

Your Guide to Funding Drone & GeoSpatial Education Programs





Introduction

Hi!

Thanks so much for requesting further information about our programs, and drone pricing!

The purpose of this document is to provide you with all the information you require to either:

- **Confidently purchase one of our programs immediately**
- **Build and present a robust case to your leadership team to access existing funds, and**
- **Write a submission to the leadership team for consideration and adoption in a future budget**

In the following pages, we will guide you through each of the following steps:

STEP 1	Match student skill level to She Maps programs
STEP 2	Choose one of three ways to work with She Maps, with program costs
STEP 3	Find educational outcomes, to link to your school strategic plan
STEP 4	Fill in the Budget Submission Template - Classroom Drone Essentials
STEP 5	Purchase the right drones

This document focuses primarily on our most popular drone and geospatial education program, Classroom Drone Essentials. If you are after one of our other programs, or you would like a more customised package or quote, then please [click here](#) to find a time that suits you, to chat more with me.

I'd love to understand the learning outcomes you are wanting to achieve for your students and provide you with the right recommendation for your budget and school.



Paul Mead

*Managing Director
She Maps*

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Why Drones & Geospatial Education?

Here are our top three reasons as to why we believe drone and geospatial education is critical for schools to embrace.

1. Autonomous Things (AuT), such as drones are becoming more and more prevalent in society as a tool to solve some of the worlds toughest challenges. Everything autonomous requires geospatial data.
2. Drones and geospatial education encompasses the application of future skills, digital technologies, and helps to prepare students for future career opportunities.
3. The drone and geospatial industry is a rapidly growing industry and as it grows, we need to ensure there is equal representation. Women only represent 27% of the STEM (Science, Technology, Engineering, and Maths) workforce and we have one of the lowest rates of girls involved in STEM in the Western world.

In a rapidly changing world, the need for drones and geospatial intelligence is on the increase. Schools that include drones and geospatial concepts across the curriculum can be at the forefront of ensuring their students are well prepared for the future.



Work Experience at James Cook University 2020



STEP 1 - Match Student Skill Level to She Maps Programs

To help make it easy for you to know which of our programs best suit your students, read the following statements to identify your school and student skill level as BEGINNER, INTERMEDIATE, or ADVANCED.

BEGINNER QUESTIONS

DRONES

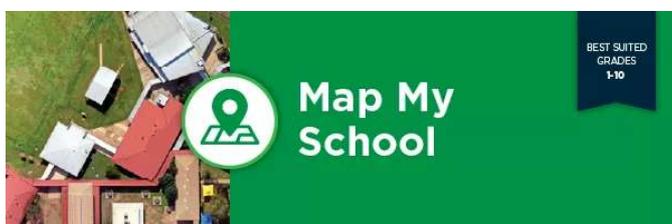
- We want to use drones, but we don't know where to start
- We have been using other types of robots but we want to have some more real world applications
- We want to expand student coding skills into other applications
- We want our students to have connections to real world problems

GEOGRAPHY

- We want the students to interpret geographical data, using simple geographical terminology and tools
- We want to find new ways for the students to record, interpret, and represent data in tables using basic cartographic conventions
- We want students to collect data and information from observations
- We want students to organise and represent data in a range of formats including tables, graphs, and large and small scale maps, using discipline-appropriate conventions

BEGINNER RECOMMENDED PROGRAMS

Click the image to find out more information on each program.





INTERMEDIATE QUESTIONS

DRONES

- We have been using microdrones and now want to do more with them
- Our students are confident with block coding the microdrones and we're ready to explore line coding options
- We're looking for more problem based learning activities that extend beyond just flying
- We want to start delivering STEM-related units of work using microdrones

GEOGRAPHY

- We want to use basic GIS tools to engage more students
- We want to implement the use of basic GIS tools in Junior HaSS, with Scribble Maps, Google Earth, and ArcGIS online
- We want to enhance what units we are offering in our Geography classes and would like help to deliver real world case studies that align with the curriculum

INTERMEDIATE RECOMMENDED PROGRAMS

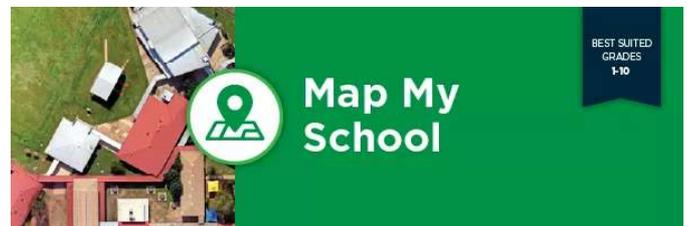
Click the image to find out more information on each program.



