Operations Manager*
- Pilot

PRINCIPAL VEHICLE



- Security Detail
- TAC



OTB OPERATIONS CENTER



- Operations Manager
- TAC
- Air Traffic Control
- Police
- Others

OTA 2



OTA 3



OTA 4



*The Operations Manager and/or the pilot will also be in direct contact with air traffic control, police, and the TAC as necessary.



PRIMARY OPERATIONS: DISASTER RESPONSE



- AeroEye can deploy aircraft to survey areas affected by both slow-onset and fast-onset disasters
- Can employ a range of sensors to find missing individuals, identify hot-spots, areas of plant disease or flooding, geologic or structural fracture zones, and more
- Can deliver small payloads of critical equipment and supplies rapidly and safely



PRIMARY OPERATIONS: FIXED SITE SECURITY

Fixed Site Security:

- AeroEye's trained security professionals can integrate closely with existing security teams to identify weaknesses and address blind spots
- Can employ tethered and free-flying aircraft on a persistent basis with a variety of sensors required for the task
- Real time graphic enhancements of drone imagery can assist with command & control of responders





SECONDARY OPERATIONS: CROWD SURVEILLANCE

- AeroEye can deploy aircraft to surveil crowds, analyze traffic patterns, identify threats, and predict crowd behavior
- Employs machine learning and artificial intelligence-enhanced processing systems to avoid errors and increase the speed of analysis
- Specialized sensor/software packages are available for operations in support of law enforcement





SECONDARY OPERATIONS: COUNTER-DRONE

- AeroEye will assess your counter-drone needs and tailor a solution
- Each counter-drone situation requires specialized equipment and tactics. Detection, classification, location, and attack are all factors in the response
- Will be addressed with specific statements of work separate from AeroEye's other services





SECONDARY OPERATIONS: TRAINING & LOGISTICS

Training:

- In 2022 AeroEye will operate Guatemala's only drone pilot certification program
- Courses will also include counter-drone operations for security managers, advanced reconnaissance operations for police and military officers, and disaster operations for humanitarian organizations and response agencies

Small-Payload Logistics:

- AeroEye can employ specially-modified aircraft and equipment to deliver small-payloads to remote or insecure areas
- Clients with this requirement (i.e. MinSalud, MinDefensa, PNC, CONRED, NGOs, etc.) demand precision and speed that are impossible using traditional ground-based delivery methods



OUR AIRCRAFT

MEDIUM AIRCRAFT (Coming in 2023)

[Autel Dragonfish](#)

[AeroVironment Jump 20](#)

[UAV Factory Penguin C VTOL](#)

- **Max Speed:** 100-126 kph
- **Payloads:** 4k (20x optical zoom) visible light; 48MP wide angle visible light; 640*512 thermal IR; laser range finder; others (government only)
- **Propulsion:** Gas/Hydrogen ICE, Electric; Tilt-rotor, Multi-rotor
- **Range:** Flight: 2-14 hours / 180 km; Transmission: 30-185 km



SMALL AIRCRAFT

[EVO II Enterprise](#)

[DJI Mavic Enterprise](#)

[Skydio X2](#)

- **Max Speed:** 72 kph
- **Payloads:** 48MP 16x digital zoom visible light; 640*512 Thermal IR
- **Propulsion:** Electric, quad/hexa rotor
- **Range:** Flight: 30-60min / 10-20 km; Transmission: 10-13 km



SPECIALIZED AIRCRAFT

[Elistair Orion](#)

[Hoverfly LiveSky Sentry](#)

[Drone Aviation Watt 200](#)

- **Tethered:** Fixed site security, crowd surveillance
- **Cargo:** Cable winch or air-land capability
- **Home Ported:** Free-Flying aircraft that operate autonomously and return to a fixed charger





PRICING & PACKAGES

AeroEye's basic unit of service is the operational hour. These are packaged into four hour blocks that include: planning and preparation, flight, and recovery. Operational flight hours can be added as required.

Additional charges may apply depending on the operation. These may include: additional hours, repositioning fees, mileage, per diem and lodging, and special risk surcharges when operating in red zones. International operations will be considered on a case by case basis.

Tiered semi-annual subscription services are available and provide significant benefits of price and predictability to our regular customers. Dedicated overwatch teams help clients maximize trust and efficiency through teamwork and routine operations.

- **Single Operations: Available at base price**
- **Bronze: 7% off base price**
 - Includes 5 ops/month
- **Silver: 10% of base price**
 - Includes 10 ops/month + 3 free additional flight hours
 - Primary and alternate teams
- **Gold: 20% of base price**
 - Includes 20 ops/month + 5 free additional flight hours
 - Dedicated overwatch team
 - No pre-positioning fees for interdepartamental operations*
- **Additional Operational Hours: \$175**

Le ayudamos a vigilar su entorno utilizando las últimas técnicas de integración aire-tierra, plataformas aéreas no tripuladas, análisis en tiempo real impulsado por aprendizaje de máquinas y procesos de planificación de operaciones especiales.

Manténgase más seguro con nosotros.

[Contáctanos para mas información](#)

www.aero-eye.com

*The Guatemala Department locality includes Rte. 10 and the municipalities of: Antigua, San Lucas Sacatepéquez, and Milpas Altas.



• AERIAL OVERWATCH •

AeroEye S.A.

Zona 14 Guatemala

NIT: 110867483

Patente de Comercio de Sociedad: 46604

Patente de Comercio de Empresa: 227024

AeroEye LLC

Navarre, Florida

DUNS: 096270735

CAGE: 941F3

NAICS:

541690 Other Scientific And Technical Consulting Services

561612 Security Guards And Patrol Services

561621 Security Systems Services

info@aero-eye.com

www.aero-eye.com