

## Phase One Selects Globe Flight as Sales Partner for Drone Solutions in Germany and Austria

### Phase One P3 DJI Offers Millimeter Resolution

**COPENHAGEN, 9<sup>th</sup> February 2022** – Phase One, a leading developer of digital imaging technologies, has named Globe Flight GmbH as its reseller of unmanned aerial vehicle (UAV) solutions in Germany and Austria. Based in Barbing, Germany, Globe Flight plans to make the Phase One P3 DJI M300 payload a centerpiece in its comprehensive drone offerings for inspection, surveying, and other geospatial applications.

The Phase One P3 payload addresses the previously unmet commercial need for high-resolution drone imaging while covering large surface areas quickly and safely. The P3 enables Globe Flight to offer its customers a complete fully integrated drone solution for the first.

“Our P3 DJI M300 payload is a perfect complement to Globe Flight’s existing products because it opens the door to millimeter-level imaging that was not available with other UAV camera systems,” said Carsten Wieser, Area Sales Manager for Central and Northern Europe at Phase One. “The P3 will appeal to Globe Flight’s current customers and attract additional users in inspection sectors requiring extremely detailed drone images to inspect their infrastructure.”

Globe Flight is an ideal business partner for Phase One in the region, and the two companies will collaborate in Germany and Austria to further cultivate the market for UAV applications.

The German firm is an acknowledged UAV expert, offering a wealth of comprehensive solutions that include DJI sales and maintenance, product testing, regulatory advice, and pilot training. Globe Flight has traditionally equipped customers with DJI drones for use in inspection, surveying, agriculture, and others. The firm expects the P3 will expand these applications into the following specific areas:

- **Inspection:** Powerlines and power masts, wind turbine, bridges, railroad tracks, roads, building facades and roofs, oil and gas facilities (including flare towers), cellphone tower, solar panels, dams, digital twins.
- **Surveying:** High-accuracy and wide-area mapping.
- **Agriculture:** Phenotyping, precision agriculture.

“We are thrilled about this partnership with Phase One as it enables us to offer our customers a fully integrated, ready-to-fly solution with the P3 DJI payload,” said Anselm Doetterl, Globe Flight Enterprise Sales Manager.

The P3 DJI M300 is a plug-and-play system ready to fly on a DJI Matrice 300 drone with a user-selected option of either the Phase One iXM 100MP or 50MP camera mounted on a new gimbal with integrated laser rangefinder. Phase One offers other drone payloads including versions for MAVlink supported drones and the DJI M600 Pro. All are designed primarily for fast, efficient, and safe inspection of critical infrastructure, yet versatile enough to handle any end user application.

The high-resolution medium-format metric Phase One iXM cameras have four RSM lens options and boast a dynamic range that guarantees sharp image collection in high-contrast or low-light environments. The variety of lens options ensures large surface areas can be captured with millimeter-level detail – even at safe distances from the asset. The new gimbal with the integrated laser rangefinder ensures precise and fast focusing on every shot, eliminating blurry and out-of-focus images, so that large features can be covered in fewer images and shorter missions.

Globe Flight's Anselm Doetterl concluded: "We are very happy about this new partnership with Phase One and are looking forward to the big, bright, positive future for both companies. We will be able to tackle new markets together, as new use cases are emerging every day in rail networks, transportation corridors, and agriculture."

Learn more at <https://geospatial.phaseone.com>

### **About Phase One**

Phase One A/S is a leading researcher, developer and manufacturer of medium format and large format digital cameras and imaging Systems.

Founded in 1993, Phase One is a pioneer of digital photography. Phase One has developed core imaging technologies and a range of digital cameras and imaging modules, providing the world's highest image quality in terms of resolution, dynamic range, color fidelity and geometric accuracy. As such, Phase One has grown to become the leading provider of high-end imaging technology across many demanding business segments, such as aerial mapping, industrial inspection and cultural heritage digitization, as well as serving the world's most demanding photographers.

Based in Copenhagen, Denmark, and with regional offices in New York, Denver, Cologne, Tel Aviv, Tokyo, Beijing, Shanghai and Hong Kong, Phase One nurtures long-term relationships with customers, technology partners and its global network of distributors, often playing the role of digital imaging partner to customers with special requirements. It is with this passion for service that Phase One continually exceeds expectations and drives the imaging industry forward.

Phase One

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### **About Globe Flight**

As one of the leading DJI Enterprise Partners in Europe and the sole B2C distributor for the Austrian market, the mission of Globe Flight and its more than two dozen drone professionals is to provide customers with a comprehensive service around state-of-the-art UAV systems and applications. Consumers as well as industrial customers and public authorities turn to Globe Flight for reliable high-performance drone technology. The company's diverse portfolio includes

drones, various complementary products as well as software solutions from the world's leading supplier DJI. Additionally, Globe Flight customers have access to a range of products and systems from innovative brands around the world. Its reputation as a competent training provider for drone pilots has helped establish strong business ties with the public sector, making Globe Flight a trusted partner of organisations such as the BBG – Bundesbeschaffung, Austria's Federal Procurement Agency. Customers are served from the company HQ in Regensburg, accounts in Northern Germany and across Austria also have dedicated local project and sales managers at their disposal.

Link: <https://www.globe-flight.de/EN>

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**Graphic Caption:** Phase One P3 payload mounted on a DJI M300 drone.

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