Classroom Drone Essentials

INDOOR FLYING
BEST SUITED GRADES
5-9

The banner features a red background. On the left, there is a photograph of students in a classroom setting. A white circular icon with a red drone symbol is positioned to the right of the photo. The title 'Classroom Drone Essentials' is written in white text. A dark blue ribbon in the top right corner contains the text 'INDOOR FLYING', 'BEST SUITED GRADES', and '5-9'.



Map My School

BEST SUITED GRADES
1-10

The banner features a green background. On the left, there is a photograph of a school building from an aerial perspective. A white circular icon with a green location pin symbol is positioned to the right of the photo. The title 'Map My School' is written in white text. A dark blue ribbon in the top right corner contains the text 'BEST SUITED GRADES' and '1-10'.



DroneBlocks
ADVANCED

BEST SUITED GRADES
7-12

The banner features a dark blue background. On the left, there is a photograph of a computer screen displaying code. A white circular icon with a blue drone symbol is positioned to the right of the photo. The title 'DroneBlocks' is written in white text, with 'ADVANCED' below it. A dark blue ribbon in the top right corner contains the text 'BEST SUITED GRADES' and '7-12'.



Lighthouse Schools Program

BEST SUITED GRADES
7-12

The banner features a yellow background. On the left, there is a photograph of students working on a drone. A white circular icon with a yellow lighthouse symbol is positioned to the right of the photo. The title 'Lighthouse Schools Program' is written in white text. A dark blue ribbon in the top right corner contains the text 'BEST SUITED GRADES' and '7-12'.



ADVANCED QUESTIONS

DRONES

- We want to use sub 2kg drones to gather real world data in the community
- We want to explore more advanced line based coding applications with the microdrones
- We want to offer student pathways through a Remote Pilot Licence course or Cert III in Aviation (Remote Pilot)

GEOGRAPHY

- We see larger drones (sub 2kg) as a great tool for senior geography, but don't know how to implement this properly
- We want our Senior Geography students to produce high quality Internal Assessment Reports using ArcGIS and Story Maps
- We want to use ArcGIS Pro in Senior Geography classes to analyse drone mapping data
- We want to forge connections with with local industry and community groups to show our students' results from their investigations into real world issues

ADVANCED RECOMMENDED PROGRAMS

Click the image to find out more information on each program.



Drone Mapping

OUTDOOR FLYING
BEST SUITED GRADES
9 - 12

This banner features a photograph of three students looking at a drone. A circular icon with a location pin and a drone is overlaid on the image. The text 'Drone Mapping' is in large white font, and a dark blue box in the top right corner contains the text 'OUTDOOR FLYING BEST SUITED GRADES 9 - 12'.



Map My School

BEST SUITED GRADES
1-10

This banner features an aerial view of a school building. A circular icon with a location pin and a map is overlaid on the image. The text 'Map My School' is in large white font, and a dark blue box in the top right corner contains the text 'BEST SUITED GRADES 1-10'.



Lighthouse Schools Program

BEST SUITED GRADES
7 - 12

This banner features a photograph of two students working on a drone. A circular icon with a lighthouse is overlaid on the image. The text 'Lighthouse Schools Program' is in large white font, and a dark blue box in the top right corner contains the text 'BEST SUITED GRADES 7 - 12'.



DroneBlocks
ADVANCED

BEST SUITED GRADES
7-12

This banner features a background of blurred code. A circular icon with a blue and white geometric pattern is overlaid on the image. The text 'DroneBlocks' is in large white font, 'ADVANCED' is below it, and a dark blue box in the top right corner contains the text 'BEST SUITED GRADES 7-12'.



