EXPO OPPORTUNITIES | BIRD FIT, SOLO POTENTIAL + LAUNCH PRIORITY

5 October 2026 | Print A3 landscape | Priority rates launch readiness, not a revenue ceiling. Zipline: Medium-Low launch readiness / high strategic potential.

Revenue scenarios removed. Actual profitability requires vendor terms and customer pricing; no verified partner margin is available. Scale labels describe the proposed business model, not validated market size. Bird integration and solo assessments remain provisional.

Rank	Launch priority	Opportunity / website	Description	Bird integration	Solo potential	Business model	Contact	Margin evidence / scale
1	**High**	**FireSafeX** firesafex.ai	Mixed-reality extinguisher practice and assessment.	High | Academy workplace safety; hotel and handling staff.	High | Sell recurring workplace training to employers.	Paid training; kit resale; licence/support	Mahendra Vadivelu, Director; mahendra@firesafex.ai; +91 9884422175 [source/form]	Actual margin: quote required. Scale: Regional service
2	**High**	**WOTA BOX** wota.co.jp/en/wota-box	Portable recycled-water shower system.	Medium | Remote worksites, camps, emergency shelters; villages via funded buyer.	High | Remote-site hygiene rental, distribution and maintenance; funded buyer needed.	Distribution; rental; operator training; maintenance	Junko Tashiro, Global BD; corporate enquiry form [source/form]	Actual margin: quote required. Scale: Multi-site service
3	**High**	**GKD / Tactix VR** gkdtech.co.in	Immersive training lead from expo notes.	High | Academy safety and operations simulations.	High-Medium | Training agency or simulator/content reseller.	Course delivery; content licences; implementation	Anurag Tiwari; anurag@qvolv.com; +91 9807436715	Actual margin: quote required. Scale: Regional service
4	**High**	**Tradesec AMC India** tradesecamc.com	IoT fire-equipment status and maintenance dashboard.	High | Hotels and facilities: visibility across properties.	High-Medium | Facility monitoring integrator with AMC revenue.	Integration; monitoring subscription; AMC	Dilip Shrivastav, Sales Director; +91 7201934568; enquiry form [source/form]	Actual margin: quote required. Scale: Multi-site service
5	**High**	**Aaroh Labs / Altair UniQ** aarohlabs.com	Wireless smoke/environment monitoring; IAQ tier.	High-Medium | Hotels and academy: room environment and trends.	High-Medium | Hotel/site monitoring reseller; prove performance.	Resale; installation; dashboard/support	Sales team; info@aarohlabs.com; +91 8484014768 [source/form]	Actual margin: quote required. Scale: Multi-site service
6	**High-Medium**	**Biji Pathfinders / 8OL training** dronesoccer.in	FPV simulator, training cages and drone soccer.	High-Medium | Academy practical workshops; school programmes and events.	Medium | Drone soccer, workshops and school programmes.	Courses; simulator/cage resale; events	Biji team; dronesoccerindia@gmail.com; +91 9211955756 [source/form]	Actual margin: quote required. Scale: Regional service
7	**High-Medium**	**BharatRohan inspections** bharatrohan.in	Expo: construction, solar and corridor inspection; web: agriculture.	Medium | Property projects and external infrastructure customers.	Medium | Partner-delivered inspection agency; find anchor project.	Partner-delivered surveys; repeat reports	Business enquiries via contact page; request industrial BD [source/form]	Actual margin: quote required. Scale: Regional service
8	**High-Medium**	**Maksat / TracerX** maksat.com	Camera analytics and tracking lead.	Medium | Facility security and operational inspection.	High-Medium | Camera analytics integration and support.	Software integration; subscription; support	tracex@maksatmail.com (photo)	Actual margin: quote required. Scale: Multi-site service
9	**High-Medium**	**CraftifAI** craftifai.com	Firmware, edge-AI and FPGA automation tools.	Low | External engineering customers; Bird technical projects if relevant.	High-Medium | Engineering software channel; needs technical clients.	Channel referral; licences; implementation	Bilal Malick S A; bilal@craftifai.com; +91 82968 44035	Actual margin: quote required. Scale: Scalable channel
10	**High-Medium**	**WOSH / WOTA** wota.co.jp/en/wosh	Standalone recycled-water handwashing station.	Medium | Remote worksites; temporary hotel/event spaces.	Medium | Portable handwashing rental and consumable service.	Rental; resale; consumables; service	WOTA portable-water team; corporate enquiry form [source/form]	Actual margin: quote required. Scale: Multi-site service
