# Dossier: CAMBRIAN WORKS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,906.00

**Award Date:** 2024-08-25

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Cambrian Works, Inc., based in Minneapolis, Minnesota, focuses on delivering data-driven insights and predictive analytics to enhance national security and defense capabilities. Their primary business is developing and deploying advanced software platforms that integrate and analyze disparate data sources, providing actionable intelligence for military decision-makers. Cambrian Works aims to solve the problem of information overload and delayed decision-making by offering a streamlined and intuitive platform that enables faster, more accurate situational awareness, threat detection, and resource allocation. Their unique value proposition lies in their ability to tailor AI-powered analytics specifically to the complex and evolving needs of the defense and intelligence communities, offering solutions that are more flexible and adaptable than off-the-shelf alternatives.

**Technology Focus:**

* Argus Platform:\*\* A core offering is their Argus platform, an AI-powered data integration and analytics engine designed to ingest, process, and analyze large volumes of structured and unstructured data from diverse sources, including sensor data, intelligence reports, open-source intelligence, and geospatial information. The platform uses machine learning algorithms to identify patterns, anomalies, and predictive trends, enabling proactive decision-making.
* AI-Driven Analytics & Modeling:\*\* Cambrian Works specializes in developing custom AI models for specific defense applications, such as predictive maintenance of military assets, threat forecasting in contested environments, and optimization of resource allocation for disaster response. They emphasize explainable AI (XAI) to ensure transparency and build trust in the system's outputs.

**Recent Developments & Traction:**

* Partnership with the US Air Force (2022):\*\* Awarded a contract through AFWERX to develop and prototype AI-driven solutions for enhanced command and control capabilities within the Air Force.
* Series A Funding Round (2023):\*\* Raised $10 million in Series A funding led by New North Ventures and participation from GoAhead Ventures. This funding is intended to scale their platform and expand their team.
* Expansion into Cybersecurity (2023-2024):\*\* Announced an initiative to leverage their AI platform for advanced threat detection and incident response within the cybersecurity domain, targeting government agencies and critical infrastructure providers.

**Leadership & Team:**

* Scott Stockdale (CEO):\*\* Previously held senior leadership roles at Lockheed Martin and has a proven track record of delivering innovative technology solutions to the defense sector.
* Ben Johnson (CTO):\*\* Extensive background in artificial intelligence and machine learning, with experience in developing and deploying AI solutions for national security applications.

**Competitive Landscape:**

* Palantir Technologies:\*\* While a much larger company, Palantir competes with Cambrian Works in the government data analytics space. Cambrian Works differentiates itself through a more specialized focus on specific defense applications and a more agile, customizable platform.
* Primer.ai:\*\* Similar in focus, Primer.ai offers machine learning powered tools for analyzing large volumes of unstructured data. Cambrian Works distinguishes itself through a deeper emphasis on explainable AI and direct integrations with existing defense systems.

**Sources:**

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

2. [https://newnorth.vc/news/new-north-ventures-leads-10m-series-a-investment-in-cambrian-works](https://newnorth.vc/news/new-north-ventures-leads-10m-series-a-investment-in-cambrian-works)

3. [https://www.afwerx.com/](https://www.afwerx.com/) (Search Cambrian Works within AFWERX)

4. [https://www.crunchbase.com/organization/cambrian-works](https://www.crunchbase.com/organization/cambrian-works)