

# Prometheus with solutions powered by Orange and Integrated Solutions



**A case study**  
From drones to Data Centre

Part of Orange Polska



# Data Centre – Prometheus employs solutions powered by Orange and Integrated Solutions

For companies that operate in dynamic environments, time, precision, and reliability are of the essence. Consequently, partnering with strong ICT service providers with a comprehensive offering becomes more than just a priority, it becomes an essential element of their growth strategies.

With advanced telecommunications, co-location, hosting and cloud solutions they can achieve ambitious goals such as scaling up their businesses, going international, or efficiently handling large amounts of data.

Prometheus has been a leading rotor drone producer, and actively supports the “Drone as a service” type of offering. They have successfully launched unique long-range hybrid drones with exceptionally long fly times.

Prometheus sells drone systems for:

- detecting methane,
- inspecting and passporting critical infrastructure protection networks,
- rescue services.

In order to be able to reliably transfer data to the DC and effectively process data collected by drones in real time, the company entered into cooperation with Orange Group.



# Challenges 1/2

Prometheus had been looking for a technology partner that would not only support the development of new telecommunication technologies such as 5G, but would also guarantee the reliability of the entire system. When the company entered the market of unmanned aerial vehicle rental, it encountered a range of challenges it had to face to meet client requirements.



# Challenges 2/2

## ■ Scalability and cost predictability

They were looking for a solution that would help them easily scale up their services while keeping the costs predictable, and would give them flexibility in adapting to various client requirements.

## ■ Low latency in data transmission

Given the specific aspects of drone operation and the real-time requirements, the client was looking for a solution that would offer fast and smooth data transmission from drones to the data processing centre (Data Centre) without significant delays.

## ■ 5G technology support

As an innovation-oriented company, Prometheus needed a technology partner that would facilitate the development of state-of-the-art telecommunication technologies, including 5G.

## ■ System reliability guarantee

Owing to the specific nature of the service and its applications, the reliability of components as well as of the system as a whole was the key aspect the client was looking for.

## ■ Global expansion

Prometheus was planning to go international, so they were looking for a partner that would offer them global recognition and a chance to cooperate on multiple markets.

Before deciding on the technology partner, the company tested the services of several providers. Ultimately, they chose Orange and Integrated Solutions (IS).



# Implementation

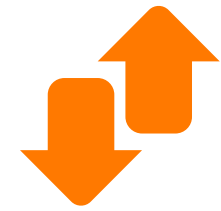
During implementation, engineers from Orange and Integrated Solutions focused both on the telecommunication aspects and the cloud.



SIM cards were used for transmitting data from drones.



The data are then processed in the computing cloud of Integrated Computing.



The close partnership with Orange 5G Lab ensured the right bandwidth parameters, and allowed for real-time data transmission.



# Benefits

By implementing “Drone as a Service” through a comprehensive infrastructure, Prometheus obtained significant results and benefits.



The company created a prototype business model that allowed for commercialising the service with success.



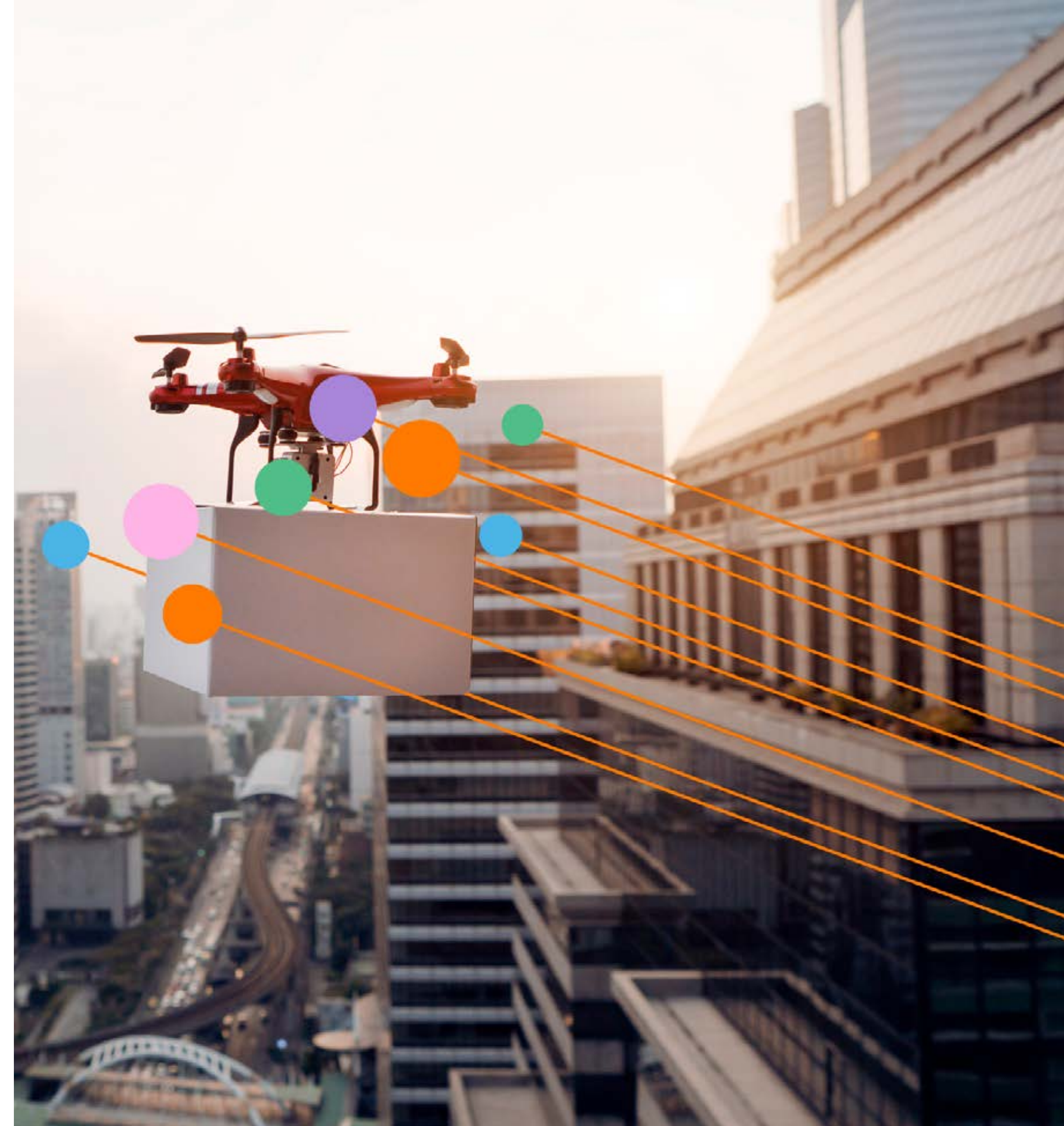
As providers of a comprehensive solution, Orange and Integrated Solutions ensured professional project support and facilitated quick implementation and effective expansion.



Thanks to the global recognition and support from its partners, Prometheus could enter into marketing cooperation on many levels, which has brought additional benefits when winning new clients.



With flexible and transparent business models for a complex infrastructure, the company is ready to continue growing and expanding into new markets.



# The Client's perspective

*By cooperating with reliable technology partners such as Orange and Integrated Solutions we were able to achieve ambitious goals and make “Drone as a Service” a reality. Their advanced services gave us scalability, cost predictability, and real-time secure processing options for large amounts of data. The partnership allowed us to focus on developing our innovative solutions, and provided us with top-level support of a global brand and support for the project itself. We are certain that the cooperation will bring us success in international markets.*

Robert Drzewiecki, CEO, Prometheus S.A.