11	**High-Medium**	**Roombr / GKD** gkdtech.co.in	Projection, recording and interactive classroom system.	High-Medium | Academy classrooms and corporate training rooms.	Medium | Classroom integrator; competitive hardware market.	Resale; installation; training; AMC	Anurag Tiwari; anurag@qvolv.com; +91 9807436715 (expo GKD lead)	Actual margin: quote required. Scale: Hardware channel
12	**Medium**	**Smart helmet / Brandbull lead** Expo catalogue	Camera helmet with recordings, map and AI-audit dashboard.	Medium | Remote maintenance support; handling/industrial inspections.	Medium-Low | Remote-assistance reseller; OEM identity still unclear.	Resale; integration; software support	Mr Jhunjhunwala, Shree Deepak; accesstextiles@yahoo.com; +91 9820604891 [source/form]	Actual margin: quote required. Scale: Niche channel
13	**Medium**	**Maksat Nano-FX** maksat.com	Protective coating lead for electronics.	Low | External drone/electronics customers; targeted equipment trials.	Medium | Electronics coating service; validate durability.	Coating service; distribution	Maksat sales; reachus@maksat.com; +91 1140571597 [source/form]	Actual margin: quote required. Scale: Niche service
14	**Medium**	**Warg Robotics** wargrobotics.com	Drone cameras/video links; onboard software lead.	Medium-Low | Academy drone kits; external integrators.	Medium | Video-link distribution and integration; release readiness matters.	Resale; integration; after-sales	Warg commercial team; hello@wargrobotics.com [source/form]	Actual margin: quote required. Scale: OEM channel
15	**Medium**	**Rangsons Aerospace** rangsonsaerospace.com	User lead: camera detection software; proposition unresolved.	Low | Explore inspection/security workflow partnerships.	Medium-Low | Aerospace BD partnership; specific product unclear.	Referral; integration partnership	Govindaraj K; govindarajk@rangsonsaerospace.com; +91 74117 70987	Actual margin: quote required. Scale: Niche service
16	**Medium**	**Drone shows / SPH via Zerosum** zerosumtechnologies.com	Drone-show planning and fleet software.	Medium | Hotel events, weddings and corporate launches.	Medium | Sell shows through established operators.	Sell events via operator partner; software channel	Zerosum sales/collaborations; purchase enquiry form [source/form]	Actual margin: quote required. Scale: Regional service
17	**Medium-Low**	**Urban Dienst** urbandienst.com	Vision AI and Marshal UAV family lead.	Medium-Low | Industrial inspection and civil emergency workflows.	Medium | Site AI and inspection integrator; customer pipeline needed.	Partner-led solutions; integration	Urban Dienst team; info@urbandienst.com; +91 9053292989 [source/form]	Actual margin: quote required. Scale: Multi-site service
18	**Medium-Low**	**Arkin Labs** arkinlabs.in	Autonomous-flight lead from expo notes.	Low | External drone integrators; academy advanced modules.	Medium-Low | Autonomy integration; technical team required.	Technical partnership; integration	Alisha Begam S; alisha@arkinlabs.in; +91 9600045350	Actual margin: quote required. Scale: Engineering service
19	**Medium-Low**	**Yali medical delivery** yaliaero.com	MED H4 medical logistics drone lead.	Medium-Low | One hospital-to-clinic route with a paying health partner.	Medium-Low | Medical route service with hospital anchor.	Managed logistics partnership; route service	Yali team; info@yaliaero.com; +91 9585495852 [source/form]	Actual margin: quote required. Scale: Route network
20	**Medium-Low**	**Zipline-style India network** zipline.com	Medical/essential-goods autonomous delivery benchmark.	Medium-Low | Hospital, lab or health-system anchor; remote routes.	Medium-Low | Large long-term delivery network; capital and contracted demand.	Operator partnership or new logistics venture	Zipline partnerships; business contact page [source/form]	Actual margin: quote required. Scale: High strategic potential; contracted network required
21	**Medium-Low**	**Biji / 8OL components** dronesoccer.in	H7 controllers, ESCs, radio/video links advertised.	Medium-Low | Drone OEM distribution; academy kit supply.	Medium | OEM component distribution and repairs.	Resale; integration; repair	Biji team; dronesoccerindia@gmail.com; +91 9211955756; request 8OL lead [source/form]	Actual margin: quote required. Scale: OEM channel
22	**Medium-Low**	**Battery suppliers: Enovix / Ascend** enovix.com ascendpowerpacks.com	Drone cells and packs; Ascend advertises semi-solid-state models.	Low | OEM battery supply and replacement service.	Medium | Battery supply and qualified pack partner; stock/qualification costs.	Distribution; qualified pack partner	Enovix: sales@enovix.com; Ascend: sridharreddy@ascendpowerpacks.com, +91 9392946422 [source/form]	Actual margin: quote required. Scale: OEM channel
