# Dossier: ECHOFLUENCE LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,883.00

**Award Date:** 2024-05-10

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

ECHOFLUENCE LLC is a small business focused on providing advanced threat emulation, cybersecurity, and spectrum awareness solutions for defense and national security applications. Their core mission appears to be improving the resilience and effectiveness of critical infrastructure and communication systems against sophisticated electronic warfare and cyber attacks. They aim to solve the problem of vulnerabilities in complex, interconnected systems by offering realistic and adaptable emulation tools that allow clients to test and validate their defenses. ECHOFLUENCE's unique value proposition seems to lie in their ability to offer highly customizable, scalable, and cost-effective solutions tailored to specific customer needs, particularly in the radio frequency (RF) and electromagnetic spectrum domains, coupled with deep expertise in adversary tactics and techniques.

**Technology Focus:**

* Develops and deploys scalable RF emulation platforms capable of generating complex, realistic threat environments to test the resilience of communication systems and networks against jamming, interference, and other forms of electronic warfare.
* Offers cybersecurity solutions focused on vulnerability assessments, penetration testing, and security awareness training, with an emphasis on securing systems operating in contested electromagnetic spectrum environments.

**Recent Developments & Traction:**

* In November 2021, ECHOFLUENCE was awarded a Phase II Small Business Innovation Research (SBIR) contract by the US Air Force to further develop their "Multi-Domain Automated Threat Replication Environment (MD-ATRE)" technology.
* ECHOFLUENCE has expanded their presence and secured contracts at the US Army Proving Grounds at Fort Huachuca, AZ, to support testing and evaluation activities related to electronic warfare and spectrum management.
* ECHOFLUENCE actively participates in industry conferences and events focused on electronic warfare, cybersecurity, and spectrum management, presenting their capabilities and showcasing their solutions to potential clients.

**Leadership & Team:**

* Due to limited publicly available information, key leaders cannot be definitively confirmed, and their past experience cannot be determined.

**Competitive Landscape:**

* Keysight Technologies: ECHOFLUENCE differentiates itself through its specialized focus on threat emulation and customization, potentially offering more tailored and cost-effective solutions compared to Keysight's broader test and measurement product portfolio.
* Booz Allen Hamilton: ECHOFLUENCE’s differentiator lies in its specific productized solutions for automated RF threat emulation compared to Booz Allen’s broader consultancy services.

**Sources:**

* [https://www.sbir.gov/sbirsearch/detail/1713326](https://www.sbir.gov/sbirsearch/detail/1713326)
* [https://www.afwerx.com/](https://www.afwerx.com/)
* [https://arizonasba.org/](https://arizonasba.org/)