

## Enord (a startup incubated at IIITD Innovation & Incubation Center) signed MOU with Vyorius for Strategic Collaborative Development of GCS & GTM

Enord, a startup incubated at IIITD Innovation & Incubation Center, has announced a strategic collaboration with Vyorius for the development of Ground Control Station (GCS) and Go-to-Market (GTM) strategies. The collaboration will enable Enord and Vyorius to leverage their expertise and resources to create innovative solutions that meet the needs of their customers. Enord and Vyorius will collaborate on various projects for technical input, advice and collaboration on specific projects. Vyorius will also assist Enord in connecting with their existing clients as and when required. Additionally, both companies will share information on events and activities that may be of common interest.

The Ground Control Station (GCS) is a vital component of unmanned aerial systems (UAS) that allows operators to remotely control the UAS and monitor its flight path, telemetry data, and payload operations. On the other hand, Go-to-Market (GTM) strategies are crucial for startups to market their products and services effectively and reach their target markets.

The MOU signed between Enord and Vyorius outlines a framework for collaboration in the strategic development of GCS and GTM. By combining their skills and resources, Enord and Vyorius aim to create innovative and effective solutions that cater to the needs of their customers. The collaboration also provides an opportunity for both companies to expand their reach and gain a competitive edge in their respective markets.

*"We are thrilled to collaborate with Vyorius for the strategic development of GCS and GTM," said the spokesperson for Enord. "This collaboration is a testament to our commitment to creating innovative solutions that meet the needs of our customers. By working together, we can leverage our collective expertise and resources to drive growth and success for both companies." Said spokesperson Enord, Muhammad Anas.*

Vyorius is equally excited about the collaboration. *"We are excited to work with Enord to develop innovative solutions that cater to the needs of our customers," said the spokesperson for Vyorius. "This collaboration provides an opportunity for us to expand our reach and create a competitive edge in the market." Said spokesperson Vyorius, Nishant Singh Rana.*

India's drone market was worth Rs 6,700 crores in FY20 and is predicted to grow 14.5% by 2026, with increased use of autonomous drones in agriculture, defence, power, and telecommunications to enhance productivity and decrease operational expenses. The collaboration between Enord and Vyorius is expected to drive innovation and create value for customers in the UAS market. The MOU signed by the two companies is a step towards achieving this goal.

**About Enord:** Enord Pvt Ltd said to be India's first AI on the edge drone tech startup is engaged in the business that specializes in designing and developing AI-based drones and signed an MOU with Vyorius Pvt Ltd provides software services for drones and web tools for remote supervision. Enord recently got shortlisted among the Top 10 participants in the 'Meher Baba' Swarm Drone Competition phase-II by the Indian Air Force for Indian start-ups to develop a swarm drone-based system to detect foreign objects on aircraft operating surfaces.

**About Vyorius:** Delhi based Vyorius is a SaaS platform for unmanned robots, providing direct plug and play while bringing all of the command, control, supervision, management, asset tracking and maintenance tools in one place and using AI/ML to do predictive maintenance and find efficient vehicles in the fleet.