

The SEC's Solution Innovation Partner (SIP) program evolved to help security practitioners expedite choosing a trustworthy risk mitigation vendor with confidence given the myriad of possible options in the marketplace. Proven Solution Innovation Practice Case Studies help evaluate performance claims and differentiate solution providers for business outcomes including risk mitigation, return on investment, and security assurance.

The following case study offers a proven solution for mitigating risk(s) associated with unmanned aircraft systems (UAS) flying above or near a major U.S. university park. This major amusement park implemented AirSight's AirGuard drone detection solution to identify, track, and evaluate potential airspace threats in and around the park.

Risk Issues and Mitigation Opportunities:

1. Drones may frequently endanger, distract, disrupt, or cause fear or concern for visitors, employees, and park facility patrons without coordinated mitigation measures or pilot accountability.
2. Known and unknown drones pose risks, threats and vulnerabilities to the stakeholders including visitors and staff, including unauthorized access and theft of proprietary information, collision with employees and visitors, safety risk, to other aircrafts in the same airspace, cyber-attacks other crimes, and/or civil liabilities.
3. Drone detection enables 3-D access control with intruder detection and mitigation.
4. Enhance the amusement park brand defensibility pre- and post-drone related incident.

Solution Requirements:

- Legal solution due to FAA regulations and federal laws surrounding counter drone technology.
- The ability to detect and track the drone(s) and pilot(s) with real-time alerts.
- The ability to setup a geo-fence around the park and other areas of interest.
- The ability to receive mobile, real-time alerts to a set group of recipients to deliver situational incident intelligence to allow more accurate and efficient response by camps law enforcement.

Delivered:

- ✓ AirGuard offered a legal solution to detect drones and support mitigation processes.
- ✓ AirGuard consistently detects drones and its pilots in the urban, park environment daily.
- ✓ 700+ drones detected within the agreed upon area over the park. 640+ drones detected over the property.
- ✓ 300+ Drone operators have been contacted.
- ✓ AirGuard allowed park security to set up geo-fence perimeter around the park.
- ✓ The ability to stop unauthorized drones in real-time with coordinated real-time alerts and responses to officials, law enforcement and park security.
- ✓ More accurate and efficient response and use of resources by park security and law enforcement.
- ✓ Virtually zero system downtime since implementation.

Outcome and Benefits of Service Including ROI:

Solution Innovation Case Study: Securing People and Brand with Drone Detection for 3-Dimensional Access Control Risk Mitigation

- ❖ End user testimonial – ***“This solution has greatly improved my relationship with the FAA and local law enforcement. AirGuard provides concrete evidence for both agencies to intervene with confidence when required. We have been alerted of a drone flying over the property as quick as 30 seconds from the drone being turned on.”***
- ❖ Health, safety, and security enforcement confidence has improved from 1 out of 10 to 8 out of 10.
- ❖ Real-time alerts specify how many drones entered the user’s airspace as well as the geolocation of their pilot(s).
- ❖ Park security efforts now streamlined, saving law enforcement efforts, resources, and time.
- ❖ The AirSight drone detection system helps the park enforce its drone policies and ensure park safety by allowing park security to whitelist authorized, or known, drone flights each day.
- ❖ Historical incident recording gives law enforcement evidentiary support to resolve cases of unauthorized drone use and other UAS misconduct at the park.
- ❖ On-park drone policy signage now supported by AirGuard enforcement, acting as an effective deterrent.
- ❖ The AirSight drone detection system helps the park enforce its drone policies and ensure safety. The system allows the park to have documented incidents that can be reported to the conduct office if needed.



Figure 1: Snapshot of UAS flight statistics October 1, 2019 – October 1, 2020

SIP Case Study Authentication Process

This process was overseen by a Council Faculty member with 20+ years of experience in developing and leading people and asset protection programs as trusted security advisor for global, multinational organizations. Client end-user authenticated in September 2023.

Note: *The Security Executive Council's Solution Innovation case study represents a snapshot in time to demonstrate a solution to a specific organization's issue. End-user diligence, trial and measurement are strongly recommended for any contemplated risk mitigation activity.*



SECURITY EXECUTIVE COUNCIL

A research and advisory firm

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A General Comparison of Competition

Client Service/Resource Attributes or Capabilities	AirSight	Company A	Company B	Company C	Company D
The ability to detect and track the drone and pilot in real- time	YES	No	No	No	No
The ability to setup a geo-fence around area of interest.	YES	No	No	No	No
Geo fence can be adjusted within minutes.	YES	No	No	No	No
Sending of mobile, real-time alerts to a set group of recipients.	YES	YES	YES	YES	YES
AirGuard detects approximately 95% of today's commercial drones within a 2-mile radius of a location.	YES	YES	YES	No	No
Half-day installation of fixed equipment.	YES	YES	YES	YES	No

See other case studies and learn more about the SIP Program here:

https://www.securityexecutivecouncil.com/about/solution_innovations.html