# Dossier: BLACKSANDS CYBER, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $75,000.00

**Award Date:** 2023-12-08

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

BLACKSANDS CYBER, INC. (Blacksands) is a cybersecurity firm specializing in providing automated threat detection and incident response solutions tailored for small to medium-sized businesses (SMBs), Managed Service Providers (MSPs), and government entities. Their core mission is to simplify and democratize advanced cybersecurity capabilities, making them accessible to organizations that typically lack the resources or expertise for sophisticated security operations centers. Blacksands aims to solve the problem of cyberattacks against these organizations by providing continuous and automated security monitoring and response capabilities. Their unique value proposition lies in their ability to deliver enterprise-grade security capabilities at a cost-effective price point, through a highly automated platform that reduces the need for extensive human intervention, allowing organizations to focus on their core business functions while being protected against evolving cyber threats.

**Technology Focus:**

* Blacksands' MDR Platform:\*\* This cloud-native Managed Detection and Response (MDR) platform utilizes AI-powered automation and machine learning to continuously monitor network traffic, endpoints, and cloud environments for suspicious activity. The platform integrates with existing security tools and provides automated incident response playbooks, dramatically reducing response times.
* AI-Driven Threat Hunting:\*\* Employs proprietary AI algorithms developed in-house to proactively hunt for emerging threats and vulnerabilities, going beyond traditional signature-based detection methods. This AI is continuously trained with real-world threat intelligence data.

**Recent Developments & Traction:**

* Series A Funding (October 2023):\*\* Blacksands raised $19 million in Series A funding led by Grotech Ventures, with participation from existing investors including General Catalyst. This funding will be used to scale operations, expand the sales and marketing team, and accelerate product development.
* Partnership with Carahsoft (2022):\*\* Announced a partnership with Carahsoft Technology Corp., a trusted government IT solutions provider, to make the Blacksands cybersecurity platform available to public sector agencies through Carahsoft's NASA Solutions for Enterprise-Wide Procurement (SEWP) V contract.
* Expansion of Platform Capabilities (Ongoing):\*\* Continuously adds new features and integrations to the MDR platform, including improved endpoint detection and response (EDR) capabilities, enhanced cloud security monitoring, and support for a wider range of security tools.

**Leadership & Team:**

* Gerges (Greg) Oweis (CEO):\*\* Experienced entrepreneur with a background in cybersecurity and software development. Previously held leadership roles at several technology companies.
* Asim Sami (CTO):\*\* Possesses extensive experience in developing and deploying AI-powered security solutions. Previously held positions at major technology companies specializing in AI/ML applications for cybersecurity.

**Competitive Landscape:**

* Arctic Wolf:\*\* A prominent player in the MDR market targeting similar customer segments. Blacksands differentiates itself through its focus on AI-driven automation and its ability to provide enterprise-grade security at a lower price point, specifically designed for MSPs and SMBs.

**Sources:**

* [https://www.blacksands.com/](https://www.blacksands.com/)
* [https://www.prnewswire.com/news-releases/blacksands-cyber-secures-19m-in-series-a-funding-to-democratize-advanced-cybersecurity-301955160.html](https://www.prnewswire.com/news-releases/blacksands-cyber-secures-19m-in-series-a-funding-to-democratize-advanced-cybersecurity-301955160.html)
* [https://www.carahsoft.com/news/blacksands-cyber-joins-carahsofts-nasa-sewp-v-contract](https://www.carahsoft.com/news/blacksands-cyber-joins-carahsofts-nasa-sewp-v-contract)