# Dossier: AIRROW, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,616.00

**Award Date:** 2024-05-14

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

AIRROW, INC. (d/b/a Airrow Aviation) is a technology company focused on developing and providing advanced aerial target and threat simulation solutions primarily for the defense and aerospace industries. Their core mission appears to be to provide more realistic and cost-effective training and testing capabilities for air-to-air and surface-to-air weapons systems, thereby improving the effectiveness of military personnel and the reliability of weapon systems. They aim to solve the problem of limited access to full-scale, high-performance aerial targets, as well as the high cost and environmental impact associated with traditional target drones. Their unique value proposition centers on offering affordable, customizable, and readily deployable aerial targets capable of replicating a wide range of threat scenarios, facilitating more rigorous and realistic testing and training exercises.

**Technology Focus:**

* Airrow utilizes small, agile, and customizable drone technology as their aerial target platform. The target drones are designed to simulate various aircraft, missiles, and UAV threats, enabling realistic engagement scenarios. These systems can be equipped with electronic warfare payloads, IR flares, and radar reflectors for added realism.
* They develop proprietary software and flight control systems that allow for complex flight profiles and maneuverability to accurately represent specific threat characteristics. This also includes advanced telemetry and data analytics capabilities to monitor and assess the performance of weapons systems during testing.

**Recent Developments & Traction:**

* In December 2021, Airrow Aviation announced it had received a contract from the Naval Air Warfare Center Weapons Division (NAWCWD) to provide aerial targets for testing and evaluation of advanced weapons systems. (Source 1)
* In February 2023, Airrow Aviation was highlighted as a participant in the AFWERX program, signaling potential collaboration and funding opportunities with the US Air Force. (Source 4)
* Publicly available financial information suggests small angel investment rounds in the early to mid 2010s, but no major disclosed funding rounds have been identified in the past 2-3 years.

**Leadership & Team:**

* Robert Zangrillo: CEO. Entrepreneurial background, previously involved in investment and real estate development.
* Key leadership likely includes engineering and operations personnel, but publicly available information on their specific backgrounds is limited.

**Competitive Landscape:**

* Kratos Defense & Security Solutions: Kratos is a major player in the target drone market, offering larger, more complex, and higher-performance target systems. Airrow differentiates itself by focusing on smaller, more affordable, and more customizable drone-based solutions.
* Northrop Grumman: While Northrop Grumman develops a wide range of aerospace technologies, they also produce target drones. Airrow differentiates themselves via specialization and the development of unique flight control and simulation software tailored to more economical drone platforms.

**Sources:**

1. `https://dronedj.com/2021/12/17/airrow-aviation-wins-contract-to-provide-aerial-targets-for-naval-testing/`

2. `https://airrow.com/` (Company Website - limited information beyond basic marketing materials)

3. `https://www.crunchbase.com/organization/airrow-aviation`

4. `https://www.afwerx.com/`