Step 2 : Three Ways to Work with She Maps, and Program Costs

We know that teachers are super busy and schools have so many moving parts. That's why we've developed our programs to be highly accessible for every teacher, school, and budget.

----- OPTION 1 -----

ONLINE SELF-PACED PROFESSIONAL DEVELOPMENT WITH A SHE MAPS MEMBERSHIP

Our She Maps Membership, Orbit, provides you with 12 months access to world-class online teacher professional development. It empowers teachers to embrace STEM and deliver practical problem-solving lessons using the digital technologies of tomorrow; drones, coding, and geospatial data.

This includes annual access to our five awe-inspiring educational STEM programs, AND every new resource we add. An opportunity to attend EduDrone our annual conference, as well as the chance to participate in industry-led problem solving, mapping, and drone tournaments.

You can find out [more information here](#). You can also sign up and pay for the membership online at [this page too](#).

PURCHASE PRICE	She Maps Membership	\$240.00 Per Annum, Per Teacher Multi-teacher discounts apply.
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[CLICK HERE TO PURCHASE NOW!](#)

Here's a **sneak peak** of what you can expect when you log into your She Maps Membership.

The screenshot shows a user interface for the She Maps membership. On the left, there is a sidebar with five resource cards: 'Pippa and Drone CURRICULUM & BOOK', 'Classroom Drone Essentials', 'Map My School', 'Map My School ADVANCED', and 'Drone Mapping'. Below these is a profile card for 'Dr Karen Joyce' with social media icons. The main content area is titled 'Home' and features a large banner for 'Code. Fly. Deliver.' in partnership with SWOOP AERO. Below the banner is a section titled 'New Unit of Work!' with a list of activities: Operational Viability, Regulation and Legal Consideration, Research and Development, Community Engagement, and Recruitment. At the bottom of this section is a blue button labeled 'Code Fly Deliver'. To the right of the main content, there are two more resource cards: 'Code. Fly. Deliver.' and 'Healthcare in the Himalayas DRONES TO THE RESCUE'. At the bottom right, there is a blue and white geometric logo.



OPTION 2

ONLINE TOGETHER

Online Together is a collaborative approach (or blended learning model) to support you and your students in facilitating and implementing our drone and geospatial programs. Either packaged up as part of a special deal or purchased individually, we are able to provide increased support for teachers wanting to teach our programs.

For example: 1-to-1 Coaching Calls (45 minutes) or Lesson Introduction by a She Maps Certified Instructor via Zoom/ Webex (35–45 minutes).

Our mission is to grow teacher capability and confidence in teaching STEM, and our online together means that we can work closely with teachers without any geographical barriers. Here is an outline of how Online Together works for our most popular program, Classroom Drone Essentials.

NEW PACKAGE

CLASSROOM DRONE ESSENTIALS

ONLINE TOGETHER



In this 2.5-hour edutainment experience, students will become geospatial scientists for the day, be exposed to great role models, challenge unconscious bias, explore applications of drone technology, understand safety and drone regulations as well as learn how to fly and code micro drones. There are four modules to the program:

- Real-world application;
- Drone safety;
- Manual flight; and
- Automated flight using block coding.

In this package, it includes:

Drone Equipment (which you get to keep)

- 5 x Tello EDU Boost Combos - valued at \$1,495
- 2 x LiPo Battery Bags - valued at \$44
- 1 x Image Mat - valued at \$330

Professional Development, Tech Support, and Class Call

- 3 x online and personalised 45-minute teacher PD sessions. This is with one of our education team who walks you through the drone and classroom set up, supports you to integrate our curriculum into your class, and provides ongoing tech support.
- 1 x online classroom call for a class with one of our educators. They will discuss how drones are used in a real world context and answer student questions.
- 12 months access to She Maps membership.
- Ongoing tech support for the year.

PURCHASE PRICE

Classroom Drone Essentials

\$2,560 including GST

Includes \$1,869 of Drone Equipment



OPTION 3

FACE-TO-FACE INCURSIONS

At She Maps, we love getting into the classroom and teaching students, so all of our programs are available for face-to-face incursion.

The cost of the incursion varies according to the She Maps Program you select, and your schools location.

