# Dossier: AIR STRUCTURES AMERICAN TECHNOLOGIES, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $199,986.31

**Award Date:** 2023-05-02

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

Air Structures American Technologies, Inc. (ASATI) specializes in the design, engineering, manufacturing, and installation of rapidly deployable, environmentally controlled, relocatable, and energy-efficient fabric structures for a wide range of applications, including military, disaster relief, emergency response, and industrial uses. Their core mission revolves around providing flexible, scalable, and durable infrastructure solutions that can be quickly deployed in challenging environments, offering immediate shelter, operational bases, and logistical support. The company aims to solve problems related to rapid deployment needs, lack of readily available permanent infrastructure, and the need for climate-controlled environments in remote or temporary locations. ASATI's unique value proposition lies in its ability to deliver customized, high-performance fabric structures that meet specific requirements, coupled with rapid deployment capabilities and a commitment to durability and sustainability.

**Technology Focus:**

* Fabric Structures: Designing and manufacturing engineered fabric structures using high-strength architectural fabrics and specialized anchoring systems capable of withstanding high winds and extreme weather conditions. They utilize proprietary design software and fabrication techniques to optimize structural integrity and energy efficiency.
* Environmental Control Systems: Integrating advanced HVAC, power, and lighting systems within their fabric structures to create environmentally controlled environments suitable for various applications, including medical facilities, command centers, and equipment storage.
* Rapid Deployment Systems: Developing specialized deployment mechanisms and logistical support systems that enable the rapid and efficient erection of their fabric structures, minimizing setup time and manpower requirements.

**Recent Developments & Traction:**

* Partnership with US Military (Ongoing):\*\* ASATI has been a consistent supplier of deployable structures for the US military, providing shelters for various applications, including base camps, maintenance facilities, and medical support units. Public solicitations suggest this is a longstanding relationship, though specific contracts are often confidential.
* Emergency Response Deployments:\*\* ASATI structures have been deployed in response to various natural disasters and humanitarian crises, providing temporary housing, medical facilities, and logistical support centers. Details of these deployments are often found in news reports covering disaster relief efforts.
* Product Line Expansion:\*\* Announcement of new product lines incorporating advanced insulation and renewable energy technologies. Specific details difficult to verify without direct press releases.

**Leadership & Team:**

Due to the proprietary nature of the company and limited readily available public information, specific leadership details (CEO, CTO) are challenging to ascertain through basic web searches. LinkedIn searches and industry databases would be needed for more accurate personnel information.

**Competitive Landscape:**

* Alaska Structures: Another major player in the engineered fabric structure industry, specializing in similar applications, including military and remote site solutions.
* Sprung Structures: A competitor focused more on commercial and industrial applications of tensioned membrane structures, but overlaps with ASATI in some areas, like disaster relief and warehousing. ASATI's differentiator lies in its specific focus on military-grade, rapid deployment solutions, and customized designs, as opposed to more standardized offerings.

**Sources:**

1. [https://www.asati.com/](https://www.asati.com/) (Company Website)

2. [https://govtribe.com/contractor/air-structures-american-technologies-inc](https://govtribe.com/contractor/air-structures-american-technologies-inc) (GovTribe – Government Contracting Database; shows contracting history)

3. [https://www.zoominfo.com/c/air-structures-american-technologies-inc/350292283](https://www.zoominfo.com/c/air-structures-american-technologies-inc/350292283) (ZoomInfo - Company Profile provides overview and estimated revenue)