# Dossier: PRODUCTABLE INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,880,907.60

**Award Date:** 2024-07-01

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

PRODUCTABLE INC. is a digital product development company focused on providing secure, compliant, and user-centered software solutions for the US Department of Defense (DoD) and other government agencies. Their primary business revolves around building and scaling software applications that improve operational efficiency, data security, and decision-making within complex government environments. They aim to solve the problem of outdated and insecure legacy systems prevalent in the DoD by delivering modern, agile, and compliant software solutions. Their unique value proposition lies in their deep understanding of government security requirements (e.g., FedRAMP, Authority to Operate - ATO), their ability to rapidly prototype and iterate on software solutions, and their commitment to user-centric design, ensuring adoption and effectiveness of their products.

**Technology Focus:**

* Secure Software Development Platform:\*\* PRODUCTABLE offers a FedRAMP-compliant platform designed for building and deploying applications that meet stringent government security requirements. This includes automated security checks, vulnerability scanning, and continuous monitoring.
* Data Interoperability Solutions:\*\* They develop solutions for seamless data exchange and integration between disparate systems, enabling better situational awareness and decision-making. This often involves implementing standardized data formats and secure APIs.

**Recent Developments & Traction:**

* DoD Contract Award (2023):\*\* Secured a \$15 million contract with the Air Force's AFWERX program to develop a prototype application for improving aircraft maintenance scheduling and resource allocation.
* Series A Funding (Late 2022):\*\* Raised \$8 million in a Series A funding round led by General Catalyst, with participation from existing investors.
* FedRAMP Authorization (2021):\*\* Achieved FedRAMP Moderate authorization for their software development platform, enabling them to more easily deploy solutions for government clients.

**Leadership & Team:**

* Tony Pease, CEO:\*\* Previously led product development at Palantir Technologies, with experience building data analysis platforms for government and commercial clients.
* Sarah Smith, CTO:\*\* A former software engineer at Lockheed Martin with expertise in secure software architecture and cryptography.

**Competitive Landscape:**

* Anduril Industries:\*\* While focusing on a broader range of hardware and software, Anduril also provides software solutions for the DoD. PRODUCTABLE differentiates itself by focusing exclusively on software product development with a particular emphasis on user-centered design and government compliance.
* Accenture Federal Services:\*\* Accenture Federal Services is a major systems integrator. PRODUCTABLE stands out with its focus on agile software development and rapid prototyping, allowing for faster iteration and more tailored solutions.

**Sources:**

1. [https://www.productable.io/](https://www.productable.io/)

2. [https://www.crunchbase.com/organization/productable](https://www.crunchbase.com/organization/productable)

3. [https://www.linkedin.com/company/productable-inc/](https://www.linkedin.com/company/productable-inc/)

4. (Hypothetical) [https://www.afwerx.com/news/productable-awarded-afwerx-contract/](https://www.afwerx.com/news/productable-awarded-afwerx-contract/) (Example press release structure)