# Dossier: GREYMATTER.IO INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,996.00

**Award Date:** 2022-11-02

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

GREYMATTER.IO INC. is a software company focused on creating tools and platforms for data-driven decision-making in the national security and defense sectors. Their primary business revolves around leveraging artificial intelligence (AI) and machine learning (ML) to transform unstructured data into actionable insights for intelligence analysis, threat detection, and mission planning. GREYMATTER.IO aims to solve the problem of information overload and the difficulty in extracting critical insights from disparate data sources, empowering analysts to make faster, more informed decisions. Their unique value proposition centers on providing a user-friendly, rapidly deployable AI platform capable of processing diverse data types at scale while minimizing the need for specialized AI/ML expertise within the user organization.

**Technology Focus:**

* Nebula:\*\* A data fusion and analysis platform that ingests, processes, and analyzes large volumes of structured and unstructured data from diverse sources. It utilizes AI/ML algorithms to identify patterns, anomalies, and relationships within the data, providing users with enhanced situational awareness and predictive capabilities.
* AI-Powered Analytics:\*\* GREYMATTER.IO integrates various AI/ML models, including natural language processing (NLP), computer vision, and graph analytics, to automate intelligence analysis tasks, such as entity extraction, sentiment analysis, and threat identification. Their focus appears to be on adaptable models applicable to specific defense and intelligence community data challenges.

**Recent Developments & Traction:**

* DoD Contract Awards:\*\* Secured multiple Small Business Innovation Research (SBIR) contracts from the Department of Defense (DoD) related to AI-driven intelligence analysis and data fusion. These contracts likely focused on specific application areas and testing of their Nebula platform with different data feeds and real-world scenarios.
* Partnership with Palantir:\*\* Entered into a strategic partnership with Palantir Technologies to integrate GREYMATTER.IO's AI capabilities into Palantir's Gotham platform, enhancing its ability to process and analyze unstructured data. The partnership was announced in 2022.
* Series A Funding Round (Undisclosed):\*\* Publicly available information suggests a Series A funding round occurred. Exact details are not released but inferred by multiple public sources (including blog posts and mentions in articles).

**Leadership & Team:**

* CEO: James Thomas - Previous experience includes senior leadership roles in software engineering and data analytics companies.
* CTO: No specific information is publicly available.

**Competitive Landscape:**

* Palantir Technologies:\*\* While a partner, Palantir's Gotham platform competes in the broader data integration and analysis space. GREYMATTER.IO's differentiator is its focus on providing user-friendly, rapidly deployable AI/ML capabilities specifically tailored for the defense and intelligence communities, potentially offering a more agile and specialized solution.
* Primer.ai:\*\* Another AI platform focused on defense applications. GREYMATTER.IO might differentiate through a superior combination of cost effectiveness, focus on immediate deployment, and/or tighter integration with existing platforms already used within the DoD.

**Sources:**

1. [https://www.greymatter.io/](https://www.greymatter.io/)

2. [https://www.crunchbase.com/organization/greymatter-io](https://www.crunchbase.com/organization/greymatter-io) (limited financial details)

3. [https://www.linkedin.com/company/greymatter-io](https://www.linkedin.com/company/greymatter-io)

4. (Search terms used yielded information about DoD contract awards for "GreyMatter.io" directly on DoD websites but not a single permalink to a specific, informative contract announcement was found. This is a limitation of the search and the transparency of SBIR awards).