# Dossier: FLIPPER INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $149,270.00

**Award Date:** 2023-03-30

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

FLIR Systems, Inc. (now Teledyne FLIR, after being acquired by Teledyne Technologies Incorporated in May 2021) is a world-leading industrial technology company focused on intelligent sensing solutions for defense, industrial, and commercial applications. Their primary business is the design, development, manufacturing, marketing, and distribution of technologies that enhance perception and awareness. The company’s core mission is to use thermal imaging, visible-light imaging, video analytics, measurement and diagnostic, and advanced threat detection systems to address critical challenges such as public safety, security, environmental monitoring, energy efficiency, and navigation. FLIR solves problems related to obscured vision, enabling users to see what cannot be seen by the naked eye, enhancing situational awareness, and improving decision-making in challenging environments. Their unique value proposition lies in their vertically integrated model, allowing them to control the entire value chain from sensor development to complete system integration, providing performance, reliability, and affordability.

**Technology Focus:**

* Thermal Imaging Sensors and Cameras:\*\* FLIR designs and manufactures a wide range of thermal imaging cameras and cores used for applications ranging from security and surveillance to building inspection and automotive night vision. This includes uncooled microbolometer and cooled photon detector technologies. Performance characteristics include resolution (e.g., up to 640x512 or higher for high-end models), sensitivity (NetD, typically in the range of <50mK), and frame rates.
* Visible-Light Imaging and Video Analytics:\*\* FLIR offers visible-light cameras, often integrated with thermal imaging in dual-sensor systems, and advanced video analytics software. These systems enable object detection, classification, tracking, and behavioral analysis for security and surveillance applications, with capabilities such as license plate recognition and intrusion detection.

**Recent Developments & Traction:**

* Acquisition by Teledyne Technologies (May 2021):\*\* Teledyne Technologies completed its acquisition of FLIR Systems for approximately $8 billion in cash and stock. This merger created a new entity, Teledyne FLIR, further strengthening Teledyne's position in the sensing solutions market.
* U.S. Army Contract for Common Handheld Targeting System (CHTS) Prototype (January 2021):\*\* FLIR Systems was awarded an Other Transaction Agreement (OTA) from the U.S. Army to deliver a prototype of the Common Handheld Targeting System (CHTS). The CHTS program aimed to replace legacy handheld targeting devices with an improved, lighter-weight system, significantly improving warfighter capabilities. The contract was for $15.7 million.
* $21.8 Million Contract for Black Hornet 3 Nano-Drones (November 2020):\*\* FLIR Systems received a $21.8 million order from the U.S. Army for its Black Hornet 3 Personal Reconnaissance Systems (PRS). This order continued the Army's adoption of the nano-drone platform for enhanced situational awareness at the squad level.

**Leadership & Team:**

* Edwin Roks (President, Teledyne FLIR):\*\* Following the acquisition, Edwin Roks, who previously held executive positions at Teledyne, became President of Teledyne FLIR.
* Prior to the acquisition, key leaders at FLIR Systems included:
* James J. Cannon (Former President & CEO):\*\* Experienced executive with a background in industrial and technology companies.

**Competitive Landscape:**

* L3Harris Technologies:\*\* L3Harris competes with FLIR in areas such as military imaging systems, electronic warfare, and communication systems. FLIR differentiates itself with its strong focus on thermal imaging technology across a wider range of commercial and industrial applications, alongside its defense offerings.
* Lockheed Martin:\*\* Lockheed Martin competes directly in defense contracts and certain imaging technologies, primarily in highly specialized government solutions. FLIR differentiates by offering broader application outside pure defense, including public safety, security, and other civilian sectors.

**Sources:**

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

2. [https://investors.teledyne.com/news/news-details/2021/Teledyne-Completes-Acquisition-of-FLIR/default.aspx](https://investors.teledyne.com/news/news-details/2021/Teledyne-Completes-Acquisition-of-FLIR/default.aspx)

3. [https://www.flir.com/news/2021/flir-systems-wins-15.7-million-contract-from-u-s--army-for-prototype-common-handheld-targeting-system/](https://www.flir.com/news/2021/flir-systems-wins-15.7-million-contract-from-u-s--army-for-prototype-common-handheld-targeting-system/)

4. [https://www.flir.com/news/2020/flir-receives-$21.8-million-order-for-black-hornet-3-nano-drones-for-u.s.-army/](https://www.flir.com/news/2020/flir-receives-$21.8-million-order-for-black-hornet-3-nano-drones-for-u.s.-army/)