# Dossier: DEFENSE UNICORNS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,775.00

**Award Date:** 2023-05-18

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Defense Unicorns, Inc. is a software and engineering company focused on accelerating the adoption of modern software development practices and secure cloud technologies within the US Department of Defense (DoD) and national security community. Their primary business involves building and deploying hardened, Kubernetes-based platforms designed to host mission-critical applications at all security levels, with a specific emphasis on the defense industrial base. The company's core mission is to bridge the "valley of death" between commercial technology innovation and DoD adoption, enabling faster and more secure software delivery for warfighters. They aim to solve the problems of slow deployment cycles, rigid legacy systems, and security vulnerabilities that plague traditional defense software development. Their unique value proposition lies in providing a pre-accredited, secure, and compliant platform that allows defense contractors and government agencies to rapidly develop, deploy, and scale applications without the burden of building and maintaining the underlying infrastructure and security.

**Technology Focus:**

* Kubernetes-based DevSecOps platform: Defense Unicorns provides a hardened Kubernetes platform, leveraging a secure software factory approach to enable Continuous Integration/Continuous Delivery (CI/CD) pipelines for DoD applications.
* Zero Trust Architecture: The platform incorporates zero trust principles to secure data and access, aligning with DoD cybersecurity mandates.

**Recent Developments & Traction:**

* $35 million Series A funding:\*\* In October 2023, Defense Unicorns raised $35 million in Series A funding led by Sapphire Ventures with participation from Anamcara Capital and Booz Allen Hamilton.
* Partnership with Platform One:\*\* Defense Unicorns has collaborated with Platform One, the DoD's enterprise DevSecOps initiative, to contribute to and enhance their platform.
* Contracts with US Air Force:\*\* Multiple contracts and partnerships with the US Air Force to provide secure software development and deployment capabilities.

**Leadership & Team:**

* Greg Caras:\*\* CEO. Greg Caras has experience in building and scaling software companies, focused on security and high-performance computing.
* (Information intentionally unavailable online - no key leadership team member reliably identified with titles such as CTO or President publicly)\*\*

**Competitive Landscape:**

* Anchore:\*\* Anchore also provides container security and compliance solutions but tends to be more focused on broader commercial applications rather than specializing in the unique security and compliance requirements of the DoD.
* VMware Tanzu:\*\* VMware Tanzu offers a Kubernetes platform but often requires significant customization and hardening to meet DoD security standards, making Defense Unicorns' pre-accredited solution a differentiator.

**Sources:**

* [https://www.defenseunicorns.com/](https://www.defenseunicorns.com/)
* [https://news.crunchbase.com/venture/defense-unicorns-series-a-funding/](https://news.crunchbase.com/venture/defense-unicorns-series-a-funding/)
* [https://www.businesswire.com/news/home/20231003855855/en/Defense-Unicorns-Raises-35M-in-Series-A-Funding](https://www.businesswire.com/news/home/20231003855855/en/Defense-Unicorns-Raises-35M-in-Series-A-Funding)