# Dossier: Crgo Inc

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,037.00

**Award Date:** 2024-08-21

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Crgo Inc. (likely referring to Cargo, Inc. rebranded as Airspace Technologies) is a technology company specializing in on-demand air cargo solutions. Its primary business is to streamline the process of shipping time-critical packages by connecting shippers directly with charter operators and carriers, offering a single platform for managing the entire shipment lifecycle from quoting and booking to tracking and delivery. The company aims to solve the problems of slow response times, lack of transparency, and inefficient coordination that plague traditional air freight logistics, particularly for industries with urgent needs like healthcare, manufacturing, and aerospace. Their unique value proposition lies in their digital platform that offers real-time visibility, automated workflows, and optimized routing to significantly reduce delivery times and improve reliability for mission-critical shipments.

**Technology Focus:**

* Proprietary Airspace Platform:\*\* A cloud-based platform that leverages algorithms, machine learning, and real-time data to match shippers with available aircraft and optimized flight routes. It includes instant quoting, automated booking, tracking, and proof of delivery.
* Real-Time Tracking & Monitoring:\*\* Utilizes GPS and other sensor data to provide end-to-end visibility of shipments, including temperature monitoring, shock sensors, and other critical parameters for sensitive cargo. This allows for proactive intervention and ensures the integrity of the shipment.

**Recent Developments & Traction:**

* Series B Funding (September 2021):\*\* Raised $38 million in a Series B funding round led by Telstra Ventures, with participation from existing investors including Qualcomm Ventures and Defy.vc. The funding was intended to fuel expansion and further develop its technology platform.
* Partnership with Drone Delivery Canada (2021):\*\* Integrated Drone Delivery Canada's drone delivery services into their platform, expanding its last-mile delivery options, particularly for remote or difficult-to-reach locations.
* Expansion into Pharmaceutical Logistics:\*\* Expanded services to address the urgent needs of pharmaceutical companies for time and temperature-sensitive shipments, providing specialized handling and monitoring solutions.

**Leadership & Team:**

* Elan Levenson (CEO):\*\* Possesses extensive experience in logistics and technology, previously holding leadership positions at XPO Logistics and Menlo Worldwide Logistics.

**Competitive Landscape:**

* DHL Same Day:\*\* While a broader logistics provider, DHL Same Day offers expedited shipping services that compete with Cargo's speed and reliability. Cargo differentiates itself through its dedicated air charter marketplace and technology platform tailored for time-critical shipments.
* Jet Linx Aviation:\*\* Primarily a private aviation company, Jet Linx also offers charter services. Cargo distinguishes itself by focusing specifically on cargo and providing a technology-driven platform for shippers, offering greater control and visibility.

**Sources:**

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

2. [https://www.crunchbase.com/organization/airspace-technologies](https://www.crunchbase.com/organization/airspace-technologies)

3. [https://www.prnewswire.com/news-releases/airspace-raises-38m-in-series-b-financing-round-to-accelerate-growth-of-mission-critical-logistics-platform-301378926.html](https://www.prnewswire.com/news-releases/airspace-raises-38m-in-series-b-financing-round-to-accelerate-growth-of-mission-critical-logistics-platform-301378926.html)