# Dossier: OUTERLINK CORP

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,939.00

**Award Date:** 2024-05-13

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

Outerlink Corporation focuses on providing advanced satellite-based safety and communication solutions specifically tailored for the aerospace and defense industries, as well as high-value asset tracking. Their core mission is to improve situational awareness and safety for aircraft and personnel in remote and challenging environments where terrestrial communication networks are unreliable or unavailable. Outerlink's unique value proposition centers around offering robust, real-time connectivity through Iridium satellite constellations, enabling features like two-way text and voice communication, automated flight following, distress alerting, and data transmission for aircraft health monitoring and operational efficiency, even in extreme conditions. This facilitates enhanced decision-making, improved safety compliance, and reduced operational costs for their clients.

**Technology Focus:**

* Iridium Satellite Connectivity Solutions: OUTERLINK utilizes the Iridium satellite constellation to provide global, reliable communication services, including voice, text, and data transmission. Their systems are designed for seamless integration with existing avionics and offer redundant communication pathways.
* Automated Flight Following (AFF) and Distress Alerting: Outerlink's core offering involves a highly automated and secure flight following system. Their AFF system provides real-time aircraft location tracking with configurable alert triggers based on deviations from planned flight paths or altitude. The distress alerting functionality allows pilots to send emergency signals with precise location data.

**Recent Developments & Traction:**

* In October 2022, Outerlink secured a contract with the United States Department of Agriculture (USDA) Forest Service for the deployment of its satellite communication and tracking technology on firefighting aircraft. This deal underscored Outerlink's growing reputation for delivering reliable solutions in demanding operational environments.
* Partnership with Iridium Communications (Ongoing): Continues to integrate the latest Iridium Certus capabilities into their product line, enhancing data throughput and enabling new applications.
* Expanded product line to include solutions for Unmanned Aerial Systems (UAS), demonstrating diversification into a growing market segment.

**Leadership & Team:**

* John Schilling (CEO): Details regarding previous roles are less readily available, but he provides the strategic direction for the company.
* Team likely consists of experienced engineers and professionals in the aerospace and satellite communications industries. Further information on specific team members is not readily available.

**Competitive Landscape:**

* Garmin: Garmin offers satellite communication and tracking devices, though their focus is broader than just aerospace and often caters to consumer and recreational markets. Outerlink differentiates itself through its specific targeting of the aerospace and defense industries, compliance with stringent safety regulations, and integration with aviation-specific systems.
* Spidertracks: Specializes in flight following and satellite communication for aviation, similar to Outerlink. Outerlink attempts to differentiate through more robust data analytics and custom solutions, although direct comparisons are challenging without detailed product specifications.

**Sources:**

* [https://www.outerlink.com/](https://www.outerlink.com/)
* [https://www.satellitetoday.com/telecom/2022/10/24/outerlink-wins-contract-to-provide-satellite-communication-solution-for-usda-forest-service/](https://www.satellitetoday.com/telecom/2022/10/24/outerlink-wins-contract-to-provide-satellite-communication-solution-for-usda-forest-service/)
* [https://www.iridium.com/](https://www.iridium.com/) (For Technology Context, but not specific to Outerlink)