



Preservation  
Tree

# A Proposal

I wanted to take a quick moment to express my thanks for your careful attention during our demo-time. As I am sure you're aware, utilizing drones to quickly measure your clients' properties has huge potential to save time and increase your capacity while freeing up personnel. Preservation Tree also stands to increase product offerings to your clients and ultimately provide more comprehensive services that not only inform your clients, but impress them as well.

Having a historical record of your homesites will allow you to see with more clarity the progress your services provide to clients. A dedicated software platform that allows your team to view, annotate, measure and classify will also be a huge benefit. And there is something to be said about embracing innovation; Preservation Tree stands to become industry leaders with practical and forward-thinking uses of drone technology while others scramble to keep up.

I look forward to helping your company take this step in innovation and I commit to focusing on your continued success while utilizing drone technology. I see business as a partnership, and I hope to partner with you to provide excellent service and products to your customers.

Please reach out to me if I can answer any questions. I look forward to speaking with you soon.

Jared Janacek, txDroneCo

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Proposal valid until Feb. 23, 2018

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## RESIDENTIAL HOMESITE AERIAL MAPPING FOR PRESERVATION TREE

### 1. SCOPE & CONSIDERATIONS | Describing the detail of the project

- Preservation Tree seeks to attain accurate measurements of clients' home-site(s) to be used in determining treatment applications.
- Specific measurements include: sqft of yards, sqft of tree canopy, sqft of shrubbery, sqft of hardscapes.
- Preservation Tree to notify & gain permission of clients regarding drone inspection, then schedule daily routes with txDroneCo.
- txDroneCo will fly each property and upload images to DroneDeploy for processing. Each property will have its own map in DroneDeploy. Preservation Tree will then utilize maps for measurement purposes.
- Extensive airspace restrictions may limit the ability of txDroneCo to fly certain homesites. (see attachment) txDroneCo will work with FAA regulators and Secret Service to apply for permission (usually requires 120 days)

### 2. TIME FRAME | Schedule of work

- Program Development
  - Develop Route Sheets (Google Docs)
  - Create project specific email account for DroneDeploy and Notifications (txDroneCo will need access)
  - Create DroneDeploy Account.
- Start Date as early as Feb 16th.
- Homesite Mapping
  - Goal for each flight-worthy day will be 15 units.
  - Average of 4 flight day(s) every week. (Jan-Mar is worst season for flight)
  - Goal of 60 unit(s) per week, 5 weeks to complete 300 properties.
- Image Processing
  - Maps will be on DroneDeploy for next-day availability.
  - Raw Images uploaded to cloud service weekly

### 3. IMAGE/DATA MANAGEMENT | Description of data handling

- Raw Images will be captured onto MicroSD cards, then transferred to Laptop for on-site redundancy.
- Raw Images will be placed in folders labeled by address on txDroneCo servers. Held until project completion.
- Raw Images can be uploaded to cloud service (Dropbox, Google Drive, etc) of Preservation Tree's choice.
- If client so requests, images can be delivered in above format via external drive upon project completion. (+\$150)

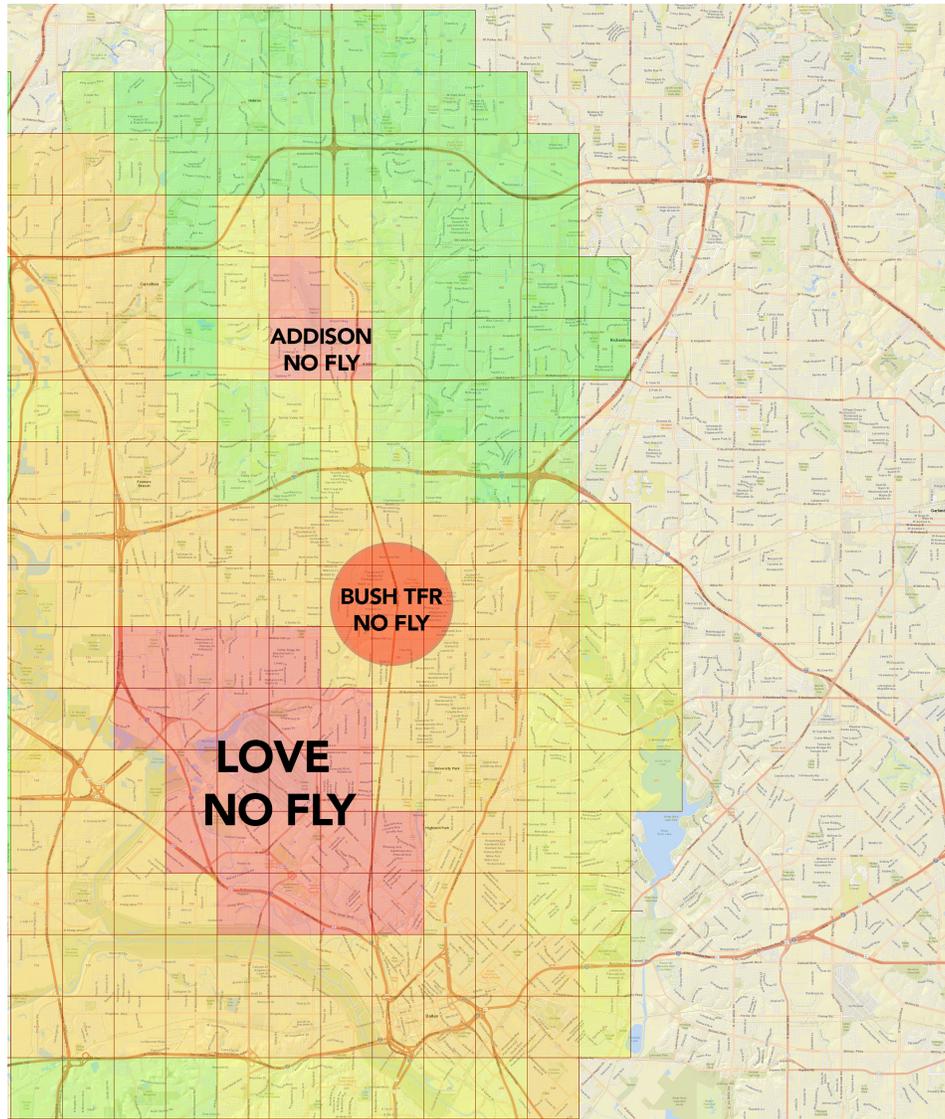
### 4. DELIVERABLES | What to expect

- txDroneCo will provide list of completed properties daily to Preservation Tree. (daily)
- txDroneCo will create Map and upload images for processing within DroneDeploy. (daily)
- txDroneCo will upload raw images to cloud service of Preservation Tree's choice (weekly).
- txDroneCo will provide external drives with imagery upon project completion. (+\$150)

### 5. COST | What to pay

- \$47/homesite (bulk discount)
- I recommend Preservation Tree set up cloud service (~\$10/mo.) and DroneDeploy (\$99/mo.) internally.
- Payment Terms: Homesites billed weekly with net 15 terms. Can be itemized by address.

## Area Flight Restrictions



## Weather Restrictions

Flight operations may be limited by hazardous conditions. These can include; high winds (20+mph), precipitation, visibility, lighting conditions, temperature (<15°F).

## Unsatisfactory Imagery

txDroneCo makes every effort to provide the best quality maps but sometimes maps can be distorted due to imperfect conditions. If this occurs, txDroneCo will refly the map in ideal conditions. If something outside of the control of txDroneCo prevents accurate mapping, we will notify Preservation Tree of the issue so we can resolve.