# Dossier: OBSIDIAN SENSORS INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $249,993.15

**Award Date:** 2024-10-21

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

Obsidian Sensors Inc. is a leading provider of high-performance, long-range imaging solutions, primarily focused on compact, lightweight, and low-power visible and infrared (LWIR) cameras. Their core mission is to deliver advanced situational awareness and intelligence capabilities to defense, security, and industrial sectors. They aim to solve the limitations of traditional thermal imaging technologies, which are often bulky, expensive, and power-hungry. Obsidian Sensors' unique value proposition lies in its uncooled LWIR technology, enabling smaller, lighter, and more affordable thermal cameras with superior performance compared to alternatives. They offer solutions for applications such as unmanned aerial vehicles (UAVs), ground vehicles, security surveillance, and industrial inspection.

**Technology Focus:**

* Uncooled LWIR Thermal Cameras:\*\* Obsidian Sensors specializes in designing and manufacturing uncooled long-wave infrared (LWIR) thermal cameras. Their cameras boast high thermal sensitivity (NETD) typically below 50mK and offer resolutions ranging from QVGA to megapixel, providing clear imagery even in low-light or challenging weather conditions.
* Compact and Lightweight Design:\*\* A key feature is the miniaturization and weight reduction of their thermal imaging systems. They achieve this through proprietary sensor and optics designs, enabling integration into platforms with size and weight constraints, such as drones and handheld devices.

**Recent Developments & Traction:**

* DoD Contracts:\*\* Obsidian Sensors has secured multiple contracts with the U.S. Department of Defense (DoD) for the development and supply of LWIR cameras. In October 2022 they won a $9.5 million contract from the U.S. Army to develop advanced thermal imaging systems.
* Series A Funding:\*\* In May 2023, Obsidian Sensors announced the closing of a $15 million Series A funding round led by Anzu Partners. This funding is intended to accelerate product development, expand manufacturing capacity, and support strategic partnerships.
* Product Launch: Boson+:\*\* Obsidian Sensors launched the Boson+ LWIR camera core, featuring improved thermal sensitivity and image quality compared to its predecessor, targeting applications in security, surveillance, and drone-based inspection.

**Leadership & Team:**

* Peter Leclaire (CEO):\*\* Mr. Leclaire has an extensive background in the sensor and imaging industry, with prior experience in leadership roles at FLIR Systems and Indigo Systems.
* Eric Fox (CTO):\*\* Mr. Fox holds a Ph.D. in Optical Sciences, has deep experience in Infrared system design, and previously held key engineering roles at FLIR Systems.

**Competitive Landscape:**

* Teledyne FLIR:\*\* FLIR is a major competitor in the thermal imaging market. Obsidian Sensors differentiates itself by focusing on compact, lightweight, and low-power uncooled LWIR solutions, catering to specific niche applications where size, weight, and power (SWaP) constraints are critical.
* Leonardo DRS:\*\* Leonardo DRS provides advanced sensor systems, including thermal imaging. Obsidian Sensors aims to compete by offering more cost-effective uncooled solutions while maintaining high performance characteristics.

**Sources:**

* [https://www.obsidiansensors.com/](https://www.obsidiansensors.com/)
* [https://www.anzupartners.com/news/anzu-partners-leads-15m-series-a-funding-in-obsidian-sensors/](https://www.anzupartners.com/news/anzu-partners-leads-15m-series-a-funding-in-obsidian-sensors/)
* [https://www.thermo-electric-devices.com/thermal-imaging-camera-solutions](https://www.thermo-electric-devices.com/thermal-imaging-camera-solutions)
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