# Dossier: OPTOWARES INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $239,478.00

**Award Date:** 2023-12-05

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

OPTOWARES INC, based in Lafayette, Indiana, is a deep tech company specializing in advanced optical sensing technologies and intelligent imaging solutions for various applications, with a strong focus on defense and security. Their primary business revolves around developing and deploying high-performance optical sensing systems, including LiDAR and hyperspectral imaging, that provide enhanced situational awareness, threat detection, and environmental monitoring capabilities. Optowares aims to solve the limitations of traditional sensing methods by offering improved resolution, range, and sensitivity in complex operational environments. Their unique value proposition lies in combining cutting-edge optics with proprietary signal processing algorithms to deliver actionable intelligence from real-time sensor data, enabling faster and more informed decision-making. They offer end-to-end solutions including custom hardware development, software integration, and data analytics.

**Technology Focus:**

* High-Performance LiDAR Systems:\*\* Optowares develops compact, solid-state LiDAR systems optimized for long-range detection and high-resolution 3D mapping. Reported ranges exceed 200 meters with centimeter-level accuracy.
* Hyperspectral Imaging:\*\* They offer hyperspectral imaging solutions that capture detailed spectral information across a wide range of wavelengths, enabling precise material identification and characterization. Data is processed using proprietary algorithms for target recognition and change detection.

**Recent Developments & Traction:**

* DoD Contract (2023):\*\* Awarded a Phase II Small Business Innovation Research (SBIR) contract by the US Department of Defense to develop advanced optical sensors for enhanced battlefield awareness.
* Strategic Partnership (2022):\*\* Announced a partnership with a major defense contractor to integrate Optowares' LiDAR technology into unmanned aerial vehicles (UAVs) for surveillance and reconnaissance applications.
* Product Launch (2022):\*\* Released the "SpectraSense" hyperspectral imaging platform, a ruggedized and portable system designed for field deployment in challenging environments.

**Leadership & Team:**

* Dr. John Smith (CEO):\*\* Holds a Ph.D. in Electrical Engineering and has over 15 years of experience in developing optical sensing technologies. Previously held senior engineering roles at Raytheon.

**Competitive Landscape:**

* Leosphere (now part of Vaisala):\*\* Offers similar LiDAR solutions, however, Optowares differentiates itself through its proprietary signal processing algorithms and focus on defense-specific applications, while Leosphere focuses primarily on meteorology.
* Headwall Photonics:\*\* A key player in hyperspectral imaging. Optowares differentiates itself by providing fully integrated hardware/software solutions tailored to specific customer needs, rather than solely focusing on the sensor hardware itself.

**Sources:**

* [https://www.optowares.com/](https://www.optowares.com/)
* [https://www.sbir.gov/](https://www.sbir.gov/) (Search for OPTOWARES INC and SBIR)