# Dossier: PHENIX SOLUTIONS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $73,457.00

**Award Date:** 2024-01-17

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

Phenix Solutions, Inc. is a leading US-based developer and manufacturer of heavy-lift, unmanned aircraft systems (UAS), specifically designed for complex, demanding operations in industrial, agricultural, and military applications. Their core mission is to provide reliable, high-payload capacity UAS solutions that can perform tasks more safely, efficiently, and cost-effectively than traditional manned aircraft or ground-based methods. They aim to solve the problems of logistical limitations, dangerous operational environments, and high costs associated with traditional heavy-lift operations across various sectors. Their unique value proposition lies in their specialization in large-scale, multi-mission UAS platforms coupled with vertically integrated manufacturing and comprehensive operational support.

**Technology Focus:**

* Development and manufacturing of the AL2 series of heavy-lift UAS, capable of carrying payloads up to 200 lbs with endurance exceeding 4 hours, customizable for specific mission requirements.
* Proprietary autopilot and flight control systems optimized for stable flight and precise navigation even in challenging wind conditions.

**Recent Developments & Traction:**

* In February 2023, Phenix Solutions announced it was selected by the U.S. Air Force (USAF) to participate in the AFWERX Autonomy Prime program, focusing on integrating UAS for airfield and base operations.
* Signed a strategic partnership with Skyways, a provider of advanced autonomous airborne logistics services in May 2022, to explore heavy-lift cargo delivery solutions using the AL2 UAS in Singapore.
* Completed multiple customer demonstrations showcasing the AL2's capabilities in agricultural spraying, infrastructure inspection, and cargo transport during 2021-2023.

**Leadership & Team:**

* Brian Riese (CEO): Extensive experience in aerospace engineering and UAS development, previously held leadership positions at Insitu, a Boeing company.
* Scott Penwell (CTO): Deep expertise in unmanned systems and flight control systems, with a background in developing advanced avionics and autonomy solutions.

**Competitive Landscape:**

* Easy Aerial: Offers smaller, more modular UAS solutions, focusing on automated perimeter security and surveillance. Phenix Solutions differentiates itself with larger payload capacity and heavy-lift capabilities for industrial and agricultural applications beyond basic surveillance.
* Skydio: While focused on autonomous flight and data collection, Skydio's UAS offer much smaller payload capabilities and are not designed for heavy-lift operations. Phenix Solution's focus is on heavy lift, not autonomous flight.

**Sources:**

* [https://www.phenixsolutionsinc.com/](https://www.phenixsolutionsinc.com/)
* [https://www.afwerx.com/](https://www.afwerx.com/)
* [https://www.suasnews.com/2023/02/phenix-solutions-joins-afwerx-autonomy-prime-program-to-transform-airfield-and-base-operations-with-large-unmanned-aircraft-systems/](https://www.suasnews.com/2023/02/phenix-solutions-joins-afwerx-autonomy-prime-program-to-transform-airfield-and-base-operations-with-large-unmanned-aircraft-systems/)