Paper ID: 90521
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student

IAF BUSINESSES AND INNOVATION SYMPOSIUM (E6)
Interactive Presentations - IAF BUSINESS INNOVATION SYMPOSIUM (IPB)

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# VIMANA AEROTECH AND THE DEVELOPMENT OF A TAIL-SITTER VTOL DRONE FOR RESEARCH AS WELL AS COMMERCIAL FACILITATION

**Abstract**

In the dynamic landscape of global entrepreneurship, Vimana Aerotech stands at the forefront of innovation with its cutting-edge tail-sitter VTOL (Vertical Take-Off and Landing) drone technology. This paper aims at covering Vimana's journey as it pioneers the development of a groundbreaking drone system, tailored specifically for the burgeoning commercial and industrial sectors in India. In India, the surge in the use of drones in industries can be attributed to their ability to cover vast areas rapidly, collect real-time data, and streamline operations. This has become a transformative force across diverse sectors, driving the rapid adoption of drone technology in Indian industries. The focal point of our discussion revolves around the unique features of our flagship product—a tail-sitter VTOL drone- Narsimha, capable of winged flight upon take-off. Unlike existing models in the market, our in-house developed compact aircraft system promises an unprecedented 90 minutes of flight time on a single charge, addressing a critical limitation faced by current drone users. This innovation positions Vimana Aerotech as a game-changer in the industry. One key aspect that sets us apart from the competition is our Unmanned Aerial Vehicle's (UAV) fixed-wing and tail-sitter VTOL capability, combining the efficiency of fixed-wing aircraft with the versatility of VTOL technology. This distinctive feature caters to diverse applications, from defensive surveillance and logistics to agricultural and industrial inspections in the mining, forestry, and drilling sectors. In an industry where global players offer similar solutions at exorbitant prices, Vimana Aerotech has strategically positioned itself to provide an affordable alternative for the Indian market. Our drone not only outperforms existing options but also comes at almost 30% of the cost of comparable international products. This price advantage aligns with our commitment to making advanced technology like AI data processing and 5G data connectivity accessible to the Indian market. Nevertheless, navigating the entrepreneurial landscape in India presents its own set of challenges. We aim to shed light on the barriers faced by us in the realms of research and development, marketing, and funding. Limited funding opportunities and bureaucratic hurdles in the RD sector hinder the pace of innovation and development of next-gen products. Additionally, marketing a revolutionary product requires a nuanced approach to overcome cultural and market-specific challenges. Through this presentation, Vimana aims to share its insights into overcoming obstacles, providing a roadmap for aspiring entrepreneurs, and fostering a collaborative environment to drive the growth of innovative ventures in India.