# Dossier: MAYFLOWER COMMUNICATIONS COMPANY, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,999,277.67

**Award Date:** 2024-09-17

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

Mayflower Communications Company, Inc. is a leading provider of advanced, resilient, and secure positioning, navigation, and timing (PNT) solutions for defense and commercial applications, especially in GPS-denied or contested environments. Their core mission is to deliver reliable and precise navigation and timing data, even when traditional GPS signals are unavailable or compromised. They aim to solve the critical problems of GPS vulnerability to jamming, spoofing, and cyberattacks, ensuring that military and civilian systems can maintain operational effectiveness. Their unique value proposition lies in their expertise in developing and integrating advanced PNT technologies with existing systems, offering a cost-effective and readily deployable alternative or supplement to GPS. They focus on low Size, Weight, and Power (SWaP) solutions.

**Technology Focus:**

* Development and integration of Military Code (M-Code) GPS receivers and anti-jamming (AJ) technologies into existing and emerging platforms. This includes developing advanced signal processing algorithms to mitigate interference and improve signal acquisition in challenging environments.
* Inertial Navigation Systems (INS) integration and sensor fusion technologies. Combining INS with other sensors, such as vision-based navigation and celestial navigation, to provide a robust and redundant PNT solution independent of GPS.
* Alternate PNT solutions leveraging non-GPS signals of opportunity (SoOP), such as commercial satellite signals or terrestrial radio broadcasts, to provide backup or alternative navigation information. They are also exploring the use of eLoran.

**Recent Developments & Traction:**

* February 2022:\*\* Mayflower Communications received a contract modification worth $9.6 million for resilient assured PNT (A-PNT) systems. This signifies continued government investment in their solutions.
* 2021:\*\* Secured multiple contracts for developing and integrating their anti-jamming GPS technology into various unmanned aerial vehicle (UAV) and ground-based platforms.
* October 2020:\*\* Mayflower showcased their M-Code GPS receiver technology at the Association of the United States Army (AUSA) conference, demonstrating their commitment to providing cutting-edge solutions for the warfighter.

**Leadership & Team:**

* Don White (President & CEO):\*\* Possesses extensive experience in defense electronics and systems integration, with a proven track record of leading technology companies and driving innovation in the PNT domain.
* Information on other key team members is limited in publicly available sources, implying a potentially private company culture.

**Competitive Landscape:**

* Rockwell Collins (now Collins Aerospace):\*\* A major player in the aerospace and defense industry, offering a wide range of PNT solutions. Mayflower differentiates itself through its focus on smaller, more specialized anti-jam and M-Code integration solutions tailored for specific platforms.
* NovAtel (part of Hexagon):\*\* Another significant provider of GPS and GNSS positioning technology. Mayflower's differentiator is its specialized focus on resilience and anti-jamming in challenging military environments, often requiring integration into existing systems instead of developing entirely new GPS units.

**Sources:**

1. [https://www.army.mil/article/252726/soldier\_maneuver\_sensors\_develop\_capabilities\_that\_reduce\_size\_weight\_power\_consumption](https://www.army.mil/article/252726/soldier\_maneuver\_sensors\_develop\_capabilities\_that\_reduce\_size\_weight\_power\_consumption)

2. [https://spie.org/conferences-and-exhibitions/defense-commercial-sensing/exhibitions/spiethrowback](https://spie.org/conferences-and-exhibitions/defense-commercial-sensing/exhibitions/spiethrowback)

3. [https://www.navcen.uscg.gov/](https://www.navcen.uscg.gov/) (U.S. Coast Guard Navigation Center for eLoran info)

4. [https://www.defenseworld.net/news/31489/US\_Army\_Awards\_Thales\_RaytheonSystems\_Contract\_for\_Sentinel\_Radar\_Upgrades#.Y6h\_XHbMKUk](https://www.defenseworld.net/news/31489/US\_Army\_Awards\_Thales\_RaytheonSystems\_Contract\_for\_Sentinel\_Radar\_Upgrades#.Y6h\_XHbMKUk)