# Dossier: BLACK CAPE, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,897,907.34

**Award Date:** 2024-08-12

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

BLACK CAPE, INC. (Black Cape) appears to be a software and data engineering company focused on delivering national security solutions for the US Department of Defense (DoD) and intelligence community. Their primary business revolves around developing and deploying cutting-edge AI/ML, data analytics, and software solutions to enhance situational awareness, improve decision-making, and accelerate mission outcomes. Black Cape aims to solve the problems of data silos, inefficient data processing, and the lag time between data collection and actionable insights within complex defense environments. Their unique value proposition lies in their blend of commercial best practices in software development with deep domain expertise in national security, enabling them to deliver customized, rapidly deployable, and scalable solutions that address specific operational needs.

**Technology Focus:**

* AI/ML-Powered Data Fusion:\*\* Black Cape leverages AI/ML algorithms to fuse disparate data sources (e.g., sensor data, intelligence reports, open-source intelligence) into a unified operational picture, enabling faster and more accurate threat detection and prediction.
* Secure and Scalable Software Development:\*\* They specialize in building cloud-native, secure, and scalable software applications using modern DevOps practices. This likely includes building and maintaining highly classified software environments.

**Recent Developments & Traction:**

* Acquisition by Beacon Capital:\*\* In January 2024, Black Cape was acquired by Beacon Capital Strategic Partners, a private equity firm specializing in defense, aerospace, and government services. This acquisition likely signifies a strategic move to further expand Black Cape's market presence and capabilities.
* Continued Focus on Government Contracts:\*\* Black Cape continues to secure and execute contracts with various government agencies, highlighting their sustained relevance and value in the defense and intelligence sectors. The exact nature of these contracts requires further investigation within specific government procurement databases.
* Expansion of AI/ML Capabilities:\*\* Public statements and job postings suggest a continued investment in expanding their AI/ML capabilities, likely driven by the growing demand for AI-powered solutions within the defense and intelligence communities.

**Leadership & Team:**

* While specifics on the current CEO are less readily available post-acquisition, prior leadership likely included experienced individuals with backgrounds in technology, defense, and intelligence. Further research using LinkedIn and government databases is needed for verification.

**Competitive Landscape:**

* Palantir Technologies:\*\* Palantir provides data analytics and integration platforms for defense and intelligence agencies. Black Cape differentiates itself by offering more focused, specialized solutions tailored to specific mission needs and potentially catering to smaller-scale projects.
* Anduril Industries:\*\* Anduril focuses on autonomous defense systems and surveillance technology. Black Cape primarily focuses on the data and software side, potentially acting as a provider of analytics and integration for systems like those provided by Anduril.

**Sources:**

1. [https://www.beaconcap.com/news/beacon-capital-strategic-partners-acquires-black-cape](https://www.beaconcap.com/news/beacon-capital-strategic-partners-acquires-black-cape)

2. [https://www.crunchbase.com/organization/black-cape-inc](https://www.crunchbase.com/organization/black-cape-inc)

3. [https://www.linkedin.com/company/black-cape/](https://www.linkedin.com/company/black-cape/) (Used for overall company profile and employee insights, though excluded from the top 3 due to being a social media homepage)