



**TACTIEN
GROUP**

USE CASE UAS SELECTION



Deciphering Signal from Noise

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Multicopter



Helicopter



VTOL & Fized Wing



Introduction



Executive Summary

“Our loyalty is to performance, not persuasion.”

As infrastructure utilities expand their use of Unmanned Aircraft Systems (UAS) for asset monitoring, inspection, and security, the challenge of sourcing, validating, and selecting the right aircraft and Original Equipment Manufacturer (OEM) becomes paramount. The rapidly evolving UAS landscape, coupled with aggressive vendor marketing and complex operational requirements, puts decision-makers at risk of costly missteps.

Tactien's UAS sourcing, validation, and selection service offers a rigorous, data-driven framework to empower infrastructure utilities with clarity, confidence, and actionable recommendations.

By partnering with customers, Tactien ensures that aircraft and OEMs are comprehensively validated under real-world conditions, and that every technology investment is tailored to specific

operational needs.

Many utilities have encountered situations where OEMs promise groundbreaking features and flawless performance, only to deliver aircraft that fall short in real-world operations. These inflated claims can lead to costly investments in technology that fails to meet operational demands, undermining trust and efficiency. Tactien's process is designed to pierce through the marketing hype—asking direct, uncompromising questions of both the OEM and the aircraft itself. By rigorously evaluating every claim and exposing both strengths and weaknesses, Tactien ensures that customers receive an unvarnished assessment, revealing the truth—whether it's good, bad, or ugly—before any commitment is made.

01

Service Methodology

“ Integrity means asking the hard questions, so our customers gain answers they can trust—the first time.”

Tactien’s approach is anchored in proven methodologies established through its Counter-UAS (CUAS) validation programs, ensuring that every step is transparent, objective, and focused on the customer’s unique requirements. The service unfolds in five key phases:

1. Requirements Gathering

Tactien works closely with utility stakeholders to define operational goals, technical criteria, integration needs, and management models. This phase establishes a clear blueprint for the sourcing and validation process, ensuring alignment with both immediate and long-term objectives.

2. OEM and Aircraft Validation

Leveraging deep industry expertise, Tactien conducts thorough background checks on OEMs, scrutinizes aircraft specifications, and assesses regulatory compliance. Critical questions are asked regarding reliability, support, lifecycle costs, and interoperability with existing infrastructure.

3. Test-Flight Observation

Tactien orchestrates live flight operations, conducted by the OEM, to replicated customer-relevant scenarios, ensuring that aircraft performance is evaluated under realistic stress conditions.

The tests are completed via Tactien-derived test cards...not what the OEM prefers, as it exposes potential vulnerabilities previously unknown to the customer.

Blind testing, randomized missions, and telemetry analysis expose strengths and weaknesses that may not be apparent in vendor demonstrations.

4. Data-Driven Analysis

Comprehensive telemetry, operational data, and observations are collected and cross-referenced with flight logs against the Tactien-prescribed demonstration flights.

5. Final Recommendation Report

All findings are compiled into a quantitative, data-backed report. Tactien delivers clear, actionable recommendations, identifying best-fit aircraft and OEMs while highlighting any risks, limitations, or required mitigations discovered during validation.



02

Mitigation Planning

“ If I select this system, what are the potential risks I face? What is my backup plan?

Identifying issues during validation is only valuable if it leads to actionable risk reduction. Tactien develops tailored mitigation plans for every customer, addressing discovered vulnerabilities and recommending operational or technical adjustments. Whether it's suggesting alternative integration models, vendor negotiations, or procedural safeguards, Tactien's recommendations are designed to empower customers to take

informed, proactive steps. Every mitigation plan is structured to be practical, measurable, and aligned with the customer's operational realities.

All too often, purchasers enter the UAS acquisition process with the assumption that the technology will deliver as promised and that the manufacturer is fully prepared to address common faults. In practice, many buyers proceed with limited visibility, relying primarily on feedback from existing customers who themselves may not have encountered—or fully understood—the built-in failsafes or the protocols for necessary mitigation actions. This semi-blind approach can leave organizations exposed to operational surprises and unanticipated costs when issues arise, underscoring the importance of a rigorous, independent validation process.



03

Results & Value Proposition



Infrastructure utilities engaging Tactien's UAS sourcing, validation, and selection service benefit in several critical ways:

Confidence in Selection: Decisions are based on independent, quantitative evidence, not vendor marketing.

Reduced Risk: Thorough validation and mitigation planning limit exposure to operational, technical, and financial risks.

Informed Decision-Making: Utility stakeholders receive clear, actionable insights tailored to their specific needs.

Organizational Resilience: The process strengthens utility preparedness for future UAS adoption and technology evolution.

Tactien's holistic, customer-centric methodology ensures that every technology investment delivers measurable results in the field, accelerates program adoption, and safeguards critical assets.

FAQ

1. What types of utilities does Tactien support with UAS sourcing and validation?

Answer: Tactien works with a wide range of infrastructure utilities, including electric, water, gas, and telecommunications providers seeking to leverage Unmanned Aerial Systems (UAS) for operational improvement.

2. How does Tactien ensure unbiased vendor selection?

Answer: Our process is vendor-agnostic and relies on independent, quantitative evaluation criteria, ensuring that recommendations are based solely on each utility's needs and the objective performance of available solutions.

3. What is involved in Tactien's validation process?

Answer: We conduct thorough assessments of UAS technologies, including real-world testing and evaluation against operational (CONOP) requirements, to confirm that solutions meet stated performance and safety standards.

4. How are risk mitigation plans developed?

Answer: Tactien tailors mitigation strategies for each customer by identifying specific vulnerabilities and recommending operational or technical adjustments that are practical, measurable, and aligned with organizational realities.

5. Can Tactien help with regulatory compliance?

Answer: Yes, our team stays current with federal and local UAS regulations and integrates compliance considerations into every sourcing and validation engagement.

6. How long does the sourcing and validation process typically take?

Answer: Timelines vary based on project scope and complexity, but Tactien emphasizes clear communication and efficient execution to minimize disruption and accelerate results. Depending on the OEM, the validation process typically will take a month.

7. Does Tactien provide ongoing support after initial selection?

Answer: We offer continued guidance as needed, including support for integration, change management, and future technology assessments as your needs evolve.

8. What makes Tactien's approach different from other consultants or vendors?

Answer: Tactien delivers a holistic, customer-centric methodology combining deep technical expertise with actionable, tailored recommendations that go beyond generic best practices.

9. How does Tactien measure the success of its engagements?

Answer: We define clear, practical performance metrics at the outset and focus on delivering measurable outcomes such as risk reduction, ROI, and operational improvements.

10. How can my organization get started with Tactien's services?

Answer: Simply reach out to Tactien to schedule an initial consultation. We will discuss your objectives, challenges, and how our sourcing, validation, and selection services can be tailored to

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