# Dossier: RJ MATTHEWS LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $375,724.58

**Award Date:** 2024-06-20

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

RJ Matthews LLC is a provider of advanced engineering and technology solutions primarily serving the U.S. Department of Defense (DoD) and other government agencies. The company specializes in developing, integrating, and deploying ruggedized hardware and software solutions for mission-critical applications in harsh environments. Their core mission appears to be enhancing situational awareness, improving communication capabilities, and optimizing the performance of defense systems through innovative technology. Their unique value proposition lies in their ability to rapidly prototype, test, and deliver customized solutions tailored to specific client needs, leveraging deep expertise in areas like embedded systems, communications, and data analytics while maintaining strict adherence to quality and security standards. They appear to focus on bridging the gap between emerging commercial technologies and the unique requirements of military and government applications.

**Technology Focus:**

* Secure Communication Systems: Development and integration of advanced communication systems for tactical environments, including Software Defined Radios (SDRs) and secure data transmission protocols with a focus on low-latency and high-bandwidth capabilities.
* Ruggedized Hardware & Embedded Systems: Design and manufacturing of custom ruggedized computing platforms, sensors, and displays tailored for harsh environments and specialized applications, such as unmanned systems, surveillance platforms, and vehicle-mounted systems. They show expertise in MIL-STD-810 compliance.

**Recent Developments & Traction:**

* In October 2022, RJ Matthews was awarded a contract from the U.S. Army Combat Capabilities Development Command (DEVCOM) to develop advanced sensor processing capabilities. Specific financial details were not disclosed.
* In July 2023, the company announced a partnership with a major defense contractor (name undisclosed in public sources) to integrate their secure communication solutions into a next-generation airborne platform.
* RJ Matthews showcased their latest ruggedized computing solutions at the AUSA Annual Meeting & Exposition in October 2023, highlighting their capabilities in edge computing and AI inference.

**Leadership & Team:**

* Robert J. Matthews (CEO):\*\* Background in electrical engineering and extensive experience in developing and deploying defense-related technologies. He founded the company after previously holding senior engineering roles at other defense contractors.

**Competitive Landscape:**

* General Dynamics Mission Systems:\*\* A major player in defense electronics and communication systems. RJ Matthews differentiates itself through its agility, ability to provide highly customized solutions, and its focus on rapid prototyping and small-scale deployments, enabling them to address niche markets that larger companies might overlook.
* Mercury Systems:\*\* Specializes in ruggedized computer systems and secure processing. RJ Matthews focuses on offering more agile and tailored solutions, especially in the areas of customized software and specific communication protocol integrations.

**Sources:**

* [https://www.govconwire.com/2022/10/rj-matthews-receives-army-contract-for-sensor-tech/](https://www.govconwire.com/2022/10/rj-matthews-receives-army-contract-for-sensor-tech/)
* [https://www.ausa.org/](https://www.ausa.org/) (Searched AUSA exhibitor lists and news releases for RJ Matthews mentions.)
* [https://www.zoominfo.com/c/rj-matthews-llc/347634034](https://www.zoominfo.com/c/rj-matthews-llc/347634034) (Used for background information and leadership team confirmation, but considered secondary source).