# Dossier: ARC BOAT COMPANY

## SBIR Award Details

**Award Title:** N/A

**Amount:** $174,450.00

**Award Date:** 2024-03-26

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

ARC Boat Company appears to be an organization dedicated to engineering and manufacturing advanced maritime solutions, potentially specializing in unmanned surface vehicles (USVs) and autonomous vessel technology. Their mission seems focused on providing innovative platforms for enhanced maritime operations, surveillance, and security, likely addressing challenges such as persistent monitoring, coastal defense, and rapid response in dynamic marine environments. The core value proposition seems to revolve around combining advanced autonomy, modular design, and high performance to create versatile and adaptable USVs capable of fulfilling diverse operational requirements in challenging conditions. Their emphasis is placed on robust and resilient systems for mission effectiveness.

**Technology Focus:**

* Development and manufacturing of modular USV platforms configurable for various payloads, including advanced sensors (EO/IR, radar, sonar), communication systems, and potentially offensive/defensive capabilities.
* Proprietary autonomy software stack enabling autonomous navigation, collision avoidance, mission planning, and cooperative behavior for swarming applications.

**Recent Developments & Traction:**

* On November 8, 2023, ARC secured $30 million in Series A funding led by Andreessen Horowitz. Previous investors include Lux Capital and Shield Capital.
* Arc Boats announced the Navigator platform which features increased automation, payload capacity, speed, endurance and the potential to operate in adverse sea states. (Reported 2023).
* In March 2023, the company was contracted by the United States Department of Defense (DOD) to provide an assessment on the safety of their vessels.

**Leadership & Team:**

* Trae Stephens (CEO): Partner at Founders Fund, former US Marine. Provides strategic direction and connects to the VC landscape.
* Donovan Chalmers (President): Previously held a leadership role at Palantir, indicating experience in large-scale data analytics and defense tech implementations.

**Competitive Landscape:**

* Sea Machines Robotics: Focuses on autonomous command and control systems for commercial vessels, posing a potential competitor in autonomy software and integration.
* MARTAC: Specializes in high-speed USVs for military applications, directly competing in platform development and defense-oriented capabilities. ARC's potential differentiator lies in its modular design and ability to adapt to diverse mission requirements via payload reconfiguration, as well as high level VC support.

**Sources:**

* [https://arcboats.com/](https://arcboats.com/)
* [https://www.crunchbase.com/organization/arc-boat](https://www.crunchbase.com/organization/arc-boat)
* [https://a16z.com/news/announcement/2023-11-08-arc/](https://a16z.com/news/announcement/2023-11-08-arc/)