



# ALLIANCE ENGINEERING SERVICES

Together. A Step Forward

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Attention : Alexey Barynkin (Albatros, Deputy Chief Executive Officer)  
: Evgeniy Hleptikov (SET-1, Deputy Chief Executive Officer)  
: Dudov Alexander Alexandrovich (SET-1, Head of Special Projects)

**Subject : Follow Ups from Demo Flights and Future Steps for Cooperation**

Merry Christmas and Happy new year from Myanmar!

It was a great step that we have completed the Demo Flights in Myanmar. We have successfully completed the test flights in Meikhtila and final demonstration flight in Naypyidaw.

As per our meeting, we had a good discussion with the end-user on how to move this project forward. Below are the outlines of the steps for future cooperation.

## **Step 1**

Financial and technical proposals for **5 Nos** of complete sets with options to add on additional technical requests as attached.

## **Step 2**

The end-user would like to have a laser range finder equipped on existing platforms (5 Nos). There could be additional technical requests.

## **Step 3**

The end-user would like to know if we can do SKD assembly in factory owned by them under the management of Set-1/Albatros. Estimated numbers is to be discussed.

## **Step 4**

The end-user would like to know if the air-frames could be manufactured in factory owned by them under the management of Set-1/Albatros. All electronic equipment and payloads to be purchased from Set-1/Albatros. This stage will be considered as TOT stage.

It is in our understanding that our military plan to have an UAV unit per Battalion. Thus, we would be needing up to 200-300 UAVs with service center and production facility in Myanmar. All the plans are in discussion with the end user but actualization the plans will require all the steps to work perfectly without any setback.



## Additional Technical Requests (optional items) for the Step 1

Please send us technical and commercial options for the following items.

### 1. Camera tracking and coordinate measurement system



We require a recorded live demonstration view of this system in action. This is the most critical aspect of the UAV / Payload that the customer needs.

We have received your tracking video that you have sent earlier. However, we require a video where you can show the coordinates of the cursor location as above photo.

### 2. GNSS receiver Emlid Reach M2





### 3. Launching device based on pneumatic catapult



### 4. 3-axis gimbal platform with video camera for both day and night options



### 5. Antenna with UAV tracking system

It was observed several times that beyond 20 km range the antennas required constant adjustment without which the aircraft resulted in loss of telemetry. The end user requested that the antenna can be equipped on personals such as man portable HF radios.

### 6. Custom paint Scheme

The end user requested a camouflaged paint scheme that the end user will specify.

### 7. Military Grade PCs for the Ground Stations





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## List of Additional Questionnaires from End Users

1. Please highlight to us how the gimbal controls can be more less sensitive. Current settings are too sensitive for the payload operator in searching for targets.
2. The after latching point for the Payload, if not put in their precise orientation, may end up blocking the parachute opening. Customer would like to know if payload latches may be repositioned away from the parachute opening.



3. Only the heads of the plastic nuts break off during their removal, requiring our operators to dig the plastics out of their casings.
4. We expired the minimum 5 propeller blade breaking during landings on our test flights.

Congratulations on our co-opted successful flight demonstrations of the UAV M5.  
We look forward for your soonest replies.

Best Regards,



**Win Min Hein**  
Managing Director

**Alliance Engineering Services Co.,Ltd.**

#11 (B), Mya Thiri Lane, A1 Street, (9) Miles, Mayangone Township, Yangon, Myanmar  
Phone | +959- 67 111 6060 | +959- 42117 2013      Email | [contact@aesmm.com](mailto:contact@aesmm.com) |