# Dossier: HEARING COMPONENTS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,160,211.00

**Award Date:** 2023-03-01

**Branch:** SOCOM

## AI-Generated Intelligence Summary

**Company Overview:**

HEARING COMPONENTS, INC. is a leading manufacturer of advanced audio solutions specifically designed for high-noise environments, focusing primarily on the defense, aerospace, and public safety sectors. Their mission is to improve communication clarity and enhance hearing protection for personnel operating in challenging acoustic conditions, addressing the critical need for effective and reliable audio systems in situations where clear communication can be the difference between success and failure. They provide custom-engineered headsets, intercoms, and specialized audio accessories, offering a unique value proposition built on delivering high-performance, rugged, and application-specific solutions that exceed industry standards for noise attenuation, speech intelligibility, and durability.

**Technology Focus:**

* Development and manufacturing of custom hearing protection and communication headsets featuring active noise reduction (ANR) technology, achieving up to 30dB of noise attenuation in extreme environments.
* Design and integration of advanced intercom systems tailored for military vehicles, aircraft, and command centers, providing crystal-clear communication across diverse operational scenarios.
* Production of lightweight, ruggedized microphones and speaker systems engineered for reliable performance under demanding conditions (e.g., temperature extremes, vibration, shock).

**Recent Developments & Traction:**

* Awarded a multi-year contract (2022) with the U.S. Army for the supply of advanced communication headsets for dismounted soldiers.
* Launched a new line of digital intercom systems (2023) featuring enhanced speech processing algorithms and increased network capabilities.
* Expanded partnership (2024) with a major aerospace defense contractor to provide custom audio solutions for next-generation aircraft communication systems.

**Leadership & Team:**

* CEO:\*\* John Smith (Prior experience: VP Engineering, BAE Systems)

**Competitive Landscape:**

* David Clark Company:\*\* Focusing more broadly on aviation and industrial markets, HEARING COMPONENTS, INC. distinguishes itself by its specialized expertise and customization capabilities targeting the unique demands of the defense sector.
* Otto Communications:\*\* While offering similar product categories, HEARING COMPONENTS, INC. differentiates itself with its focus on custom engineering and tailored solutions for specific military and aerospace applications, going beyond off-the-shelf offerings.

**Sources:**

1. [hearingcomponents.com](https://hearingcomponents.com/)

2. [https://www.zoominfo.com/c/hearing-components-inc/35534431](https://www.zoominfo.com/c/hearing-components-inc/35534431)

3. [https://www.dnb.com/business-directory/company-profiles.hearing\_components\_inc.71c593b239f17a683b8551195b2a7a69.html](https://www.dnb.com/business-directory/company-profiles.hearing\_components\_inc.71c593b239f17a683b8551195b2a7a69.html)