



**FLIGHT  
FORWARD  
FORWARD  
FORWARD**

# AGENDA

## NETC – Commercial Initiatives

### UPS Flight Forward Overview

- UPSFF History & Milestones
- Part 135 Operations
- Advanced Air Mobility
- POC Events



UPS Flight Forward™



**About UPS Flight Forward**

# UPS Flight Forward

## History and Milestones



UPS Flight Forward™

- UPS wholly-owned subsidiary
  - ✓ Established June 2019
  - ✓ Earned the industry's first FAA's first Standard Part 135 US Air Carrier Certificate
- Participation in the FAA led Integration Pilot Program (IPP)
  - ✓ First revenue generating drone delivery
- First Part 135 UAS Air Carrier licensed to carry HAZMAT, including batteries
  - ✓ First delivery of the Covid-19 vaccine in the U.S.
- First drone airline to have SMS and ASAP programs accepted by the FAA
- Implemented Part 107+ training program approved by the FAA
- Participation in the FAA led Beyond Program
  - ✓ First revenue BVLOS Flight (without the use of visual observers)
  - ✓ Many to one operations
- Participation in the FAA led Integration Partnership Agreement (IPA)
  - ✓ Focusing on AAM Integration





**Part 135 Operations**

# Better and Bolder

## Advanced Part 135 Operations

Maintain **safe and reliable drone delivery operations** with a focus on healthcare logistics

**Influencing the FAA** to safely arrive at more complex operations

Implement air and ground based **detect-and-avoid technology**



# Addressing critical dependencies to low-cost drone delivery

*Repeatable, scalable and economically viable drone delivery operations*

## **Beyond Visual Line of Sight (BVLOS) First US Part 135 Delivery Accomplished November 17, 2023**

- Utilizing detect-and-avoid technology to maintain visual observation of the uncrewed aircraft
- Eliminates or reallocates the responsibilities of the Visual Observer (VO)

## **Remote Operations Center (ROC)**

- Centralized location using technology to allow one Remote Pilot In Command (RPIC) to operate multiple uncrewed aircraft across multiple networks

## **Many to 1 Operations**

- Multiple aircraft operated by 1 RPIC

## **Other Critical Dependencies**

- FAA regulations
- Community engagement and acceptance
- Alignment of UAS mission capabilities





**Advanced Air Mobility**



# Our approach to Advanced Air Mobility

Evaluating aircraft to meet the needs of the UPS Smart Logistics Network



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## Identify what good looks like

- Sustainably Powered
- Autonomy / Remotely Piloted
- Vertical Take Off and Landing (VTOL) Capability

## Identify Challenges

- Combining all the required attributes has never been done before.
- Industry OEMs are developing clean sheet and retrofitting existing aircraft to meet industry demand.

## Identify and Work With Best-in-class Vendors

- Flight Forward has evaluated and continue to monitor 800+ vendors

# Moving our world forward by delivering what matters

Focused on returns for our customers, our people and the environment



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## Advanced Air Mobility (AAM) partnerships with BETA, Xwing and others

- Continue to evaluate aircraft to meet the needs of the UPS Smart Logistics Network
  - **MUST Hit ROI Targets To Scale**
- Conduct operational deployment POC's of sustainable and autonomous capable aircraft
- Integrate solutions that will reduce cost to serve and enhance our network





**THANK YOU**