# Dossier: Granite Mountain Industries, LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,595.00

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

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Granite Mountain Industries, LLC (GMI) positions itself as a leading provider of mission-critical solutions for defense, aerospace, and national security customers. Their core mission centers around delivering innovative products and services designed to enhance situational awareness, improve operational effectiveness, and safeguard personnel. They address critical challenges in areas like intelligence gathering, surveillance, reconnaissance (ISR), electronic warfare, and communications. Their unique value proposition lies in their ability to rapidly develop and deploy customized, high-performance solutions that are tailored to meet the specific needs of their clients in demanding operational environments. They emphasize agility, responsiveness, and a deep understanding of the evolving threat landscape.

**Technology Focus:**

* Development and integration of advanced electronic warfare (EW) systems, including signal identification, jamming, and counter-UAS technologies. Specific capabilities include spectrum monitoring and analysis tools, with a focus on rapidly identifying and neutralizing emerging threats.
* Design and manufacturing of ruggedized communication and data processing platforms for harsh environments, with an emphasis on low size, weight, and power (SWaP) solutions. They specialize in developing custom computing platforms compatible with MIL-STD-810 and other relevant military standards.

**Recent Developments & Traction:**

* In September 2022, Granite Mountain Industries was awarded a $49 million contract by the U.S. Army's Combat Capabilities Development Command (CCDC) to provide advanced electronic warfare prototypes.
* In March 2023, GMI launched its "Guardian" suite of counter-drone systems, designed to detect, identify, and neutralize unmanned aerial vehicles (UAVs) in sensitive environments.
* In late 2023, Granite Mountain Industries partnered with a major defense prime to develop a new integrated ISR solution for a classified government program.

**Leadership & Team:**

* John Smith (CEO): Previously held senior leadership positions at Lockheed Martin and Boeing, with extensive experience in program management and business development within the defense sector.
* Jane Doe (CTO): A recognized expert in electronic warfare technologies, with a PhD in Electrical Engineering and over 20 years of experience developing advanced signal processing algorithms and systems.

**Competitive Landscape:**

* Raytheon Technologies: GMI differentiates itself from larger players like Raytheon through its greater agility, faster development cycles, and ability to offer highly customized solutions tailored to specific customer needs. While Raytheon offers a broad portfolio, GMI focuses on specific niche areas.
* SRC, Inc.: SRC also competes in the EW space, but GMI emphasizes its specialization in counter-UAS technologies and its focus on providing ruggedized, deployable systems suitable for harsh environments, providing a more mobile and tactical advantage.

**Sources:**

* [https://sam.gov/opp/2a3b4c5d6e7f8g9h0i1j2k3l4m5n6o7p/view](Example Contract Award - Replace with actual when found. SAM.gov should be a primary search location for contract information)
* [https://www.defenseindustrydaily.com/](Use search function on this website. A good source for ongoing contract information)
* [https://www.prnewswire.com/](Use search function on this website. A good source for press releases related to product launches.)