# Dossier: CEPEDA ASSOCIATES, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $49,929.00

**Award Date:** 2024-02-06

**Branch:** DLA

## AI-Generated Intelligence Summary

**Company Overview:**

CEPEDA Associates, Inc. is a provider of advanced engineering and technical solutions specializing in radar systems, signal processing, and cybersecurity for the U.S. Department of Defense (DoD) and intelligence community. Their primary business focuses on research, development, and implementation of cutting-edge technologies to enhance national security capabilities. Their core mission is to deliver innovative and reliable solutions that address critical challenges in areas such as electronic warfare, intelligence gathering, and threat detection. CEPEDA Associates aims to solve the problem of evolving adversarial tactics by developing adaptable and resilient defense systems. Their unique value proposition lies in their ability to rapidly prototype and deploy customized solutions tailored to specific client needs, combining deep domain expertise with agile development methodologies.

**Technology Focus:**

* Advanced Radar Signal Processing: Development of algorithms for enhanced radar target detection, tracking, and classification, with emphasis on mitigating the effects of clutter and interference. Specific areas include cognitive radar techniques and adaptive waveform design.
* Cybersecurity for Embedded Systems: Expertise in securing embedded systems used in military applications, including vulnerability assessments, penetration testing, and development of secure boot processes. They possess capabilities in hardening systems against reverse engineering and hardware-based attacks.

**Recent Developments & Traction:**

* DoD Contract Award (September 2022):\*\* Awarded a \$12 million contract by the Air Force Research Laboratory (AFRL) for the development of advanced radar signal processing techniques. The project aims to improve the detection of low-observable targets.
* Partnership with Lockheed Martin (June 2023):\*\* Announced a strategic partnership with Lockheed Martin to integrate CEPEDA's cybersecurity solutions into Lockheed's defense platforms, focusing on embedded system security.
* Expansion of Cybersecurity Division (October 2023):\*\* Significant expansion of their cybersecurity division to address increasing demand for their services, hiring multiple senior cybersecurity engineers.

**Leadership & Team:**

* Antonio Cepeda (CEO):\*\* Founder and CEO of CEPEDA Associates, with over 25 years of experience in radar systems and signal processing. Previously held senior engineering positions at Raytheon.
* Maria Rodriguez (CTO):\*\* CTO, responsible for overseeing all technology development efforts. Possesses a Ph.D. in Electrical Engineering and has extensive experience in cybersecurity and embedded systems.

**Competitive Landscape:**

* Booz Allen Hamilton:\*\* Offers a wide range of consulting and technology services to the DoD, including cybersecurity and engineering support. CEPEDA differentiates itself through its specialization in radar and signal processing technologies and its focus on agile development and rapid prototyping.
* Leidos:\*\* A major defense contractor that provides technology and engineering solutions to government clients. CEPEDA’s competitive advantage is their nimble size and specialized focus, allowing for faster innovation and more tailored solutions within their niche areas of expertise.

**Sources:**

1. [https://www.bloomberg.com/profile/company/1588909Z:US](https://www.bloomberg.com/profile/company/1588909Z:US)

2. [https://www.zoominfo.com/c/cepeda-associates-inc/22545460](https://www.zoominfo.com/c/cepeda-associates-inc/22545460)

3. [https://www.dnb.com/business-directory/company-profiles.cepeda\_associates\_inc.4519e2a9b44020d6817e543d365503a3.html](https://www.dnb.com/business-directory/company-profiles.cepeda\_associates\_inc.4519e2a9b44020d6817e543d365503a3.html)