# Dossier: HYDROSAT INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,900,000.00

**Award Date:** 2024-09-30

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Hydrosat Inc. is a geospatial analytics company specializing in providing commercial, high-resolution satellite-derived thermal infrared (TIR) data and analytics related to global water use and temperature. Their primary business revolves around monitoring and analyzing thermal activity across various land surfaces, providing actionable insights for agriculture, infrastructure monitoring, and defense intelligence. They aim to solve the critical problems of water scarcity, inefficient irrigation practices, and insufficient situational awareness regarding hidden infrastructure and activities that generate thermal signatures. Hydrosat's unique value proposition lies in their ability to deliver frequent, global TIR data at a higher resolution and lower cost than traditional methods, enabling near real-time monitoring of surface temperatures and water usage patterns. This provides stakeholders with the ability to proactively manage resources, optimize operations, and detect anomalies for improved decision-making.

**Technology Focus:**

* Proprietary Thermal Infrared (TIR) Satellites & Analytics:\*\* Developing a constellation of microsatellites equipped with TIR sensors designed to collect high-resolution thermal imagery of the Earth's surface. Aiming for sub-50-meter resolution, enabling detailed analysis of individual fields, infrastructure components, and other small-scale features.
* Cloud-Based Data Platform & Analytics Engine:\*\* A software platform that ingests, processes, and analyzes TIR data, integrating it with other geospatial datasets (e.g., optical imagery, weather data, soil data) to generate actionable insights. Provides users with a range of tools for monitoring water stress, identifying leaks in infrastructure, and detecting thermal anomalies.

**Recent Developments & Traction:**

* NASA Contract (October 2022):\*\* Awarded a NASA Commercial SmallSat Data Acquisition (CSDA) Program contract to provide its commercial thermal infrared data to NASA scientists and researchers for evaluation.
* Strategic Partnership with Planet (February 2021):\*\* Partnered with Planet to integrate their optical imagery with Hydrosat's thermal data for enhanced monitoring capabilities.
* Raised $10M Seed Round (November 2020):\*\* Secured $10 million in seed funding led by Cultivation Capital, with participation from Freeflow Ventures, Spero Ventures, and others. This funding supports the development and launch of their satellite constellation.

**Leadership & Team:**

* Pieter Fossel (CEO):\*\* Previously CEO of Analytic Space, a space-based analytics company acquired by Kratos Defense. Experienced in satellite data processing and intelligence solutions.
* Dr. Roy Olsson (CTO):\*\* Expert in remote sensing and thermal infrared technology, with extensive experience in developing and deploying space-based sensor systems.

**Competitive Landscape:**

* Planet:\*\* While Hydrosat partners with Planet, Planet also offers some thermal data through partnerships, making them a partial competitor. Hydrosat differentiates itself by focusing specifically on high-resolution TIR data from a purpose-built constellation, aiming for superior temporal and spatial resolution specifically tailored to thermal applications.
* Land Info Worldwide Mapping:\*\* Land Info offers thermal data sets, but they primarily serve GIS professionals with historical data. Hydrosat offers more frequent and scalable monitoring solutions.

**Sources:**

* [https://www.hydrosat.com/](https://www.hydrosat.com/)
* [https://spacenews.com/hydrosat-receives-nasa-data-contract/](https://spacenews.com/hydrosat-receives-nasa-data-contract/)
* [https://www.prnewswire.com/news-releases/hydrosat-raises-10m-seed-round-to-monitor-earth-from-space-with-high-resolution-thermal-infrared-data-301173288.html](https://www.prnewswire.com/news-releases/hydrosat-raises-10m-seed-round-to-monitor-earth-from-space-with-high-resolution-thermal-infrared-data-301173288.html)
* [https://www.planet.com/pulse/hydrosat-planet-data-partnership/](https://www.planet.com/pulse/hydrosat-planet-data-partnership/)