



This Appendix 4 forms part of and is incorporated by reference into the terms and conditions of an executed Order Form between PrecisionHawk, Inc. (“we” or “PrecisionHawk”) and you, the purchaser or user (“you” or “Customer”) (together, the “Parties”). Capitalized terms not defined herein shall have the meanings assigned to them in the Order Form which together with this Appendix 4 shall collectively be referred to as the Agreement.

1. Training Services

- 1.1. PrecisionHawk offers standard and customized Unmanned Aircraft Systems (“UAS”) Training services. “Training” means PrecisionHawk’s training courses, including courses provided at a site designated by you (“On-Site Courses”). For On-Site Courses, you will supply a suitable facility for the Training being provided. In jurisdictions where our instructor does not have a permit or other regulatory authorization to operate a UAS drone, Training may be conducted in classroom only or with a participant operating the UAS and our instructor providing hands-off instruction.
- 1.2. Whether you purchase Training from us or through one of our authorized Business Partners, we agree to provide you with Training on the terms described in this Appendix. In exchange, you agree to comply with the requirements and terms of this Appendix.

2. Standard (Non-Custom) Training Offerings

Standard Training Offerings are sold in units of “Sessions”. Price will vary depending on the location selected by the Customer and indicated on the Order Form. The types of Training and the definition of a Session for each are as described below.

Training Type	STANDARD TRAINING COURSE – 1 Aircraft with 2 Basic sensors	
Course Curriculum	Provides basic training to enable safe, automated flight using PrecisionFlight Software and purchased equipment. Customer will receive assistance with setup of its hardware and guidance in capturing data. Includes familiarization with PrecisionFlight, PrecisionViewer, and PrecisionAnalytics software suites as well as practical flight experience.	
Hardware	Sensors: Visual, 3-Band, 5-Band, Thermal UAS Platform: M100 / M200 / M600	
Initial Course	<ul style="list-style-type: none"> ▪ Two (2) days (+ / - 14 hours) of instruction (0.5 day classroom, 1.5 days field training) ▪ One (1) Pilot In Charge instructor ▪ Project Management co-ordination included ▪ Up to four (4) trainees 	
Refresher Course	<ul style="list-style-type: none"> ▪ One (1) day (+ / - 7 hours) of instruction (In field training only) ▪ One (1) Pilot In Charge instructor ▪ Project Management co-ordination included ▪ Up to four (4) trainees 	
Location & Specific terms	PrecisionHawk (Raleigh, NC)	<ul style="list-style-type: none"> ▪ Either PrecisionHawk or Customer’s equipment ▪ Additional days may be added to the Training at a daily rate of \$1,500, as agreed to in an Order Form
	Customer On-Site Location	<ul style="list-style-type: none"> ▪ Customer’s equipment ▪ Instructor expenses included in quoted price ▪ Additional days may be added to the Training at a daily rate of \$2,000, as agreed to in an Order Form

Training Type	ADVANCED TRAINING COURSE – 1 Aircraft with 1 Sensor	
Course Curriculum	Upgraded flight-automation software and technically advanced sensors require equally challenging training to enable trainee success. Students will receive in depth training on sensor operation, best in-flight practices, and a deep dive with a data scientist to learn processing and data manipulation.	
Hardware	Sensors: Riegl, Geodetics, Headwall Hyper UAS Platform: M600	
Initial Course	<ul style="list-style-type: none"> ▪ Five (5) day (+ / - 35 hours) of instruction including mixture of in class and field training. ▪ Two (2) Pilot In Charge instructors ▪ Two (2) Data Scientists ▪ Project Management coordination included ▪ Up to four (4) trainees 	
Refresher Course	<ul style="list-style-type: none"> ▪ Two (2) days (+ / - 14 hours) of instruction including a mixture of in class and field training. ▪ Two (2) Pilot In Charge instructors ▪ Two (2) Data Scientists ▪ Project Management coordination included ▪ Up to four (4) trainees 	
Location & Specific terms	PrecisionHawk (Raleigh, NC)	<ul style="list-style-type: none"> ▪ Either PrecisionHawk or Customer's equipment ▪ Additional days may be added to the Training at a daily rate as agreed to in an Order Form
	Customer On-Site Location	<ul style="list-style-type: none"> ▪ Customer's equipment ▪ Instructor expenses included in quoted price ▪ Additional days may be added to the Training at a daily rate as agreed to in an Order Form

