# Dossier: Edmond Scientific Company

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,473.00

**Award Date:** 2024-02-07

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Edmund Optics (often incorrectly referred to as "Edmond Scientific Company" - Edmund Optics is the correct name) is a leading manufacturer and supplier of precision optical components and systems. Their primary business revolves around providing custom and off-the-shelf optical solutions to a wide range of industries, including defense, aerospace, medical, industrial, and research. Their core mission is to empower engineers and scientists with the optical technology they need to innovate and solve complex problems. They aim to reduce development time and cost by offering readily available, high-quality optics and integrated optical systems. Edmund Optics' unique value proposition lies in its comprehensive portfolio of optical components, including lenses, prisms, mirrors, filters, and coatings, coupled with its engineering expertise to design and manufacture custom solutions. They differentiate themselves by offering deep technical expertise, a vast inventory, and a commitment to providing application-specific optical solutions.

**Technology Focus:**

* Precision Optical Components Manufacturing: Specializes in the design, manufacturing, and coating of lenses, prisms, mirrors, filters, beamsplitters, and other optical components with tolerances down to nanometer scales. They offer both off-the-shelf components and custom solutions tailored to specific application requirements.
* Optical System Design and Integration: Develops and integrates complex optical systems for applications such as imaging, laser beam delivery, sensing, and metrology. This includes designing custom optical systems, integrating components, and providing testing and validation services.

**Recent Developments & Traction:**

* New Product Launches (Ongoing):\*\* Consistently expands their catalog with new optical components, assemblies, and systems tailored for emerging technologies in areas like LiDAR, advanced imaging, and quantum computing. Details can be found in their product announcements section.
* Expansion of Manufacturing Capabilities (Ongoing):\*\* Recent investments to increase production capacity at their facilities, particularly for high-precision components and coatings. Specifics often mentioned in press releases about facility improvements.
* Partnerships and Collaborations (Ongoing):\*\* While specific DoD-related partnerships are typically not publicly disclosed, Edmund Optics actively collaborates with research institutions and industry partners on optics-related projects. These partnerships are often mentioned in publications and conference presentations.

**Leadership & Team:**

* Samuel Sadoulet (President & COO): A seasoned leader with extensive experience in operations and sales management within the high-tech manufacturing sector.
* Kirsten Bjork-Jones (Vice President, Global Marketing Communications): Responsible for global marketing and communication strategies, playing a key role in brand development and market penetration.

**Competitive Landscape:**

* Thorlabs: Offers a similar range of optical components and systems but tends to focus more on research and academic markets. Edmund Optics distinguishes itself by a broader range of custom manufacturing services and a stronger focus on industrial and defense applications.
* Newport Corporation (MKS Instruments): Another major player, Newport provides a wider range of photonics solutions, including lasers and motion control. Edmund Optics' differentiator is its depth of expertise specifically in optical components and their integration into systems.

**Sources:**

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

2. [https://www.edmundoptics.com/resources/](https://www.edmundoptics.com/resources/)

3. [https://www.edmundoptics.com/about/](https://www.edmundoptics.com/about/)

4. [https://www.laserfocusworld.com/](https://www.laserfocusworld.com/) (Industry news and publications mentioning Edmund Optics)