



FLYABILITY ELIOS 2

PRODUCT OFFERING^{1,2}

CHF

VERSION 1.3
August 2019

¹ The present product offering serves as Product Notice for Elios 2 as specified in our General Terms and Conditions.

² The present product offering does not constitute a formal offer but contains indicative price lists.

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Elios 2 Packages

	STARTER PACKAGE	PROFESSIONAL PACKAGE	DUO PACKAGE
ELIOS 2 UAV & PACK	1	1	1
ELIOS 1 UAV & PACK			1
12-MONTH WARRANTY	Included		Included
24-MONTH WARRANTY		Included	
UNLIMITED PHONE AND EMAIL SUPPORT	Included	Included	Included
PACK OF 3 BATTERIES		2	
BATTERY CHARGER		2	
PACK OF 4 PROPELLERS		2	
MOTOR REPLACEMENT KIT		1	
SELF-TRAINING MATERIAL	Included	Included	Included
INTRODUCTORY TRAINING	Included	Included	Included

ELIOS 1 RENTAL TO MITIGATE ELIOS 2 LEAD TIME

Flyability will ramp up production capability over the year 2019 but forecasts an overall limited availability of Elios 2. The production will happen in limited batches with an increased size as we advance through the year to reach full capacity at the end of the year. This will cause initial long lead time that will shorten towards the end of the year.

We want to make sure that lead times do not stop you from keeping your workers out of harm's way. As such, we are offering to temporary rent an Elios 1 to you at a preferential price. This offer, which is an option sold along the Elios 2 Starter Package or the Elios 2 Professional Package, includes the following items:

Temporary loaner of a complete Elios 1 kit	✓
Free Flyability Protect Flight Insurance on Elios 1	✓
One-month Elios 2 transition at reception	✓

Product, Accessories, and Service Options

ELIOS 2 UAV & PACK

WHAT'S IN THE BOX

Elios 2 drone	1
2.4 GHz digital RC and video receiver	1
Samsung android tablet	1
Robot batteries	3
Robot battery chargers	2
Transport case	1
Battery storage safe bag	1
Toolbox with spare propellers and all required tools for maintenance	1
Micro SD cards	2
Spare cage pentagons	6

Note: For technical specifications, please refer to the Elios 2 Brochure.

ACCESSORIES

The Elios 2 UAV & Pack is complemented by various accessories offering additional features easing the life of pilots and surveyors. These accessories can be purchased along with Elios 2 or at any point in time after. Some accessories require an adaptation of the unit that they will be used with. The adaptation can be performed only at our premises and purchasing them along with the drone will simplify your acquisition, avoiding redundancy of equipment and unnecessary shipping costs, and provide you with an overall better deal.

RANGE EXTENDER

In environments such as underground galleries, stacks or mines, signal propagation can be limited by the geometry of the place to inspect and remotely operating a robot becomes difficult. By placing the remote-control antennas to a better location, closer to the drone, it is possible to extend the range of the drone. The Range Extender is an optional accessory that connects to Elios 2 ground control station, providing an extended signal reach for beyond line-of-sight operation.

CAMERA OPERATOR GROUND CONTROL STATION

When performing a live inspection or when flying in difficult light conditions, the need for a second screen and splitting the controls of the camera settings may reveal extremely useful and handy. To address this need, we offer the possibility to acquire a second ground control station (Camera Operator GCS) - which is paired with the initial ground control station and drone setup. Like the Primary GCS, the Camera Operator GCS receives the live stream of the drone and allows to remotely control the settings and orientation of the camera. With the possibility for the pilot to focus on piloting while the camera operator focuses on ensuring the best camera and lighting setting to gather the best possible image, every flight becomes a success.

Certifications & Trainings

Because Elios 2 is not alike any traditional drone, we have defined certifications to attest of your piloting skills and a set of trainings to prepare yourself for these certifications. We also have a number of Training Partners who can provide you with our official training courses. You will find detailed information about these training courses on our website.

SELF-TRAINING

This free option will get you started and activate your warranty.

INTRODUCTORY TRAINING

The introductory training is an initial step towards a proven Elios 2 piloting proficiency.

AIIM TRAINING

The Aerial Indoor Inspection Methodology training will prepare you for the most intimidating missions.

Flyability Support

To make sure you get the most out of your purchase, we have put in place a dedicated team of pilots and engineers. They are here to provide you with all the support you need to get the maximum out of your Elios 2, from day one.

UNLIMITED REMOTE SUPPORT

For a fast and efficient support, submit your request through our online ticketing system [here](#).

For urgent matters, you can reach out to your local reseller or directly to our support team via phone or email.

WORKING HOURS

MON - FRI 09:00 AM TO 06:00 PM (ZURICH TIME)

PHONE

+41 21 552 19 30

EMAIL

support@flyability.com

KNOWLEDGE BASE

Whether to download the latest version of a software, to learn from experts, or to read about indoor drone inspection our knowledge base is your go-to source of solutions.

DOWNLOAD

Download the latest firmware, software, manuals, and get valuable operations recommendations.

LEARN

Learn about general safety guidelines on drone usage, mission planning best practices, as well as detailed procedures through checklists to support you during various operations.

DISCOVER

Discover how drones are used to perform indoor inspections in various industries and across a variety of applications.