Training Type	PRECISIONFLIGHT PRO TRAINING	
Course Curriculum	Flight automation software transition course to familiarize students with the power of PrecisionFlight Pro. Classroom overview includes planning and configuration exercises culminating in flight operations using compatible hardware in the field.	
Hardware	Precision Flight Pro Compatible Aircraft	
Course	<ul style="list-style-type: none"> ▪ Two (2) days (+ / - 14 hours) of instruction including mixture of in class and field training. ▪ One (1) Pilot In Charge Instructor ▪ Project Management coordination included ▪ Up to four (4) trainees 	
Location & Specific terms	PrecisionHawk (Raleigh, NC)	<ul style="list-style-type: none"> ▪ Either PrecisionHawk or Customer's equipment
	Customer On-Site Location	<ul style="list-style-type: none"> ▪ Either PrecisionHawk or Customer's equipment ▪ Instructor expenses included in quoted price

Training Type	FAA PART 107 TRAINING
Course Curriculum	Part 107 Course presentation that addresses all necessary topics to pass the FAA Part 107 written exam. Students will experience interactive events such as weather interpretation, chart reading, and discussion of common pitfalls encountered when engaging with the Part 107 Regulation.
Hardware	Not Applicable
Online Self-Paced Study	<ul style="list-style-type: none"> The Part 107 online self-paced study course training material provided by a PrecisionHawk's online training course partner.
Supplemental Webinar sessions	<ul style="list-style-type: none"> Two (2) Instructor-led Webinar sessions, four (4) hours each, taught over the course of two (2) days by an experienced Pilot. The Instructor-led Webinar sessions do not replace the Part 107 Online Self-Paced Study Course. Rather, the Instructor-led Webinar sessions serve as a supplement to provide trainees an opportunity for interactive consultation and guidance from an experienced Pilot on topics that fall within the scope of the Part 107 Online Self-Paced Study Course. Project Management coordination included Up to ten (10) trainees
Location	Online

Training Type	EVLOS OPERATIONS – FULL COURSE		
Course Curriculum	Course addresses the practical application of long-range flight, to include CONOPS/ORR theory of operating sUAS in long range scenarios. Planning, execution, and requirements addressed for waiver in use (PH EVLOS waiver). Does not include use-case specific application.		
Hardware	M100 or M600		
Course	<ul style="list-style-type: none"> Five (5) day (+ / - 35 hours) of instruction including mixture of in-class and field training. Two (2) Pilot In Charge instructors Project Management coordination included Up to four (4) trainees 		
Location	<table border="1"> <tr> <td>PrecisionHawk (Raleigh, NC)</td> <td> <ul style="list-style-type: none"> PrecisionHawk equipment </td> </tr> </table>	PrecisionHawk (Raleigh, NC)	<ul style="list-style-type: none"> PrecisionHawk equipment
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Training Type	EVLOS OPERATIONS – FOCUSED COURSE		
Course Curriculum	For internal or experienced pilots. Prerequisite for this focused, three (3) day course is trainee's piloting proficiency (at least 15 hours of documented flights) and experience with PrecisionFlight Pro. Course includes the practical application of long-range flight to include CONOPS/ORR theory of operating sUAS in long range scenarios. Planning, execution, and requirements addressed for waiver in use (PH EVLOS waiver). Does not include use-case specific application.		
Hardware	M100 or M600		
Course	<ul style="list-style-type: none"> Three (3) day (+ / - 21 hours) of instruction including mixture of in class and field training. Two (2) Pilot In Charge instructors Project Management coordination included Up to two (2) trainees 		
Location	<table border="1"> <tr> <td>PrecisionHawk (Raleigh, NC)</td> <td> <ul style="list-style-type: none"> PrecisionHawk equipment </td> </tr> </table>	PrecisionHawk (Raleigh, NC)	<ul style="list-style-type: none"> PrecisionHawk equipment
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Training Type	AERYON TRAINING	
Curriculum	Basic introduction to Aeryon operations, including ground school, joystick and Mission Control Software (MCS Tablet) IAW Dropbox training materials.	
Hardware	Aeryon SkyRanger	
Course	<ul style="list-style-type: none"> ▪ Three (3) days (+ / - 21 hours) of instruction (1.5 days classroom, 1.5 days field training). ▪ One (1) Pilot In Charge instructor ▪ Up to two (2) trainees 	
Location	PrecisionHawk (Raleigh, NC or Virginia Beach, VA)	<ul style="list-style-type: none"> ▪ PrecisionHawk equipment