23	**Medium-Low**	**Ninerotech / Robu / Zbotic** ninerotech.com robu.in zbotic.in	Drone/electronics sourcing; SimpliFly ESCs; EFT frame display.	Medium | Academy kits, spares and external customer bundles.	Medium | Kits/spares with support; narrow resale margins.	Sourcing; reseller bundles; repair	Ninerotech +91 7907955010; Robu 18002666123; Zbotic 18002090998	Actual margin: quote required. Scale: Price-led channel
24	**Medium-Low**	**TE / Millennium Semiconductors** te.com millenniumsemi.com	Unmanned-system connectivity, sensing and power components.	Low | External integrators; explore industrial projects.	Medium-Low | Design-in components channel; specialist selling.	Components channel; design-in support	Millennium sales; info@millenniumsemi.com; +91 9650277780; request TE lead [source/form]	Actual margin: quote required. Scale: OEM channel
25	**Medium-Low**	**Sky Power / Dynotis via Zerosum** zerosumtechnologies.com	UAV engines and propulsion test equipment.	Low | Drone OEMs and technical training labs.	Medium-Low | Specialist propulsion sales and commissioning.	Specialist resale; commissioning; service	Zerosum sales/collaborations; purchase enquiry form [source/form]	Actual margin: quote required. Scale: Specialist channel
26	**Medium-Low**	**Monotech / Phillips manufacturing** monotech.in phillipscorp.com/india	Metal/polymer additive-manufacturing leads.	Medium-Low | Prototype/training services; external engineering clients.	Medium | Outsourced prototype jobs before owning machines.	Refer jobs first; equipment channel later	Jagat Gangwar (Monotech), jagat@monotech.in; Phillips: support.india@phillipscorp.com	Actual margin: quote required. Scale: Regional service
27	**Medium-Low**	**NitPro / Bharat Composites** nitprocomposites.com	Carbon-fibre component manufacturing lead.	Low | Prototype sourcing; external UAV/aerospace customers.	Medium-Low | Composite sourcing and OEM sales.	Supplier partnership; component distribution	NitPro sales; sales@nitprocomposites.com; +91 7011681424 [source/form]	Actual margin: quote required. Scale: OEM channel
28	**Medium-Low**	**NMTronics / NIDE motor equipment** nmtronics.com	Industrial automation / motor-production machinery leads.	Low | Explore motor supply gap with actual OEM customers.	Low | Machinery channel first; factory needs volumes/capital.	Equipment channel; factory only after demand	Madhusudhan B; madhusudhan.b@nmtronics.com; +91 9686230627; request NIDE introduction	Actual margin: quote required. Scale: Capital equipment
29	**Low**	**Vajron Global Tech** vajronglobaltech.com	Agri, VTOL and surveillance platforms advertised.	Low | External solution sales; academy demonstration if useful.	Medium-Low | Platform reseller; prove deployed use cases.	Resale; operations partnership	Vajron business team; info@vajronglobaltech.com; +91 9818805137 [source/form]	Actual margin: quote required. Scale: Hardware channel
30	**Low**	**Anduril EagleEye-style India** anduril.com	Mixed-reality defence wearable concept; not expo helmet equivalent.	Low | Separate defence venture; civilian remote-assistance precursor.	Low | Strategic defence venture; sponsor, team and rights needed.	Authorised partnership or R&D venture	Anduril general enquiries; contact@anduril.com; request international BD [source/form]	Actual margin: quote required. Scale: High strategic potential; defence sponsor required
31	**Low**	**Integral rescue equipment** integralsafety.co.in	Victim-location cameras, ventilation and pumps displayed.	Medium-Low | Professional rescue buyers; academy demonstrations.	Medium-Low | Rescue equipment distribution; specialist buyers.	Specialist distribution; training; maintenance	Integral sales; +91 9833860060 / 7738375888; website contact [source/form]	Actual margin: quote required. Scale: Specialist channel
32	**Low**	**IJS / GRAND warning lights** grandwarninglights.in	Emergency-vehicle warning lighting.	Low | Targeted fleet procurement if a real requirement exists.	Low | Fleet lighting installation; price-led market.	Resale; installation	Jaspal Singh Chhabra; grandinfo2004@gmail.com; +91 9810811668 [source/form]	Actual margin: quote required. Scale: Price-led channel
33	**Low**	**Thrustlink** v0-thrustlink.vercel.app	Aerial solutions lead; specific offering needs qualification.	Low | Keep as leads until a specific product/use is confirmed.	Low | Qualify supplier/product before committing.	To be determined	Manan Gothi; info.thrustlink@gmail.com; +91 8630186217	Actual margin: quote required. Scale: Unqualified lead

A national network, OEM channel or multi-site service can scale beyond a local pilot. No opportunity is capped by this ranking. Supplier rights, paying customers, delivery capacity, capital and net margins need validation. Contacts and next steps remain in the companion CSV.