ON-SITE MISSION SUPPORT

Properly planning and executing your first or most challenging missions may come with multiple hurdles and uncertainties that you wish to master right from the start. It may take the additional help from someone who has already gotten through the exercise. To that extent, we offer on-site mission support which consists of the expert consultancy of a professional pilot with an extensive mission track record and in-depth knowledge of Elios' deployment best practices.

You can purchase on-site mission support at any time before a mission. In general, a minimum period of 4 weeks is necessary to plan a mission properly and the availability of this preparation period is essential to provide you with the highest quality of service.

Warranty and Maintenance

Because your success is paramount to ours, each product comes with a 12-month warranty³ and we have set a high-standard service program to ensure you can get prompt remediation to any problem you may have with your drone.

MAINTENANCE

PROPULSION SYSTEM MAINTENANCE

Elios 2 unique collision resilient flight controllers and motors apply high mechanical constraints that stress propellers and motors and accelerate fatigue. To maintain a fully functional unit, prevent any incident, and maintain the warranty of your drone, the propulsion system shall undergo the following parts replacement agenda:

Propellers	Every 10 hours or whenever they are slightly damaged
Motors	Every 25 hours

The replacement of the motors can be performed by Flyability or one of its Authorized Service Center through the purchase of a Periodic Maintenance Service or directly by the customer through the purchase of a Motor Maintenance Kit⁴.

PERIODIC MAINTENANCE SERVICE

To ensure a proper and lasting functioning of your Elios 2, we recommend having each unit controlled and serviced by a Flyability Authorized Service Center every 25 hours of flight time. The service includes the replacement of wearing parts and all the required controls ensuring that your unit is ready for the next 25 hours of flight. Servicing your Elios 2 drone through the purchase of a Periodic Maintenance Service grants you with a 3-month parts and labor warranty.

The cost of a Periodic Maintenance Service depends on the environments where you use your drone and the care you invest in maintaining it operational. It is invoiced based on actual parts⁵ and labor. Shipping to⁶/from Flyability or Flyability Authorized Service Center is at your charge.

³ Please refer to our GTC for all the conditions and limitations related to the warranty.

⁴ The customer is responsible for ensuring that the replacement of the motors is performed in accordance with the procedure provided by Flyability.

⁵ We will advise prior any action if parts excluded from the standard service need to be replaced.

⁶ Robots should be free from any form of hazardous material before being shipped to Flyability.

MOTOR MAINTENANCE KIT

If you wish to service your motors by yourself, we offer a motor kit that lets you perform the recommended 25-hour maintenance on your own. The kit includes 4 motors, a new set of propellers, 4 nuts, and includes the shipping costs. We constantly strive to improve the motor performance and design. As such, if purchased as part of a package and to make sure you get the latest version, this kit is shipped at your request as the 25-hour milestone approaches⁷.

STANDARD WARRANTY

Every Elios 2 comes with a 12-month warranty which is the expression of our commitment to quality. The warranty covers all the malfunctions that could reveal along the life of the product, arising from software or equipment included in the Elios 2 UAV & Pack, with respect to the exceptions below:

Propellers	No warranty (extra pieces provided with the product at delivery)
Camera Servo	6 months
Propulsion System	1 year and less than 25 hours of flight time
Battery	6 months and less than 40 charge/discharge cycles
Battery Charger	6 months
Cage's Carbon-Fiber Pentagons and Cable Ties	No warranty (spare modules provided with the product at delivery)
Carbon Innerframe	1 year
Camera lens	Any damage on the lens due to improper cleaning of the lens is not covered by the warranty
Range extender and Camera Operator GCS	1 year

In case of malfunction during the warranty period, Flyability commits, to its option, to repair the defective product/part or to deliver to its customer an equivalent product/part to replace the defective item.

The warranty is active starting from the day the pilot has passed the [Elios 2 Introductory Course](#) and as long as the drone has not been modified. Please refer to our GTCs for all the conditions and limitations related to the warranty.

EXTENDED WARRANTY

For those who don't like to leave anything to chance, we offer an extended warranty that runs an additional 12 months, with the same terms and conditions than the Standard Warranty, making the total warranty last for 24 months. The extended warranty option can be purchased along or as part of any package and is not renewable.

⁷ Warranty will be excluded in case the customer does not perform the maintenance as detailed in the procedure provided by Flyability which causes damage to the products included in the kit or to Elios 2 during or after the maintenance.

Price List

The price list below informs about the most common product configurations and most frequently purchased items. Our prices are in CHF, which is our national currency. We also offer our products in USD and EUR. These prices are update quarterly based on currency exchange rates. For this reason, we do not communicate prices in other currencies here. Our prices do not include taxes and shipping costs neither constitutes a formal offer. Prices are indicative. To get a formal quote, valid for 30 days, contact our sales team at sales@flyability.com. Our team usually replies within 2 business days.

ELIOS 2 PACKAGES

Elios 2 Starter Package	CHF 32 000
Elios 2 Professional Package	CHF 38 000
Duo Package (Elios 1 + Elios 2)	CHF 50 000

ACCESSORIES

Range Extender Add On	CHF 4 900
Range Extender Standalone	CHF 5 900
Camera Operator Ground Control Station	CHF 1 200

SERVICES

On-Site Mission Support	CHF 2 000
Periodic Maintenance Service	Parts and labor.
Motor Maintenance Kit	CHF 1 840
Extended Warranty	CHF 4 000

SPARE PARTS

Battery Pack (3 batteries)	CHF 720
Cage Pentagon	CHF 60
Motor	CHF 460