

WINNER

SPOOKFISH-EAGLEVIEW **Exporting Spookfish Platform to the US/Canada with a Strategic Partner**

What was the problem?

Spookfish began with a big dream: to leave a lasting digital legacy for future generations that shows the detail of Australia's evolving social, cultural and economic footprint. This is an exciting innovation for Spookfish and the beginning of a substantial export opportunity for Australia.

What were the key outcomes?

Since then, Spookfish has collaborated with EagleView to design an iteration of the Spookfish Platform for the US market. This was designed, engineered and certified by CASA to fly in Australia and by FAA to fly in the US. It was accepted by EagleView after extensive performance testing ensured it met all design specifications. Spookfish is now building the Spookfish Platform in large volumes to meet the demands of EagleView.

How did you address it?

In May 2016, Spookfish signed agreements with EagleView, enabling Spookfish to quickly enter the North American market, strategically minimizing risk, leveraging its local flight operations capabilities and gaining immediate access to EagleView's channels and customer relationships in major markets across the USA. EagleView has an exclusive, long-term licence to operate Spookfish's camera and software processing technologies and the rights to market, promote, sell and distribute output products in North America. The agreement also includes provisions to expand the rollout of the Spookfish Platform into other geographies.

For more information about this project or to contact Spookfish please visit their website:

www.spookfish.com

