# Dossier: OLEDWORKS LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $249,460.64

**Award Date:** 2024-05-24

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

OLEDWorks LLC is a leading US-based manufacturer of OLED lighting solutions, focusing on providing innovative and energy-efficient lighting technologies for a diverse range of applications including automotive, architectural, medical, and aerospace. Their core mission is to revolutionize the lighting industry by offering superior performance, design flexibility, and environmental sustainability compared to traditional lighting sources. They aim to solve the problems associated with bulky, inefficient, and environmentally harmful lighting solutions, specifically addressing the need for thin, lightweight, and highly customizable light sources. OLEDWorks' unique value proposition lies in its vertically integrated manufacturing capabilities, allowing for greater control over quality and cost, and its expertise in developing custom OLED solutions tailored to specific client requirements, particularly in high-performance sectors like aerospace and defense.

**Technology Focus:**

* Production of custom and standard OLED lighting panels using proprietary materials and manufacturing processes. They offer a range of white and colored OLED panels with varying sizes, shapes, and light output levels (measured in lumens and candelas per square meter).
* Development and integration of flexible OLED lighting solutions, allowing for curved and conformable lighting designs in automotive interiors, architectural installations, and other applications where traditional lighting cannot be easily implemented. This includes advancements in transparent OLED technology.

**Recent Developments & Traction:**

* In July 2021, OLEDWorks announced the expansion of its Aachen, Germany OLED production facility to meet increased demand from automotive and aerospace customers. This included the installation of new deposition equipment for increased manufacturing capabilities.
* Partnership with Corning Incorporated announced in 2022 to advance flexible glass substrates for OLED lighting, targeting increased efficiency and lower manufacturing costs.
* Announced collaborations with multiple automotive OEMs in 2023 for OLED taillight and interior lighting applications, highlighting adoption within the automotive sector.

**Leadership & Team:**

* David DeJoy (CEO):\*\* Experienced executive with a background in high-tech manufacturing and materials science. Previous experience includes leadership roles in companies focused on specialty materials and optical technologies.

**Competitive Landscape:**

* Konica Minolta:\*\* A major multinational corporation with a presence in the OLED lighting market. OLEDWorks differentiates itself through its exclusive focus on OLED lighting and its stronger emphasis on customized solutions for niche, high-performance applications like automotive and aerospace.

**Sources:**

1. [https://www.oledworks.com/](https://www.oledworks.com/)

2. [https://www.oledworks.com/oledworks-expands-its-oled-production-capabilities-in-aachen-germany/](https://www.oledworks.com/oledworks-expands-its-oled-production-capabilities-in-aachen-germany/)

3. [https://www.ledinside.com/press/2021/7/oledworks\_expands\_its\_oled\_production\_capabilities\_in\_aachen\_germany](https://www.ledinside.com/press/2021/7/oledworks\_expands\_its\_oled\_production\_capabilities\_in\_aachen\_germany)

4. [https://www.corning.com/worldwide/en/about-us/news-events/news-releases/2022/corning-and-oledworks-collaborate-to-advance-flexible-glass-substrates-for-oled-lighting.html](https://www.corning.com/worldwide/en/about-us/news-events/news-releases/2022/corning-and-oledworks-collaborate-to-advance-flexible-glass-substrates-for-oled-lighting.html)