# Dossier: INTELLIGENT PAYLOAD SOLUTIONS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,884.00

**Award Date:** 2024-02-06

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Intelligent Payload Solutions, Inc. (IPS) appears to specialize in designing, developing, and manufacturing advanced mission-ready modular payload solutions for unmanned systems and other defense applications. Based on available information, their core mission seems to be enabling increased operational efficiency and mission success through adaptable and customizable payload technologies. They aim to solve the problem of rigid, inflexible payloads that limit the capabilities of unmanned platforms by offering modular systems that can be rapidly reconfigured to meet evolving mission requirements. Their unique value proposition lies in providing adaptable, reconfigurable, and scalable payload solutions that reduce development time and costs for customers while maximizing mission effectiveness. They focus on delivering "plug-and-play" functionality, allowing for quick integration of different sensor, communication, and weapon systems.

**Technology Focus:**

* Modular Payload Systems: IPS offers configurable and reconfigurable payload systems that integrate multiple sensors, communication systems, and other capabilities into a single, adaptable unit. These systems are designed for rapid integration and deployment on various unmanned platforms.
* Open Architecture Design: IPS leverages open architecture principles to ensure interoperability and compatibility with a wide range of hardware and software systems. This allows for seamless integration with existing platforms and future technologies.

**Recent Developments & Traction:**

* October 2022: IPS was acquired by AeroVironment, Inc. The acquisition broadened AeroVironment's portfolio of intelligent, multi-domain robotic systems.
* March 2021: Intelligent Payload Solutions, Inc. was awarded a Small Business Innovation Research (SBIR) Phase II contract for "Advanced Multi-Int Payload for Small UAS".

**Leadership & Team:**

Based on pre-acquisition information, key leaders may have included founders and individuals directing operations and engineering. Post-acquisition, leadership likely falls under the AeroVironment organizational structure; specific individuals are not readily available.

**Competitive Landscape:**

Primary competitors include companies that design and manufacture specialized payloads for unmanned systems, such as L3Harris Technologies and Northrop Grumman. IPS's differentiator lies in its focus on modularity, reconfigurability, and open architecture, enabling rapid customization and integration of payloads for diverse mission requirements. This agility potentially gives them an edge over more rigid, traditionally integrated payload providers.

**Sources:**

* [https://investor.avinc.com/news-events/press-releases/detail/757/aerovironment-completes-acquisition-of-intelligent-payload](https://investor.avinc.com/news-events/press-releases/detail/757/aerovironment-completes-acquisition-of-intelligent-payload)
* [https://sbir.defensebusiness.org/award/awardId/16135](https://sbir.defensebusiness.org/award/awardId/16135)