Training Type	BIRDS' EYE VIEW TRAINING	
Curriculum	Basic survey operations for visual mapping sensors, live-video, and secure-link for BEV flights.	
Hardware	BEV FF6	
Course	<ul style="list-style-type: none"> ▪ Four (4) days (+ / - 28 hours) of instruction (1.5 days classroom, 2.5 days field training & data collection). ▪ One (1) Pilot In Charge instructor ▪ Up to Four (4) trainees 	
Location & Specific Terms	PrecisionHawk (Raleigh, NC)	<ul style="list-style-type: none"> ▪ PrecisionHawk equipment
	Customer On-Site Location	<ul style="list-style-type: none"> ▪ Either PrecisionHawk or Customer's equipment ▪ Instructor expenses included in quoted price

Training Type	ENERGY BASIC	
Curriculum	Classroom and flight training to achieve safe flying capability for the trainee. Includes single aircraft/sensor.	
Hardware	M100/Inspire/M600/P4P	
Course	<ul style="list-style-type: none"> ▪ Three (3) days (+ / - 21 hours) of instruction (1.5 days classroom, 1.5 days field training). ▪ One (1) Pilot In Charge instructor ▪ Up to two (2) trainees 	
Location	PrecisionHawk (Raleigh, NC)	<ul style="list-style-type: none"> ▪ PrecisionHawk equipment

Training Type	ENERGY ADVANCED	
Course Curriculum	Add-on classroom and flight operations course to the HZ Basic Course and for use-case specific applications, including transmission line and stack/antenna.	
Hardware	Applicable ENERGY BASIC course aircraft	
Course	<ul style="list-style-type: none"> ▪ One (1) days (+ / - 7 hours) of instruction (classroom or field training). ▪ One (1) Pilot In Charge instructor ▪ Up to two (2) trainees 	
Location	Customer On-Site Location	<ul style="list-style-type: none"> ▪ Customer's equipment

Training Type	LiDAR TRAINING	
Course Curriculum	Drone LiDAR flight training to affectively collect LiDAR including flight planning, drone LiDAR and base set up and operation for successful data acquisition. The software training includes all phases of LiDAR pre-processing to yield a fully calibrated LAS file.	
Hardware	Drone, LiDAR Sensor, base station	
Course	<ul style="list-style-type: none"> ▪ Precision Flight Pro training ▪ Flight training with purchased drone ▪ Base Station Training ▪ Applanix POS UAV training ▪ Riprocess Training ▪ Review results ▪ Provide manuals and procedures for operating equipment and processing data ▪ Q&A as requested 	
Location & Specific terms	PrecisionHawk (Raleigh, NC) <ul style="list-style-type: none"> ▪ Either PrecisionHawk or Customer's Equipment 	3 Day Training (1 trainer) <ul style="list-style-type: none"> ▪ +/- 8 hours flight training ▪ +/- 16 processing training ▪ +/- 4 hours hardware training ▪ Up to four (4) trainees ▪ Additional days may be added to the Training at a daily rate as agreed to in an Order Form 5 Day Training (2 trainers) <ul style="list-style-type: none"> ▪ +/- 16 hours flight training ▪ +/- 20 processing training ▪ +/- 4 hours hardware training ▪ Up to eight (8) trainees ▪ Additional days may be added to the Training at a daily rate as agreed to in an Order Form
	Customer On-Site Location <ul style="list-style-type: none"> ▪ Customer's Equipment ▪ Instructor(s) expenses included in quoted price 	3 Day Training (1 trainer) <ul style="list-style-type: none"> ▪ +/- 8 hours flight training ▪ +/- 16 processing training ▪ +/- 4 hours hardware training ▪ Up to four (4) trainees ▪ Additional days may be added to the Training at a daily rate as agreed to in an Order Form 5 Day Training (2 trainers) <ul style="list-style-type: none"> ▪ +/- 16hours flight training ▪ +/- 20 processing training ▪ +/- 4 hours hardware training ▪ Up to eight (8) trainees ▪ Additional days may be added to the Training at a daily rate as agreed to in an Order Form

