# Dossier: IXI Technology Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $167,488.47

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

**Branch:** DTRA

## AI-Generated Intelligence Summary

**Company Overview:**

IXI Technology Inc. is a veteran-owned small business specializing in ruggedized, embedded computing solutions, primarily for the defense and aerospace industries. Their core mission is to provide reliable and secure high-performance computing platforms optimized for challenging environments, enabling real-time data processing, sensor integration, and mission-critical applications. They address the critical need for robust and dependable processing power at the tactical edge, where Size, Weight, and Power (SWaP) constraints are paramount and environmental conditions are extreme. Their unique value proposition lies in their expertise in designing and manufacturing customized, SWaP-optimized solutions that meet stringent military standards (MIL-STD) for performance, security, and reliability, coupled with a focus on rapid prototyping and responsive customer support.

**Technology Focus:**

* IXI Technology focuses on developing high-performance embedded computing solutions based on x86 and ARM architectures. This includes custom board design, ruggedized enclosures, and software integration for real-time operating systems (RTOS). They offer a range of COTS (Commercial Off-The-Shelf) and custom solutions.
* Key product areas include ruggedized servers, mission computers, network appliances, and data acquisition systems designed to withstand extreme temperatures, shock, vibration, and electromagnetic interference (EMI). They provide solutions with various form factors (e.g., VPX, COM Express) and security features, including encryption and secure boot capabilities.

**Recent Developments & Traction:**

* In 2022, IXI Technology announced the release of its new Ruggedized Network Attached Storage (NAS) device designed for high-bandwidth data logging and processing in demanding military environments.
* IXI Technology was awarded a contract in late 2021 to supply ruggedized computing systems for an unspecified Navy program focusing on enhanced situational awareness. Details of the contract value were not disclosed.
* There are no publicly announced recent funding rounds. Information suggests they operate through contracts and consistent revenue streams.

**Leadership & Team:**

* Herbert (Herb) Hawks, President and CEO:\*\* A veteran and electrical engineer with extensive experience in embedded systems and defense technology. No specific previous successful startups mentioned, but has a long history within IXI Technology.

**Competitive Landscape:**

* Mercury Systems:\*\* While a larger company, Mercury Systems also provides ruggedized computing solutions for defense. IXI differentiates itself through its specialized focus on custom designs and responsive support tailored to smaller projects and specific client needs, as opposed to Mercury's broader portfolio and larger-scale operations.
* Abaco Systems:\*\* Another player offering ruggedized embedded computing. IXI's differentiator is possibly its specialization in veteran-owned small business set-aside procurements and potentially more agile response to very custom requirements.

**Sources:**

* [https://www.ixitech.com/](https://www.ixitech.com/)
* [https://www.zoominfo.com/c/ixi-technology-inc/10109517](https://www.zoominfo.com/c/ixi-technology-inc/10109517)
* [https://www.thomasnet.com/profile/31330597/ixi-technology-inc.html](https://www.thomasnet.com/profile/31330597/ixi-technology-inc.html)