



AUVSI: Boeing, Schiebel team for US market opportunity

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At ceremony on 11 August Boeing and Schiebel Industries signed a teaming agreement that will see the two companies work together to access the market in a number of countries with the latter's S-100 Camcopter.

The head of Boeing's new UAS division, Vic Sweberg, Darren Sekiguchi, director of Boeing Intelligence, Surveillance & Reconnaissance Services, Hans G. Schiebel, director of Schiebel Industries, and Neil Hunter, marketing and strategy director for Schiebel signed the teaming agreement that brought the new relationship in to being.

The agreement will primarily be focussed on the US market with both Boeing and Schiebel believing there are opportunities for the vertical take off and landing S-100. In particular, the companies are chasing a US Special Operations Command (USSOCOM) requirement for an expeditionary UAS.

Details of the requirement are sketchy, but there are believed to be at least three competitors that also include Cybaero working with Evergreen Unmanned Systems. USSOCOM is expected to make a decision on the system, which will be provided on some form of service basis, in around one month from now.

A win for Schiebel would be big news for the company, which has yet to find more than a couple of main customers. To date the company has built just under 100 S-100 Camcopters - over 50 of those have been for its main customer Abu Dhabi, while another 20 have been manufactured for a Far East customer.

Breaking in to the US market was the main reason for Schiebel to partner with Boeing according to Hunter. However, the teaming arrangement will also cover a number of other countries where Boeing has stronger relationships than Schiebel. The company is also keen to leverage Boeing's expertise when it comes to service provision contracts.

What remains unclear is how the relationship with Schiebel will effect Boeing's subsidiary Insitu. The latter's Scan Eagle UAV is in competition with the S-100 in a number of markets, including the UK where both are chasing nascent Royal Navy requirements.

By Darren Lake, Washington DC