Below is an example of the costs for a Classroom Drone Essentials Incursion, that excludes travel costs.

EXAMPLE: FACE-TO-FACE INCURSION CLASSROOM DRONE ESSENTIALS



Enjoy having a Certified She Maps Instructor visit your school for the day. They will facilitate the lesson, teach your students how to safely fly and code drones, and engage the students in conversations about diversity in STEM. Our instructors will bring all the equipment (including drones, image mat and iPads), ensure educational outcomes are met, and help build teacher confidence in how to use drones in the classroom. All you need to do is provide the indoor space for us to fly!

The cost for this option depends on how many 2.5hr incursions you'd like to run at your school. Please note, that the pricing below excludes travel costs. We have instructors around the country, so [click here](#) to book a call with Paul to finalise costs (and perhaps strike up a deal).

When you book an Incursion with She Maps, we also give you access to an annual She Maps Membership for FREE.

PURCHASE PRICE

1 incursion (30 students)	\$2,255 incl GST
2 incursions (60 students) (same day)	\$3,680 incl GST
3 incursions (90 students)	\$4,730 incl GST
4 incursions (120 students)	\$5,170 incl GST





Our Other Programs



Pippa & Dronie

Join in the the adventure as Pippa and Dronie travel around Australia, finding out just how useful a drone can be! Meet real scientists and drone professionals doing amazing things.

Skill Level:
Kindergarten - Grade 4

[EXPLORE](#)

CHILDREN'S BOOK AND TEACHER RESOURCES

This illustrated children's book takes your students on an adventure with some amazing scientists and drone professionals to explore the diverse ways STEM skills are used to gather data and solve real-world challenges. Dronie flies through whale snot to collect DNA samples (urgh yuck, but kinda cool), maps coral on the Great Barrier Reef, and in Kakadu National Park a crocodile even tries to jump up and grab her!

[Read More](#)

COST Package Cost: \$399 inc GST

Includes: 4 Books, Coding Game (App), Image Mat, and Teacher Resources include printable game controls.

Book & Teacher Resources: \$ 25.95 incl postage



Map My School

A comprehensive and fun program where students learn how to create, analyse, measure, map, and communicate with geospatial mapping principles.

Skill Level: Grade 1 - 10

[EXPLORE](#)

INTRODUCTION TO GEOSPATIAL DATA ANALYSIS

A comprehensive and fun program where students use spatial technology to learn how to create, analyse, measure, map, and communicate geospatial mapping principles to better understand the amount of shade available at your school. This program includes four versions for different experience levels and student year groups. Whether you teach at a primary or secondary school, there's a Map My School project for you.

[Read More](#)

COST Included in She Maps Membership - \$240 / yr per teacher (multi teacher discounts available)

FREE when you enter the Annual 'How Cool is Your School?' Competition



Drone Mapping

Students use sub 2kg drones and industry standard geospatial mapping technologies to capture and process imagery to analyse and monitor their local environment.

Skill Level: Grade 10 - Industry

[EXPLORE](#)

DATA COLLECTION AND ANALYSIS WITH SUB 2KG DRONES

Students use sub 2kg drones and industry standard geospatial mapping technologies to capture and process imagery to analyse and monitor their local environment. Drone Mapping is an online professional development experience where teachers can learn how to teach drone mapping to their students.

[Read More](#)

COST Included in She Maps Membership - \$240 / yr per teacher (multi teacher discounts available)



DroneBlocks Advanced

Extend your students learning beyond basic block coding with DroneBlocks courses and applications. Use JavaScript and Python coding to control your Tellos!

Skill Level: Grade 7-12

EXPLORE

LINE CODING FOR TELLO MICRODRONES

If you are wanting to do some more advanced line based coding with your classes, then we recommend that you look at DroneBlocks.

We are the Australian Education Partner for DroneBlocks, and can support you with their Enterprise Licence. The DroneBlocks Enterprise Licence provides you with 10 teacher logins and access to all their courses. Their courses explain how to code the Tellos with line coding like JavaScript, Python, and OpenCV.

You can find out more information about the DroneBlocks membership [here](#).

