

A white line-art illustration of a drone with four arms and a central body, positioned in the upper left corner of the blue header. The background of the header is a dark blue grid pattern that curves away from the viewer.

Insitu, Inc.

Worksource and Economic Development Conference 2009

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Product Summary

Insitu is a leading high-tech autonomous systems company. They currently produce and sell an ever growing fleet of Unmanned Aircraft Systems (UAS) and Unmanned Aircraft Vehicles (UAV) that are low-cost, high-endurance with low personnel requirements.

These Unmanned Aircraft vehicles can fly for over a day at a time, with a 20,000 foot ceiling on one gallon of gasoline. They offer real-time day and night imagery for surveillance with sophisticated object tracking software.



History

- 1991-** Founded in Hood River, OR
- 1998-** First ever successful UAV transatlantic flight
- 2000-** Insitu develops Sea Scan UAV
- 2002-** Partnership formed with Boeing, Scan Eagle takes flight
- 2003-** Insitu takes on the big boys in UAV Demonstration
- 2004-** First ever UAV shipboard launch and retrieval
- 2004-** Contract with US Marines-Fallujah, Iraq
- 2005-** Contract with US Navy for shipboard operations
- 2006-** Agreement with Australian Defense Force
- 2007-** Insitu develops new Integrator UAV
- 2008-** Insitu purchased by Boeing for 400 million
- 2009-** Insitu produces 1,000th Scan Eagle, Integrator UAV flies.



Culture

- **Not a typical 9 to 5 work environment, flexible scheduling**
- **Insitu employees are encouraged to have a work/life balance**
- **Lifestyle company with innovative and creative employees**
- **Teamwork and collaboration are the backbone of the Insitu way of life.**
- **Bring your dog to work once a week**
- **Employee Incentive Compensation fosters entrepreneurial agility**
- **Flexible Benefit Programs that gives employees choices**
- **Promotion from within and career advancement opportunities**



Revenues and Employee Head Count

	2005	2006	2007	2008	2009
Headcount	55	210	270	580	715
Revenues (millions)	35	60	130	180	???



Quality Policy – AS9100

Who -

Insitu earns customer loyalty by providing

What -

timely, innovative, defect-free products & outstanding services

How -

driven by a culture of agility and systematic continuous improvement.

Product Comparison

Predator UAS

48.7 ft wingspan

27 foot long

2,250 pounds

40 hours flight time

\$25 million per system

Scan Eagle UAS

10 ft wingspan

4 foot long

33 pounds

28-40 hours

\$100,000-\$250,000 per system

Flight Hours and Aircraft Production (total)

	2005	2006	2007	2008	2009
Flight Hours	2k	10k	30k	100k	200k+
Aircraft Production	100	250	500	750	1,000+



Products and Services Advantage

- **Experience**—Over 200,000 ScanEagle flight hours in theater since 2004
- **Service**—Our growing team is experienced, seasoned, innovative, and responsive like no other
- **Endurance**—Over 24 hours possible per flight, day & night
- **Low Cost**—Economical operations and systems permit selective expendability
- **Persistence**—Insitu's inertially stabilized camera turret, plus endurance, plus Insitu's ObjectTracker target tracking technology, keep objects of interest in view
- **Weather**—Wide envelope. Reliable operations in winds over 35 knots, through significant precipitation, and beneath clouds
- **Crosswind**—Good. Operates in crosswinds that ground other unmanned aircraft, needs no runway
- **Runway**—None. Unprepared terrain or shipboard operations made easy with Insitu's SuperWedge™ Launcher and SkyHook™ Retrieval System
- **Stealthy**—Nearly impossible to hear or see an Insitu unmanned aircraft even at close range
- **Modular**—Modular design means components are easily replaced in the field
- **Lean**—Small, light weight unmanned aircraft, compact ground support equipment, no runway, and autonomous operations mean low personnel requirements and very small footprint
- **Expandable**—Avionics bay has available slot for easy integration of new unmanned aircraft payloads



Awards and Accolades

- **Discover Magazine's Most Innovative Exploration Development**
- **Senator Maria Cantwell Writes to Insitu in 2005**
- **10th in Deloitte's WA Technology Fast 50 in 2005**
- **1st in Deloitte's WA Technology Fast 50 in 2006**
- **4th in Deloitte's WA Technology Fast 50 in 2007**
- **Inc. 500, 7th Best in Governmental Services in 2006**
- **80th for Deloitte's 2008 fastest growing N. American companies**
- **Scan Eagle achieves 100,000 operational hours**
- **Helps rescue Captain Phillips from Pirates in Gulf of Aden**



Community Involvement

- **Community Relations team**
- **Human Resource partnerships**
- **Community Outreach Coordinator**
- **High School and College Internships**



Community Involvement

- **High School Robotics Program**
- **Veterans Services**
- **Community Building Renovations**
- **Partner with local suppliers and vendors**



Military Hiring Advantages

- **Adaptable with transferrable skills**
- **Face of our company**
- **Leadership, Loyalty and Teamwork**
- **Pride in their job**



Conclusion of Presentation

Questions???