# Dossier: ANNO.AI, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,769.00

**Award Date:** 2023-12-11

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

ANNO.AI, INC. is a software company specializing in the development and deployment of AI-powered perception capabilities for defense and intelligence applications. Their primary business is providing a platform that enables rapid development, validation, and operationalization of AI models for processing sensor data (EO/IR, Radar, SIGINT) in complex and contested environments. They aim to solve the problem of slow and cumbersome AI development and deployment lifecycles, which prevent defense agencies from effectively leveraging AI's potential. ANNO.AI's unique value proposition lies in their modular, open, and scalable platform designed to significantly reduce the time and resources required to move AI models from the lab to the battlefield, facilitating accelerated adoption and operational readiness.

**Technology Focus:**

* AI Perception Platform:\*\* A software platform providing tools and frameworks for AI model development, simulation, testing, and deployment across multiple modalities (EO/IR, Radar, SIGINT). Includes capabilities for data management, model management, and performance monitoring.
* Synthetic Data Generation:\*\* Offers capabilities for generating synthetic training data to augment real-world data, addressing the challenges of limited or unavailable data in specific operational environments, improving model performance and robustness.

**Recent Developments & Traction:**

* September 2023:\*\* Announced a $12M Series A funding round led by L3Harris Technologies and Shield Capital, with participation from Lavrock Ventures and Squadra Ventures.
* July 2023:\*\* Awarded a Phase II Small Business Innovation Research (SBIR) contract by the U.S. Air Force to develop AI-powered perception capabilities for autonomous aircraft.
* June 2022:\*\* Launched the ANNO.AI Perception Platform, highlighting features such as its modular architecture, open API, and ability to integrate with existing defense systems.

**Leadership & Team:**

* Nathaniel Barndt (CEO):\*\* Previously held leadership roles at the Department of Defense, focusing on emerging technologies and AI strategy. Extensive experience in operational environments and technology integration for defense applications.
* Dr. Matthew Uijtdebroek (CTO):\*\* PhD in Computer Science with expertise in artificial intelligence, machine learning, and computer vision. Prior experience includes research and development of advanced AI systems.

**Competitive Landscape:**

* Primer AI:\*\* Offers AI-powered natural language processing solutions for defense and intelligence. ANNO.AI differentiates itself with a specific focus on AI perception for sensor data rather than primarily on text-based analysis.
* Anduril Industries:\*\* Develops a broad range of defense technologies including AI-powered surveillance and defense systems. ANNO.AI's key differentiator is its platform approach focusing on enabling rapid AI development and deployment rather than developing end-to-end systems.

**Sources:**

1. [https://www.anno.ai/](https://www.anno.ai/)

2. [https://www.prnewswire.com/news-releases/annoai-raises-12m-to-accelerate-ai-perception-capabilities-for-defense-and-intelligence-301933925.html](https://www.prnewswire.com/news-releases/annoai-raises-12m-to-accelerate-ai-perception-capabilities-for-defense-and-intelligence-301933925.html)

3. [https://www.sbir.gov/sbirsearch/detail/2171478](https://www.sbir.gov/sbirsearch/detail/2171478)