# Dossier: BLACKSKY GEOSPATIAL SOLUTIONS, LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,189,789.00

**Award Date:** 2024-09-18

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

BlackSky Geospatial Solutions, LLC is a technology company specializing in real-time geospatial intelligence solutions. Its primary business is providing high-resolution satellite imagery, data analytics, and monitoring services to government and commercial customers. BlackSky's core mission is to deliver on-demand insights about the world's changing conditions, enabling customers to make informed decisions and respond effectively to critical events. The company aims to solve the problems of limited access to timely and actionable geospatial intelligence, often hampered by long revisit rates and inflexible tasking. Their unique value proposition lies in its low-latency, high-frequency constellation of small satellites, coupled with advanced AI-powered analytics, offering rapid and responsive insights for decision-makers across various sectors, from national security and disaster response to supply chain monitoring and infrastructure management.

**Technology Focus:**

* Small Satellite Constellation:\*\* Operates a growing constellation of high-resolution (sub-meter resolution) Earth observation satellites designed for rapid revisit rates and on-demand tasking. The goal is to achieve a revisit rate of less than one hour for key areas.
* Spectra AI Platform:\*\* An advanced AI-powered analytics platform that processes satellite imagery and other geospatial data to identify objects, patterns, and anomalies. Provides alerts and insights on a near real-time basis, automating analysis tasks and improving decision-making.

**Recent Developments & Traction:**

* Contract Wins:\*\* Secured multiple contracts with U.S. government agencies, including the National Reconnaissance Office (NRO) through their Electro-Optical Commercial Layer (EOCL) program (ongoing). These contracts validate the demand for BlackSky's high-revisit imagery and analytics.
* Satellite Launches:\*\* Continuously expanded its satellite constellation through multiple successful launches in 2021, 2022, and 2023. These launches are crucial for improving revisit rates and coverage.
* Partnership with Palantir:\*\* Announced a strategic partnership with Palantir Technologies to integrate BlackSky’s geospatial intelligence with Palantir's software platforms, enhancing capabilities for government and commercial customers.

**Leadership & Team:**

* Brian E. O'Toole (CEO):\*\* Extensive experience in the satellite and technology industries.
* (While specific individual names for CTO, President, etc., are constantly shifting depending on organizational structure, it is important to research current filings for exact roles. Generic searches will provide limited information.)\*\* Prior experience in geospatial intelligence and defense technology is commonly found throughout the leadership team.

**Competitive Landscape:**

* Maxar Technologies:\*\* A major provider of satellite imagery and geospatial data. BlackSky differentiates itself through its emphasis on rapid revisit rates and AI-powered analytics, offering quicker insights compared to traditional satellite imagery providers.
* Planet Labs:\*\* Another key competitor operating a large constellation of small satellites. BlackSky focuses on delivering higher resolution imagery and more specialized analytics solutions compared to Planet's broader Earth observation coverage.

**Sources:**

1. [https://www.blacksky.com/](https://www.blacksky.com/)

2. [https://spacenews.com/tag/blacksky/](https://spacenews.com/tag/blacksky/)

3. [https://investors.blacksky.com/](https://investors.blacksky.com/)