# Dossier: BOSTON ENGINEERING CORPORATION

## SBIR Award Details

**Award Title:** N/A

**Amount:** $139,901.00

**Award Date:** 2024-08-27

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

Boston Engineering Corporation is a product development and engineering consulting firm specializing in robotics, medical devices, and defense solutions. They help companies and government organizations design, develop, and commercialize innovative products and systems. Their core mission centers on providing end-to-end product lifecycle support, from initial concept through manufacturing and deployment, with a focus on highly regulated industries. They aim to solve complex engineering challenges, reduce development risks, and accelerate time to market for their clients. Their unique value proposition lies in their deep domain expertise across diverse sectors coupled with a commitment to delivering custom, integrated solutions that address specific client needs, rather than off-the-shelf products.

**Technology Focus:**

* Robotics & Autonomous Systems: Development of unmanned systems including underwater vehicles (ROVs, AUVs), ground robots, and aerial drones, incorporating sensor integration, navigation, and control systems. Focus on developing custom robotic solutions for defense, security, and industrial applications. Notably involved in the development of a next-generation mine countermeasures system.
* Medical Device Engineering: Specialization in the design and development of medical devices, from surgical tools to diagnostic equipment, adhering to strict regulatory requirements (FDA). Expertise includes electromechanical design, human factors engineering, and manufacturing support.

**Recent Developments & Traction:**

* Contract Wins (Publicly Announced):\*\* Multiple contracts were awarded by the U.S. Navy and other DoD entities for robotics development and engineering services (specific contract details often undisclosed).
* ROV Development:\*\* Boston Engineering has made significant advancements in their ROV technology, specifically the development of more robust and capable platforms for undersea defense applications (details are typically confidential).
* Partnership with Greensea Systems Inc.:\*\* Integration of Greensea's navigation and autonomy software into Boston Engineering's robotic platforms to enhance capabilities in challenging environments. (Announced at Ocean Business in 2021).
* Expansion of Medical Device Services:\*\* Continued growth and investment in their medical device engineering division, providing comprehensive support for regulatory compliance and commercialization efforts.

**Leadership & Team:**

* Bob Trevelyan (CEO): Brings extensive experience in product development and business strategy, with a focus on high-tech engineering services.
* Mark Testoni (President): Extensive background in software development and embedded systems, with experience working with defense contractors and government agencies.

**Competitive Landscape:**

* iRobot: While primarily focused on consumer robots, iRobot also develops robotic solutions for defense and law enforcement, representing a competitor in the robotic systems market.
* Teledyne Technologies: A larger, diversified technology company with a significant presence in aerospace, defense, and ocean technology, offering competing products and services in the underwater robotics domain. Boston Engineering differentiates itself through its agile, customized solutions, focusing on bespoke engineering and specialized design services, rather than mass-produced hardware.

**Sources:**

* [https://www.boston-engineering.com/](https://www.boston-engineering.com/)
* [https://www.marineinsight.com/offshore/10-biggest-companies-in-underwater-robotics/](https://www.marineinsight.com/offshore/10-biggest-companies-in-underwater-robotics/) (Used for general industry context and competitor identification)
* [https://greenseasystems.com/](https://greenseasystems.com/) (Greensea Systems' website to confirm partnership information)