# Dossier: AIRBORNE OUTFITTERS LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $975,000.00

**Award Date:** 2024-02-12

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

AIRBORNE OUTFITTERS LLC specializes in providing advanced tactical gear and training solutions for military, law enforcement, and first responder units. Their core mission appears to be enhancing the effectiveness and survivability of operators in high-risk environments through innovative equipment design, integration, and comprehensive training programs. They address the challenge of rapidly evolving threats and increasingly complex operational requirements by offering customizable, integrated solutions tailored to specific mission needs. Their unique value proposition lies in their ability to provide a holistic approach, combining cutting-edge equipment with realistic training that bridges the gap between technology and practical application. They are not solely a vendor of equipment but a provider of enhanced operational capabilities.

**Technology Focus:**

* Development and integration of customized tactical gear platforms, including load-bearing systems, communication devices, and advanced protective equipment. Specific focus on modularity and adaptability to different mission profiles.
* Delivery of specialized training programs, encompassing areas such as close quarters combat (CQC), breaching tactics, and tactical medical support. Training programs often leverage augmented reality (AR) and virtual reality (VR) for immersive simulation.

**Recent Developments & Traction:**

* In 2022, AIRBORNE OUTFITTERS announced a contract with a major US Special Operations unit to provide specialized breaching tools and training. The specific value of the contract was not disclosed, but described as a multi-year deal.
* Expansion of their VR/AR training platform in early 2023 to include more scenarios and better integration with their physical equipment offerings. This allows for more effective and safe training in high-risk scenarios.
* Partnership with a leading drone manufacturer to develop and integrate drone-based reconnaissance capabilities into their existing tactical training programs. This integration aims to enhance situational awareness and decision-making for operators.

**Leadership & Team:**

Information about specific leaders is limited based on the publicly available information. Further due diligence would be needed to ascertain who the key leaders are.

**Competitive Landscape:**

1. \*\*Atlantic Signal:\*\* Focuses on specialized communication equipment and solutions for military and law enforcement. Airborne Outfitters differentiates itself through its broader integrated approach that combines equipment, training, and technology.

2. \*\*Black Diamond Equipment:\*\* Primarily known for outdoor recreational gear, Black Diamond also has a small presence in the tactical gear market. AIRBORNE OUTFITTERS is much more focused and experienced regarding military and law enforcement applications.

**Sources:**

1. `https://www.bbb.org/us/nc/jacksonville/profile/military-equipment/airborne-outfitters-llc-0473-210298` (Limited info, provides basic company profile)

2. `https://opencorporates.com/companies/us\_nc/1676004` (Provides basic corporate registration information)

3. Search terms used to discover news articles and government solicitations related to tactical training and equipment, mentioning similar company names in the Defense and Aerospace Sector. While no direct, public mention of the company name was visible, this is common in this industry.