COST DroneBlocks Enterprise Licence \$645 incl GST



Lighthouse Schools

This school-industry spatial immersion program will extend students learning as they gain exposure to critical future STEM skills, and be given industry insights with real-world problems to solve.

Skill Level: Secondary

EXPLORE

SCHOOL-INDUSTRY SPATIAL IMMERSION INITIATIVE

Our Lighthouse Schools Program is a progressive school-industry education initiative, where students grow and practice STEM skills to tackle and solve real world problems.

This is our highest supported program, providing teachers and students with a tailored curriculum, focused on the development of spatial skills, using drones as the centrepiece. This secondary STEM school program extends student learning as they gain exposure to critical future STEM skills, and are given industry insights with real world problems to solve. Teachers are personally supported by our education team, and Dr Karen Joyce, a leading international researcher in the spatial sciences.

[Read More](#)

The Lighthouse Schools Program aims to:

- Deepen teacher capability and student achievement with STEM concepts and practices.
- Build a bridge between industry and education in a relevant and meaningful way.
- Translate modern STEM practice into the school curriculum, and facilitate deeper understanding.
- Establish and maintain a productive and sustainable school-industry partnership.
- Help schools gain recognition and a reputation as an innovative STEM focused school.

COST This year long support program costs over \$10,000. We work with schools to find partnerships to support this program financially. To be added to our growing list of schools for this program, please call Paul on 1300 795 895.



Step 3 : Where to find Educational Outcomes to link to School Strategic Plan

All units of work designed and created by She Maps are linked to the Australian Curriculum across multiple learning areas both inside and outside the STEM identified subjects. By using these programs you help to equip your students with the necessary STEM skills and knowledge that will enable them to engage with the careers of the future.

Working in collaboration with schools we set out to achieve the five strategies of action outlined in the Australian STEM education strategy.

This includes:

- Increase student STEM ability, engagement, participation, and aspiration
- Increase teacher capability and STEM teaching quality
- Support STEM education opportunities within school systems
- Facilitate effective partnerships with tertiary education providers, business and industry
- Build a strong evidence base.

To find the educational outcomes for each of our programs, please download our brochures.

- [Pippa & Dronie](#)
- [Classroom Drone Essentials](#)
- [Map My School](#)
- [Drone Mapping](#)
- [Drone Blocks](#)
- [Lighthouse School Program](#)





Step 4 : Budget Submission Template

Each year, as part of the annual planning and budgeting, you may be required to complete a submission for any funds that sit outside of the regular departmental budget.

We highly recommend that you use this opportunity to apply for one of She Maps programs.

At She Maps, we know that writing submissions can be time consuming. So to help out, we've created a **Budget Submission Template** for you. All you have to do is fill in the school specific details on the template, and it's ready to present or submit.

Budget submissions typically should indicate what funding is required, make reference to the targeted educational outcomes, and provide links to the school strategic plan. We've included all this in the template!

[Click here](#) to download our Budget Submission Template. (This will automatically download to your computer)



INSERT SCHOOL LOGO HERE!

WHAT IT WILL COST?

Drone equipment:

- 5 x Tello EDU Boost Combos - valued at \$1,495
- 2 x LiPo Battery Bags - valued at \$44
- 1 x Image Mat - valued at \$330

COST: \$2,560 incl GST
Professional Development, Ongoing Support & Drone Equipment
(Includes \$1888 of equipment which the school keeps for class use, includes the cost of the labels required to fly the drones)

Professional Development, Tech Support, and Class Call

- 3 x online and personalised 45-minute teacher PD sessions. This is with one of our education team who walks you through the drone and classroom set up, supports you to integrate our curriculum into your class, and provides ongoing tech support.
- 1 x online classroom call with a class with one of our educators. They will discuss how drones are used in a real-world context and answer student questions.
- 12 months access to She Maps Membership
- Ongoing tech support for the year.

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INSERT SCHOOL LOGO HERE!

PROGRAM OVERVIEW

Class Size (Max 30 students)	
Grade(s)	
Length	
Location	
Resources Required	
Other Requirements (e.g. CRT?)	

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INSERT SCHOOL LOGO HERE!

