

AIRBUS

Airbus

Startup engagement Challenge for Aerospace Valley Drone Delivery

Context:

The main problem faced by the business unit at Airbus is reducing lead times between the Skyhub and the customer line, particularly for urgent deliveries. The impact of traffic on timely package delivery is identified as a major bottleneck. The solution proposed involves leveraging drone technology as a unique selling point to address customer satisfaction and establish dedicated hubs for efficient operations. By implementing drones effectively and partnering with the right startup, Airbus can enhance delivery services, improve customer satisfaction, and differentiate itself in the market.

Challenge presentation

The business unit (BU) at Airbus is facing a significant challenge in reducing lead times between the Skyhub and the customer line, particularly in the context of urgent deliveries. The main issue highlighted during the deep-dive interview is the impact of traffic on the timely delivery of packages, which can be a major bottleneck in ensuring swift and efficient delivery services. However, the key focus lies in leveraging the use of drones as a unique selling point for the company, addressing customer satisfaction regarding slow delivery services. By showcasing the technology as a demonstration of Airbus commitment to meeting customer needs expediently, it can serve as a valuable marketing tool and enhance the overall customer experience. The proposed solution would involve establishing hubs in strategic locations to facilitate the seamless operation of drone delivery services. This includes setting up hubs a Hub 1 (e.g. Logistics center) and Hub Number 2 (e.g. airplane delivery center within Airbus). To meet the demands of urgent deliveries, the drones would need to operate at a high frequency, with an estimated requirement of up to 20 flights per day.

In conclusion, the challenge faced by the business unit at Airbus revolves around optimizing delivery lead times, especially for urgent deliveries, by implementing drone technology effectively. By partnering with the right startup and establishing dedicated hubs, Airbus can enhance its delivery services, improve customer satisfaction, and differentiate itself in the competitive market landscape.

Technology/solution requirements:

Drones with these requirements:

1. Total Weight < 25kg
2. Payload of 8-15kg
3. Transport min. 60cm X 40cm X 40cm (the dimensions are just an indication of a typical parcel size that we handle. The dimensions can slightly differ but stay in the same range).
4. Capable of flying over 6km
5. Autonomous Operation Capability, incl. Set up of flight corridors
6. Drone Manufacturer & Service Provider
7. Setup of Hubs for Landing of Drones

Optional:

8. Drone Operational Certified in Hamburg (Prefer)
9. EASA Certified - optional

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Selection criterias

Assessment of the solution regarding the business/technical requirements -

- full/partial or no fulfillment of each criteria

Assessment of the startup regarding founding and ability to scale:

- A solution already tested by customers/ in other industry areas
- Ability to have a “testable” solution in Airbus ecosystem/premises (in Hamburg or Toulouse)
- Ability of the startup to go at scale if the solution is relevant

Planning

Activities	planning
Challenge opening: Startups which want to candidate should send a Company presentation and a product deck at challenges-airbus@aerospace-valley.com	To 15th October 2024
Internal Airbus review of the dossier	From 15 to 22 October 2024
Integration of the selected startups into the overall sourcing of the project	From 22 to 29 October 2024
Feedback regarding the startups selected for a demo - The startup selected will have to sign a bilateral NDA before any further discussion	November 4th 2024
Organization of one demo with the business owner to be able to present the solution <ul style="list-style-type: none">• A precall session to prepare the demo and give some context with the Airbus Startup focal point• 1 to 1h30 demo session with the following agenda Agenda: <ul style="list-style-type: none">• Introduction (All, 5min)• Introduction of the use case (Airbus “problem owner, 5min)• Startup company and product presentation (30min)• Q&A (All, 20min)• Short feedback of the startup (15mins)	from 5th November to 25th November
If selected, realization a POC contract to test the solution and assess the business value	Jan/February 2025 in Hamburg
If successful, integration of the Startup for the potential RFP process	April/May 2025

Please be aware that all the documents and presentations should be in English.