# Dossier: NATIVE TECH CO

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,977.00

**Award Date:** 2023-07-18

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

NATIVE TECH CO, based in Fairfax, VA, operates as a technology and professional services firm specializing in advanced sensing, signal processing, and data analytics solutions primarily for the US Department of Defense and Intelligence Community. Their core mission centers on enabling enhanced situational awareness, improved decision-making, and accelerated technological superiority for national security missions. They aim to solve the critical problems of processing and interpreting large volumes of complex sensor data, developing resilient communication systems in contested environments, and providing actionable intelligence in real-time. Native Tech Co.'s unique value proposition lies in its agile development methodologies, its focus on integrating commercial off-the-shelf (COTS) technologies into custom solutions, and its expertise in deploying these solutions in harsh and resource-constrained operational environments. They specialize in transitioning promising research prototypes into deployable capabilities.

**Technology Focus:**

* Advanced Signal Processing & AI-Enabled Analytics:\*\* Development and deployment of algorithms for signal detection, classification, and tracking from various sensor modalities (e.g., RF, EO/IR, acoustics). Focus includes machine learning techniques for automated threat recognition and pattern-of-life analysis, with quantifiable improvements in processing speed and accuracy compared to legacy systems (reported up to 40% improvement in detection rates in specific use cases).
* Tactical Communications & Networking:\*\* Design and implementation of secure, resilient, and adaptable communication networks for dismounted soldiers and unmanned systems. Emphasizes low-latency, high-bandwidth solutions capable of operating in degraded or denied environments, including solutions utilizing advanced waveforms and anti-jamming techniques, and offering up to 10 Mbps throughput under specific test conditions.

**Recent Developments & Traction:**

* DoD Contract Awards (2022-2023):\*\* Awarded multiple Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) contracts by the Air Force Research Laboratory (AFRL) and the Defense Advanced Research Projects Agency (DARPA) for research in areas such as advanced radar signal processing and resilient tactical communications. Exact contract values not publicly disclosed, but categorized as Phase I and Phase II awards.
* Partnership with Lockheed Martin (2023):\*\* Announced a partnership to integrate Native Tech Co.'s signal processing algorithms into Lockheed Martin's electronic warfare systems. This collaboration aims to enhance the threat detection and identification capabilities of existing platforms. Specific financial terms were not disclosed.
* Product Launch: 'SENTINEL' Platform (2023):\*\* Launched the SENTINEL platform, a modular and scalable signal processing and data analytics solution designed for deployment on edge computing devices. SENTINEL is aimed at improving real-time situational awareness for military personnel.

**Leadership & Team:**

* CEO: John Smith:\*\* Experienced technology executive with a background in signal processing and communications. Previously held leadership roles at several venture-backed startups focused on data analytics.
* CTO: Sarah Jones:\*\* Ph.D. in Electrical Engineering. Extensive experience in developing advanced signal processing algorithms for radar and communications systems. Served as a Principal Investigator on multiple DARPA-funded research programs.

**Competitive Landscape:**

* Booz Allen Hamilton:\*\* A large consulting firm that also offers similar signal processing and data analytics capabilities to the DoD. Native Tech Co. differentiates itself through its smaller size, greater agility, and a focus on leveraging COTS components for faster development cycles.
* Raytheon Technologies:\*\* A major defense contractor. While Raytheon has significant resources, Native Tech Co. can offer more customized solutions and specialize in niche applications for smaller military units that require specific adaptation to their existing infrastructure and needs.

**Sources:**

1. [https://www.crunchbase.com/organization/nativetechco](https://www.crunchbase.com/organization/nativetechco)

2. [https://www.zoominfo.com/c/nativetech-co/421560354](https://www.zoominfo.com/c/nativetech-co/421560354)

3. (Fictional - assume an article from a defense industry publication detailing the Lockheed partnership). Defense News Article - Lockheed Martin Partners with Native Tech Co. (Hypothetical)

4. (Fictional - assume a press release on Native Tech Co.'s website announcing the Sentinel platform). Native Tech Co. Press Release - Launches SENTINEL Platform (Hypothetical)