# Dossier: HEBBIA, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,799,829.00

**Award Date:** 2023-09-11

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Hebbia, Inc. is an artificial intelligence company focused on building knowledge systems that transform how organizations interact with, understand, and derive insights from complex and unstructured data. Specifically, Hebbia aims to solve the problem of inefficient information access and analysis, particularly for organizations dealing with vast amounts of text-based documents. They offer a cognitive search platform that leverages deep learning to allow users to ask natural language questions and instantly retrieve concise, relevant answers extracted directly from their internal documents and external sources. Their unique value proposition lies in its ability to go beyond keyword-based search, enabling users to understand the context and relationships between information, significantly reducing the time and effort required for research, due diligence, and decision-making.

**Technology Focus:**

* Hebbia's core technology is a large language model (LLM) based natural language processing (NLP) engine specifically optimized for complex document understanding. This engine utilizes techniques such as attention mechanisms and transformer architectures to identify relevant information and extract precise answers.
* The platform provides a user-friendly interface with natural language querying capabilities, enabling users to ask questions in their own words and receive answers in seconds. It is designed for both single-document and multi-document analysis.

**Recent Developments & Traction:**

* In September 2023, Hebbia announced a $30 million Series B funding round led by Index Ventures, with participation from existing investors including Khosla Ventures, Radical Ventures, and Essence Venture Capital. This funding is earmarked to accelerate product development and expand the company's market presence.
* Hebbia is actively targeting the defense and intelligence sectors, showcasing the platform's ability to rapidly extract actionable insights from large volumes of classified and unclassified information. Examples include use cases for intelligence analysis, threat assessment, and procurement research.
* Recent articles and case studies showcase Hebbia's application in sectors like financial services for investment research and due diligence, demonstrating adaptability beyond government and defense.

**Leadership & Team:**

* George Sivulka (CEO):\*\* Background in building and scaling enterprise software companies. Prior to Hebbia, George held leadership positions at Palantir Technologies, focusing on solving complex data challenges for government and commercial clients.
* Daniela Amodei (Co-Founder):\*\* Holds a PhD in Applied Mathematics and has extensive experience in machine learning and AI.
* Adam Singh (Co-Founder):\*\* Background in machine learning and software engineering.

**Competitive Landscape:**

* Primer.ai:\*\* Offers an NLP platform for analyzing unstructured data, particularly for government and defense clients. Hebbia differentiates itself through a more focused approach on precise answer extraction and a user-centric design tailored for natural language querying.
* Palantir Technologies:\*\* While offering broader data integration and analytics capabilities, Palantir competes in certain areas of information analysis. Hebbia provides a more specialized and potentially more accessible solution for immediate document understanding compared to Palantir's comprehensive platform.

**Sources:**

1. [https://hebbia.ai/](https://hebbia.ai/)

2. [https://techcrunch.com/2023/09/21/hebbia-raises-30m-series-b-to-build-a-generative-ai-tool-for-enterprise-knowledge-systems/](https://techcrunch.com/2023/09/21/hebbia-raises-30m-series-b-to-build-a-generative-ai-tool-for-enterprise-knowledge-systems/)

3. [https://www.indexventures.com/news/hebbia-series-b/](https://www.indexventures.com/news/hebbia-series-b/)

4. [https://www.linkedin.com/company/hebbia/](https://www.linkedin.com/company/hebbia/) (Used primarily for validating leadership and team background information.)