# Dossier: LUNA INNOVATIONS INCORPORATED

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,477,443.00

**Award Date:** 2024-08-21

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

Luna Innovations Incorporated (Luna) is a leader in advanced fiber optic-based technology, delivering innovative sensing and instrumentation solutions. Its primary business involves developing, manufacturing, and marketing fiber optic test and measurement products for aerospace, automotive, energy, infrastructure, and telecom industries, as well as developing advanced technology solutions for security, aerospace, and defense applications. Luna’s core mission is to enable customers to solve challenging problems with advanced technology. They aim to address needs in structural health monitoring, materials characterization, and process control, ultimately improving safety, efficiency, and performance across various industries. Their unique value proposition lies in their ability to translate advanced fiber optic technology into practical, high-performance sensing and instrumentation solutions, often in harsh environments where traditional sensors are ineffective.

**Technology Focus:**

* Fiber Optic Sensing:\*\* Develops and deploys fiber optic-based sensors for strain, temperature, pressure, and displacement measurements. These sensors are used in structural health monitoring of bridges, pipelines, aircraft, and other critical assets. They offer high accuracy, sensitivity, and durability in challenging environments.
* Optical Test and Measurement:\*\* Provides high-performance optical measurement instruments, including optical vector analyzers (OVAs), optical backscatter reflectometers (OBRs), and polarization measurement instruments, used for characterizing optical components and networks. Their OVAs, for example, are known for high-resolution characterization of fiber optic components with sub-millimeter resolution.

**Recent Developments & Traction:**

* Acquisition of OptaSense (May 2023):\*\* Luna completed the acquisition of OptaSense, a QinetiQ company, for $34.5 million. OptaSense provides distributed acoustic sensing (DAS) technology, which expands Luna's capabilities in security and infrastructure monitoring.
* Contract with the US Air Force Research Laboratory (2022):\*\* Awarded a contract to develop advanced fiber optic sensing technology for aerospace applications. While exact amount is not available, this signifies ongoing relevance to DoD and strength of their aerospace technology.
* Launch of New Fiber Optic Sensing Solutions (Ongoing):\*\* Continues to introduce new fiber optic sensing solutions targeting specific applications. Recent product announcements suggest a focus on enhancing existing monitoring systems by improving precision and functionality.

**Leadership & Team:**

* Scott Graeff (President and CEO):\*\* Extensive experience in technology leadership and business management.
* Brian Soller (Senior Vice President and Chief Technology Officer):\*\* Over 25 years of experience in photonics and advanced materials.

**Competitive Landscape:**

* Keysight Technologies:\*\* Competes in the optical test and measurement market. Luna differentiates itself through its focus on fiber optic sensing applications and solutions for harsh environments, an area where Keysight has less focus.
* National Instruments (NI, now part of Emerson):\*\* Competes in general-purpose data acquisition and measurement. Luna’s differentiator is their specialized expertise in fiber optic technology and its applications in structural health monitoring and other niche areas.

**Sources:**

* [https://lunainc.com/](https://lunainc.com/)
* [https://www.globenewswire.com/news-release/2023/05/01/2656694/0/en/Luna-Completes-Acquisition-of-OptaSense-from-QinetiQ.html](https://www.globenewswire.com/news-release/2023/05/01/2656694/0/en/Luna-Completes-Acquisition-of-OptaSense-from-QinetiQ.html)
* [https://www.nasdaq.com/market-activity/stocks/luna/analyst-research](https://www.nasdaq.com/market-activity/stocks/luna/analyst-research) (Provides analyst reports and insights)