# Dossier: GREENSEA SYSTEMS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $714,783.00

**Award Date:** 2024-08-19

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

Greensea Systems, Inc. is a maritime robotics company specializing in the development of open architecture software and advanced navigation and autonomy systems for underwater vehicles and maritime platforms. Its primary business revolves around creating robust, user-friendly, and scalable solutions for complex underwater operations, including mine countermeasures, hydrographic surveying, infrastructure inspection, and oceanographic research. The core mission is to make ocean exploration and operations safer, more efficient, and more accessible through innovative autonomy and sensor integration. Their unique value proposition lies in their open-architecture INSight navigation and autonomy platform, which provides a modular and customizable framework for integrating diverse sensors, payloads, and vehicle control systems, enabling faster development cycles, enhanced performance, and reduced integration costs for their customers.

**Technology Focus:**

* INSight Navigation System:\*\* A fused sensor navigation system providing sub-meter accuracy, incorporating GPS, inertial measurement units (IMUs), Doppler Velocity Logs (DVLs), and depth sensors. INSight offers real-time sensor processing, data logging, and autonomous navigation capabilities. It is designed for integration into various underwater vehicles, from small AUVs to large ROVs.
* EOD Workspace:\*\* A software suite designed for Explosive Ordnance Disposal (EOD) and mine countermeasures (MCM) operations. It provides advanced sonar processing, target classification, real-time video enhancement, and intuitive user interfaces to improve the efficiency and safety of underwater explosive hazard detection and neutralization missions.

**Recent Developments & Traction:**

* January 2024:\*\* Greensea Systems was awarded a contract by General Dynamics Mission Systems to develop an open architecture combat management system for the US Navy's Snakehead Large Displacement Unmanned Undersea Vehicle (LDUUV) program.
* 2023 (Specific date unknown):\*\* Successfully integrated INSight navigation system with Teledyne Gavia AUV for advanced underwater survey operations, demonstrating improved data quality and operational efficiency.
* August 2021:\*\* Awarded a contract from the US Navy’s Naval Sea Systems Command (NAVSEA) to develop advanced autonomy capabilities for unmanned underwater vehicles (UUVs), focusing on enhanced navigation and decision-making in complex underwater environments.

**Leadership & Team:**

* Ben Kinnaman (CEO):\*\* Has led Greensea Systems since its founding. Possesses extensive experience in robotics, software engineering, and ocean engineering.
* Marybeth Gilliam (President):\*\* (Title might be outdated). Relevant background in business management and government contracts within the defense and aerospace industry.

**Competitive Landscape:**

* Kongsberg Maritime:\*\* A major player in the maritime technology market, offering a wide range of AUVs and ROVs. Greensea differentiates itself with its open architecture software platform, allowing for greater flexibility and customization compared to Kongsberg's more proprietary systems.
* Teledyne Technologies:\*\* Another major competitor with a broad portfolio of underwater vehicles and sensors. Greensea's specialized expertise in autonomous navigation and EOD solutions provides a niche advantage in specific market segments.

**Sources:**

* [https://greenseasystems.com/](https://greenseasystems.com/)
* [https://www.naval-technology.com/contractors/combat-systems/general-dynamics-mission-systems/pressreleases/greensea-systems-inc-general-dynamics/](https://www.naval-technology.com/contractors/combat-systems/general-dynamics-mission-systems/pressreleases/greensea-systems-inc-general-dynamics/)
* [https://www.prnewswire.com/news-releases/greensea-systems-inc-awarded-contract-by-general-dynamics-mission-systems-302026306.html](https://www.prnewswire.com/news-releases/greensea-systems-inc-awarded-contract-by-general-dynamics-mission-systems-302026306.html)