

Business Services Lake Charles, LA, US

"We provide a turn-key drone service franchise for drone entrepreneurs"



Company Summary

Phase 1 - Establish deal flow for local drone business
Phase 2 - Automate operational flow of drone business and develop proprietary products for sales
Phase 3 - Get funding
Phase 4 - Sell and support drone franchises
Phase 5 - Strive to give franchisees multiple advantages over other local drone entrepreneurs: Products, portfolio items, industry specific flight operations instructions, marketing, web presence, business tools, pool of equipment

Company

URL: <http://flyguys.io>

Founded: December 2014

Employees: 4

Entrepreneur

Tim Handley

thandley@flyguys.io

Executive Summary

Management

Sergei Khvatkov - Chief Technical Resource
Tim Handley - Chief Sales and BD Resource
Adam Zayor - Operations Resource
Nick Handley - Drone Piloting Operations Resource
Dan Losey - Industrial Industry Advisor

Round Overview

Funding Stage:

Capital Raised: --

Capital Seeking: --

Pre-Money Valuation: --

Run Rate: --

Net Burn: --

Customer Problem

Our solution enables drone pilots to thrive in their own business, and allows the corporation to have a standardized product offering nationwide for large clients looking to apply drone technology as leverage.

Team

Tim Handley Sales and Development

Product/Services

A turnkey drone franchise that allows the drone entrepreneur to just fly drones and strategically market in their locale. They will have it all: An established product set with supporting portfolio, flight instructions, sales and marketing methodology, operational support and a pool of equipment to be utilized. They will also benefit from our brand and national marketing campaigns

Investor

Adam Zayor
Daniel Losey

Target Market

Drone pilots

Business Model

- Sell the franchise cheap- take a small cut of sales directly from the proprietary POS system- take a small cut of specialty products resold or subscriptions sold- take a bigger cut of deals we get that the local franchisee flies- Rental fees for equipment

Customers

We would target new pilots trying to make it as drone entrepreneurs, and those interested in a career as a drone pilot. We would try to find baby boomer parents and grand parents wanting to make sure their progeny have an established income in this new gig economy

Sales/Marketing Strategy

Direct Sales is in our wheelhouse. The leads would be funneled into the CRM through: SEO - Contact me page from website from high organic listing PPC - Strategic keyword marketing campaigns SMM -

Reciprocal marketing of clients' drone mediaMarketing Automation - Drip campaignsGSE - Listing services in strategic government procurement platforms

Competitors

Measure.com is the first/only funded company I have seen trying to establish the Drones as a Service model through franchising.

Competitive Advantage

The management team understands sales and development and how they interact. The state of the drone services industry is one of need. Need for product development, and the need for folks to be able to explain the leverage to prospects. It will be years before drone services will be a commodity. Pricing pressure will not be arriving anytime soon as long as products can keep evolving and adding value to various industries

FlyGuys.io Annual Financials

Revenue Driver

Revenue\$

Expenditure\$

Profit (Loss)\$

powered by **gust** 