What's included in the annual membership:

- Annual access to five awe-inspiring educational STEM programs. AND every new resource we add
- World-class, easy to access, online professional development (over 40 hours)
- Endless supply of STEM curriculum, teaching resources, lesson plans, activities and inspirational video content
- Invitation to join our practical STEMinars held each term
- Invitation to our annual EduDrone Conference (International STEM Experts and Speakers)
- Opportunity to participate in industry-led problem solving, mapping and drone competitions
- Weekly Newsletter – The latest drones, geospatial and STEM news
- Join the coolest (well, we think so) private STEM community

orbit
 TAKE A SNEAK PEAK INSIDE ORBIT THE PD PLATFORM

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INSERT SCHOOL LOGO HERE!

The She Maps Membership will provide our school an endless supply of drone and geospatial teaching resources, and self-paced online professional development.

She Maps release a new and exciting school-industry led Unit of Work each term. These programs will help us to build a bridge between industry and education in a relevant and meaningful way.

Each program includes a current real-world scenario that facilitates the application of critical thinking and advanced problem-solving.

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Step 5 : Drone Purchase

There are so many drones out there on the market, but few are suitable for the classroom. We have tested many of those on the market, and understand how to link drone capabilities with learning outcomes. Speak to us before you buy any drones to ensure what you are getting will be fit for purpose in your classroom.

We can supply the DJI Education products and can provide a customised pack to suit the learning outcomes you are wanting to achieve for your school.

The Tello EDU microdrone is the one we recommend for schools to get started on, and is what we use in the majority of our programs. It can be flown indoors, and coded with block coding apps, python, and Javascript. The sub 2kg drones are great for that next step of flying outdoors, and capturing photos, videos, and data. Please note that there are CASA restrictions on flying outdoors, and we recommend you download an app called 'OpenSky' to see if you are legally able to fly in your location, and check any local government restrictions.

The Mavic Mini and Air series of drones are great for photos and videos, but the Mavic 2 Pro is the only one (currently) compatible with apps such as DroneDeploy, which are used for conducting mapping missions with waypoints. This is what is needed for data collection if using for subjects like Senior Geography.

You can find full descriptions of the products on our website [here](#), as well as pricing for some different packages we have.

Drone Purchase Packages can include:



EQUIPMENT

She Maps has been supplying drone equipment to schools for years, our experience ensures we can help you choose the best equipment for your school.



CURRICULUM

Full access to all our programs, Pippa & Dronie, Classroom Drone Essentials, Map My School, Drone Mapping via our online learning portal, Orbit.



LESSON PLANS

Downloadable lesson plans (Curriculum linked) and everything you need to work at your own pace to learn the essential skills and knowledge to teach each program.



INSPIRATION

Free access to our video library of over 50 inspirational videos from STEM professionals to inspire your students.





Next Steps

Please let me know if you have any questions, or need any further resources. If you are looking for something more customised to suit your needs, or for a particular event then please just get in touch.

I am available via phone or text on my mobile below, or [click here](#) to book in a call with me.

We can't wait to get you flying!



Paul Mead

*Managing Director
She Maps*

📞 0432 469 500
✉️ paul@shemaps.com

RAISING A PURCHASE ORDER

If you would like to raise a purchase order to proceed with one of these options, here are a few more details for you.

Company Name: Kaea Pty Ltd trading as She Maps

ABN: 90 628 152 303

Address: 70 Moresby St, Trinity Beach, Cairns, QLD, 4879

For all equipment orders, an approved purchase order is required before goods will be sent. Equipment order and online PD invoices are on 14 day terms.

Face to face program delivery terms are 50% within 14 days to secure the booking date, and the final 50% 14 days prior to the program starting.

PURCHASING DEDICATED TABLETS

She Maps highly recommends where possible that schools have dedicated tablets that are used with the drones. This could be a class set of iPads or Android devices that are paired with the drones. This helps to minimise set-up challenges as each drone is synchronised with a specific tablet, and both tablet and drone are labelled accordingly. The place we go to purchase tablets is: [Green Gadgets](#), an online shop for sourcing refurbished tablets at a reasonable price.

Schools that have a BYOD policy can be accommodated as needed.



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