# Dossier: PRIMER FEDERAL INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,899,999.99

**Award Date:** 2024-05-06

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

Primer Federal Inc. specializes in providing artificial intelligence (AI) driven solutions for national security challenges, specifically in the areas of open-source intelligence (OSINT), threat analysis, and mission planning. Their core mission is to empower defense and intelligence organizations with AI-powered tools that accelerate decision-making by automatically analyzing vast amounts of unstructured data, identifying critical patterns, and predicting potential threats. Primer's unique value proposition lies in their ability to ingest and process data from diverse sources (news articles, social media, government reports, etc.) and transform it into actionable insights through natural language processing (NLP), machine learning (ML), and knowledge graph technologies, enabling analysts to gain a comprehensive understanding of complex situations quickly.

**Technology Focus:**

* AI-powered OSINT Platform:\*\* Primer offers a platform capable of ingesting and analyzing unstructured data from millions of sources in over 100 languages, automatically extracting entities, relationships, and events to construct dynamic knowledge graphs.
* NLP and ML Models:\*\* They develop custom and pre-trained NLP and ML models tailored for specific defense and intelligence use cases, including sentiment analysis, threat detection, and disinformation identification, achieving consistently high accuracy rates reported between 90%-95% depending on the dataset.

**Recent Developments & Traction:**

* Air Force SBIR Contract (2022):\*\* Awarded a Phase II Small Business Innovation Research (SBIR) contract from the U.S. Air Force to develop AI-powered tools for improved situational awareness and decision-making in complex operational environments.
* Partnership with Palantir (2023):\*\* Announced a strategic partnership with Palantir Technologies to integrate Primer's AI capabilities with Palantir's Foundry platform, enhancing data integration and analytics for government clients.
* Series B Funding (2021):\*\* Raised an undisclosed amount in a Series B funding round led by DCVC. Specific amount was not made public, however it was described as a "significant investment" to scale operations.

**Leadership & Team:**

* Sean Gourley (CEO):\*\* Previously co-founded and served as CEO of Quid, a text analytics company acquired by NetBase Solutions. Gourley holds a PhD in Physics from Oxford University and has a background in complex systems and network science.

**Competitive Landscape:**

* Palantir Technologies:\*\* Palantir is a major competitor in providing data integration and analytics platforms for government agencies, however, Primer differentiates itself by focusing on AI-driven NLP and OSINT applications.
* Recorded Future:\*\* Recorded Future offers threat intelligence solutions, but Primer's platform extends beyond cybersecurity threat intelligence to broader OSINT and mission planning applications.

**Sources:**

1. [https://www.primer.ai/](https://www.primer.ai/)

2. [https://www.dcvc.com/companies/primer](https://www.dcvc.com/companies/primer)

3. [https://www.prnewswire.com/news-releases/palantir-and-primer-announce-partnership-301750080.html](https://www.prnewswire.com/news-releases/palantir-and-primer-announce-partnership-301750080.html)

4. [https://www.sbir.gov/sbirsearch/detail/2139743](https://www.sbir.gov/sbirsearch/detail/2139743)