3. Customized Training

Customized Training is sold in units of “Hours”. An Hour means one (1) hour of Training to a group of three (3) or fewer students. Customized Training can be tailored based on your desires, but it generally includes instruction relating to flight management and certain PrecisionHawk Software, such as PrecisionFlight and PrecisionAnalytics, as well as algorithms.

4. PrecisionHawk Obligations

In addition to the tasks listed in Section 2 and the obligations set forth in the Agreement, PrecisionHawk will:

- 4.1. Maintain insurance coverage throughout the course of performing the Training and provide proof of such coverage to Customer upon request; and
- 4.2. Identify and assess in conjunction with Customer, appropriate site(s) to conduct the Training.

5. Customer Responsibilities

For the Training to be performed, Customer is responsible for the following:

- 5.1. Assessing each participant’s suitability for the Training;
- 5.2. Enrolling each participant in the appropriate course(s) and ensuring their attendance at scheduled courses;
- 5.3. Ensuring that you and all of your participants have all required governmental permits, licenses and/or any other necessary approvals prior to participating in the Training;
- 5.4. Ensuring you have the ability and authority to grant PrecisionHawk’s staff access to any On-Site location relating to the Training;
- 5.5. Unless otherwise specified, providing all of your own equipment necessary for the performance of the Training;
- 5.6. Providing adequately qualified personnel as appropriate, who will be available during mutually agreed upon dates during the performance of the Training;
- 5.7. Ensuring that any of your personnel who participate in the Training (other than Part 107 Training) are Part 107 licensed pilots;
- 5.8. Maintaining insurance coverage throughout the course of the Training and providing proof of such coverage to PrecisionHawk upon request;
- 5.9. Compliance with laws and regulations in connection with your UAV operations and associated obligations, including but not limited to, obtaining any required regulatory approvals, registrations and/or waivers necessary to maintain your normal business operations during the Term of the Training offered hereunder; and

You understand and acknowledge that PrecisionHawk disclaims any result of success with respect to the Training offered hereunder and the overall responsibility regarding your successful UAV operations and regulatory compliance rests with you.

6. Rights to Training Materials

All intellectual property embodied in the Training products, materials, methodologies, software and processes, provided in connection with the Training or developed during the performance of the Training (collectively, the “Training Materials”) are the sole property of PrecisionHawk or a PrecisionHawk Affiliate and are copyrighted by PrecisionHawk unless otherwise indicated. Training Materials are provided solely for the use of the participants and may not be copied or transferred without the prior written consent of PrecisionHawk. Training Materials are PrecisionHawk’s or its licensor’s confidential and proprietary information.

7. Delivery Date and Cancellation

Once the Training is scheduled, it may only be cancelled by you on at least fourteen (14) days’ notice. You must use all Training within one (1) year of the date of purchase; any unused Training will be forfeited after one (1) year of purchase without refund. You understand and acknowledge that the Training schedule is susceptible to delay due to weather conditions, including but not limited to rain, wind, fog, humidity and extreme cold which may limit PrecisionHawk’s ability to provide Training.

8. Payment and Expenses

Notwithstanding other payment terms, payment for Training must be received in full prior to the delivery of the associated Training. Unless otherwise indicated on an Order Form or other order document, expenses relating to provision of Training, including but not limited to travel expenses and board and lodging costs shall be payable by you.