airspacelink™

SERVICES OVERVIEW

Build or Grow Your Drone Program

Airspace Link is your guide for the full UAS journey, from your first flight to a program that scales.

HOW IT WORKS

Included vs. Add-On

Every AirHub® Portal license includes the enablement to get your team live. Everything beyond that is expert support, billed as time & materials.

INCLUDED

Standard with every license — implemented by your Project Manager at kickoff.

ADD-ON

Available whenever you need it, billed as time & materials.

WHAT'S INSIDE

- Product Enablement & Project Kickoff — Included · p2
- UAS Program Management Support — p2
- UAS Policy Development — Add-on · p3
- Department Operations & UTM — Add-on · p5
- Regulatory & Waiver Support — Add-on · p4
- System Integration & Implementation — Add-on · p4
- Training — Incl. + add-on · p5
- Grant & Funding Strategy — Add-on · p5

WHERE IT STARTS INCLUDED

Product Enablement & Project Kickoff

Your Project Manager makes sure every capability you purchased gets implemented, starting at contract.

Project Kickoff

Your PM sets the plan and gets your team started.

Out-of-the-Box Setup

AirHub® Portal configured for the capabilities you purchased.

Virtual AirHub® Training

Remote platform training for your team.

FlySafe Setup Support

Guided setup of FlySafe for your operations.

HOW WE WORK WITH YOU

UAS Program Management Support

Tailored analysis and strategy that aligns your sites, routes, and tasks with both operational needs and compliance. We take a phased approach, tailored to your program.

1. **Kickoff & needs assessment**
   Stakeholder engagement, operations review, risk modeling.
2. **Internal UAS policy development**
   Procedures, airspace governance, FAA alignment.
3. **Regulatory authorization & waivers**
   Part 107, BVLOS, Part 108 readiness.
4. **Enabling departmental operations**
   AirHub® Portal configuration, operator onboarding, playbooks.
5. **Hardware procurement & integration**
   Drone and detection systems, site planning.
6. **Testing & validation**
   Tabletop and field exercises before going live.

WHO IT'S FOR

Any agency developing, standing up, extending, or scaling a drone program.

WHY IT MATTERS

UAS programs need cross-agency expertise. Rushing creates risk; stalling wastes opportunity. We close that gap.

ENGAGEMENT TIERS ADD-ON

UAS Policy Development

Many agencies need an agreed-upon UAS policy in place before a full drone program can be implemented. Our experts work with you to develop internal policy tailored to your departments, use cases, and community — operational procedures, airspace governance frameworks, and cross-departmental guidelines that make drone operations safe, compliant, and repeatable.

Three tiers, depending on how much of the work you want to own.

TIER 1

Contact for pricing

Review & Amendments

- Already have a draft policy
- Two rounds of expert review
- Written, actionable feedback
- Alignment to current regulations

RECOMMENDED

TIER 2

Contact for pricing

Guided Policy Creation

- Structured policy template
- Two hands-on editing sessions
- Ongoing support throughout
- Relies on your local expertise

TIER 3

Contact for pricing

Comprehensive Policy Buildup

- Task force with your stakeholders
- Research & peer benchmarking
- Public engagement facilitation
- Full drafting through approval

WHO IT'S FOR

Every agency that wants compliant, lawful drone operations by its employees and contractors.

WHY IT MATTERS

Effective drone policy isn't just a compliance checkbox — it's the foundation that lets your organization operate safely, scale confidently, and stay ahead of evolving FAA regulations.

COMPLIANCE & CONNECTED SYSTEMS ADD-ON

Regulatory & Waiver Support

We help you obtain the authorizations you need to fly legally and safely — from Part 107 compliance to advanced BVLOS waivers.

FAA waiver preparation

BVLOS, operations over people, and Part 107 — documentation, CONOPS, risk assessments, FAA correspondence.

COA/COW & airspace authorization

For controlled airspace or multi-agency coordination.

Part 108 readiness

Assessing your program against the FAA's forthcoming rule and building the foundation to comply.

System Integration & Implementation

Vendor-agnostic. AirHub® Portal connects into the systems your agency already runs, so drone data lands in the tools your team uses daily.

GIS & mapping

Native ArcGIS Online and Enterprise — your layers and boundaries in AirHub® Portal.

Work order systems

Survey123, ServiceNow — requests generate operation plans, traceable to flight log.

Identity & access management

SSO with Microsoft Entra ID and Okta.

Detection systems

ADS-B, RF, Remote ID, optical, acoustic, radar — one operating picture.

Hardware & site planning

Selecting and deploying hardware, siting docks and sensors.

Drone manufacturer platforms: Skydio Cloud INCLUDED DJI Cloud & others ADD-ON

WHO IT'S FOR

Government agencies and commercial entities alike — especially those with more evolved programs, or heavy users of Esri.

WHY IT MATTERS

Getting FAA regulations wrong means grounded operations or missed opportunities — and a program only delivers when the right systems, data, and infrastructure work together.

BUILDING, SCALING, FUNDING ADD-ON

Three services that take a working program further — the people who operate it, the departments it reaches, and the money that pays for it.

Training

Hands-on training that gets your pilots and program staff operating with confidence.

Virtual AirHub® Portal training

INCLUDED

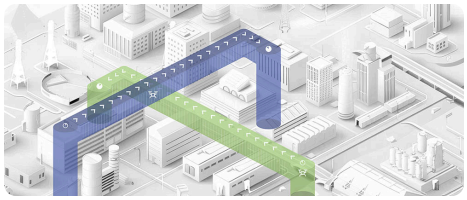
Remote training, included with every license.

In-person training

1–2 days on-site, tailored to your workflows.

Exercises

Tabletop, functional, and field exercises with after-action review.



Department Ops & UTM

Turn a single-team pilot program into a coordinated, multi-department operation.

Use cases per department

DFR, inspections, code enforcement — VLOS or BVLOS.

AirHub® Portal & operator onboarding

Configured to your workflows, with playbooks written.

Commercial & UTM enablement

Delivery and utility inspection, UTM-compatible.

Grant & Funding Strategy

Vendor-agnostic guidance to help your program find and secure funding.

Identify

Grant identification and eligibility review.

Apply

Writing and application support, technical narrative included.

Deliver

Partner identification and reporting strategy.

WHO IT'S FOR

Agencies ready to scale beyond initial deployment — and whose ambitions are ahead of their budget cycle.

WHY IT MATTERS

Expanding into new departments and use cases is where drone programs create the most value — and the most risk, if it isn't planned deliberately or funded properly.

airspacelink™

CASE STUDY

Airspace Link helped Arlington win a $780K DOE grant — and delivered partners to run it

Read the full story at airspacelink.com.

Let's talk about your program.

Whether you're writing your first policy, chasing a waiver, or scaling across departments — our team meets you where you are and stays through where you're going.

START HERE

Request a consultation

A short call is usually enough to tell you which of these services fits where you are today.

airspacelink.com/services

Full service detail, case studies, and the consultation request form.