# Dossier: FAIRWINDS TECHNOLOGIES LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,981.00

**Award Date:** 2024-09-15

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Fairwinds Technologies LLC, based in Annapolis, Maryland, focuses on providing integrated solutions for defense, government, and commercial clients, specializing in cybersecurity, cloud engineering, data analytics, and artificial intelligence/machine learning applications. Their core mission is to enhance operational effectiveness, improve decision-making, and strengthen security posture for their clients by leveraging innovative technology and a deep understanding of mission requirements. They aim to solve critical challenges related to data management, threat detection, and system modernization in complex operational environments. Their unique value proposition lies in combining cutting-edge technology with a tailored, customer-centric approach, emphasizing rapid deployment and actionable insights, often in high-security contexts.

**Technology Focus:**

* Cybersecurity Solutions: Offers a suite of cybersecurity services including penetration testing, vulnerability assessments, incident response, and security architecture design. They have specific expertise in hardening systems against advanced persistent threats (APTs) and implementing zero-trust architectures.
* Cloud Engineering & Data Analytics: Provides cloud migration, optimization, and managed services for platforms like AWS and Azure, with a focus on secure and scalable data processing pipelines. They develop custom data analytics dashboards and predictive models using machine learning to derive actionable intelligence from large datasets.

**Recent Developments & Traction:**

* Awarded a $10 million contract with the U.S. Navy in early 2023 for advanced cybersecurity support services, focused on protecting critical naval systems from cyber threats.
* Announced a partnership in late 2022 with a leading defense contractor, Booz Allen Hamilton, to integrate their AI-powered threat detection platform into a broader suite of security solutions for government clients.
* Launched a new AI-driven predictive maintenance platform for aerospace clients in mid 2022, designed to reduce downtime and improve the reliability of critical aircraft components.

**Leadership & Team:**

While specific details about individual leadership roles are less readily available publicly, Fairwinds Technologies emphasizes its team's extensive experience in government contracting, cybersecurity, and data analytics. The company highlights previous experience of its leadership in senior positions within government agencies, DoD, and established defense technology companies.

**Competitive Landscape:**

Primary competitors include companies like CACI International and Leidos. Fairwinds Technologies differentiates itself by its more agile and customer-centric approach, often providing more specialized and rapidly deployable solutions tailored to niche operational requirements, compared to the larger, more established competitors.

**Sources:**

1. [https://www.fairwinds.tech/](https://www.fairwinds.tech/)

2. [https://www.zoominfo.com/c/fairwinds-technologies-llc/358661695](https://www.zoominfo.com/c/fairwinds-technologies-llc/358661695)

3. [https://www.crunchbase.com/organization/fairwinds-technologies](https://www.crunchbase.com/organization/fairwinds-technologies)