# Dossier: Gotenna, Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $14,996,830.10

**Award Date:** 2024-07-25

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

goTenna, Inc. is a communications technology company specializing in decentralized, off-grid communication networks. Their primary business focuses on providing resilient and reliable communication solutions when traditional infrastructure like cellular networks and Wi-Fi are unavailable or unreliable. goTenna's core mission is to ensure individuals and organizations can communicate in emergency situations, remote locations, and contested environments. The company addresses the critical problem of communication failures during natural disasters, infrastructure outages, and in areas lacking cellular coverage. Their unique value proposition lies in their mesh networking technology that allows devices to communicate directly with each other, creating a self-forming, self-healing network that extends communication range beyond line-of-sight limitations.

**Technology Focus:**

* Mesh Networking: Utilizes a proprietary mesh networking protocol, enabling devices to relay messages for each other, significantly extending communication range beyond the limitations of direct radio communication. goTenna Pro X devices, for example, can achieve ranges of up to 4 miles (6.4 km) in open terrain and have demonstrated even longer ranges in optimal conditions with multiple hops.
* goTenna Pro: Ruggedized, software-defined radio (SDR) hardware and software solutions, including the Pro X and Pro Deployment Kit, tailored for professional users like first responders, military personnel, and search and rescue teams. It offers customizable frequencies (UHF/VHF) and encryption.

**Recent Developments & Traction:**

* Partnership with the US Army: goTenna has secured contracts with the US Army for communication solutions to enhance situational awareness and off-grid communication capabilities for soldiers in the field (Date not confirmed).
* goTenna has continued to expand its Pro customer base, including deployments with numerous first responder agencies and government organizations.
* In April 2021, goTenna announced integration with the ATAK (Android Team Awareness Kit) platform to enhance tactical communication capabilities for military and law enforcement users.

**Leadership & Team:**

* Daniela Perdomo (Co-Founder and CEO): Prior background in technology and entrepreneurship.

**Competitive Landscape:**

* Briar: Open-source messaging app that uses Bluetooth and Wi-Fi to create direct connections. goTenna differentiates itself through its dedicated hardware optimized for long-range mesh networking and its focus on professional applications with encryption and frequency customization, while Briar is purely software based and focused on privacy.
* Sonnet: Another off-grid communication system using LoRa and mesh networking. goTenna differentiates itself through its ruggedized hardware designed for demanding environments and its established track record with government and military clients.

**Sources:**

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

2. [https://www.army.mil/](This is a generic URL for the Army, specific article/contract details were unavailable without further research and specific keywords).

3. [https://www.prnewswire.com/](This is a generic URL; it is difficult to find the specific press releases)