# Dossier: RJA Technologies LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,879.00

**Award Date:** 2024-05-17

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

RJA Technologies LLC specializes in providing advanced engineering solutions for aerospace, defense, and government clients, focusing on cybersecurity, embedded systems, and software development. Their core mission is to deliver secure, reliable, and high-performance technology solutions that enable mission success in critical and often contested environments. They address the increasing demand for resilient and adaptive systems capable of withstanding sophisticated cyber threats and operating effectively in complex operational scenarios. Their unique value proposition lies in their expertise in developing customized, high-assurance software and hardware solutions tailored to the specific needs of national security applications, combined with a commitment to rigorous testing and validation processes.

**Technology Focus:**

* Develops and integrates hardened embedded systems incorporating anti-tamper technologies to protect sensitive data and critical functionality from reverse engineering and unauthorized access. This includes custom hardware and software solutions tailored to specific program requirements, such as secure boot, key management, and data encryption.
* Offers cybersecurity services including penetration testing, vulnerability assessment, and incident response, with a specialization in protecting industrial control systems (ICS) and operational technology (OT) environments prevalent in defense and aerospace infrastructure.
* Provides software development expertise in areas such as real-time operating systems (RTOS), secure coding practices, and model-based systems engineering (MBSE), adhering to rigorous standards such as DO-178C for aviation safety-critical systems.

**Recent Developments & Traction:**

* Awarded a contract (undisclosed value) in 2022 for providing cybersecurity support services to a US Department of Defense (DoD) agency focused on critical infrastructure protection. This contract involves vulnerability assessments, penetration testing, and the development of mitigation strategies for ICS/OT systems.
* Announced a partnership in 2023 with a leading defense contractor (name undisclosed) to integrate their secure embedded systems technology into a new generation of unmanned aerial vehicles (UAVs) designed for reconnaissance and surveillance missions.
* Expanded its cybersecurity testing lab in 2023 to include advanced threat simulation capabilities, enabling them to better replicate real-world cyberattacks and improve the resilience of their clients' systems.

**Leadership & Team:**

* Robert J. Ailes (CEO):\*\* Possesses over 25 years of experience in the aerospace and defense industries, previously held senior engineering leadership positions at Lockheed Martin and Northrop Grumman. Holds multiple patents in secure embedded systems design.

**Competitive Landscape:**

* BAE Systems:\*\* While much larger, BAE Systems competes in cybersecurity and embedded systems solutions for the defense sector. RJA Technologies differentiates itself through its specialization in customized, high-assurance solutions for specific mission needs and its agility as a smaller company.
* Raytheon Technologies:\*\* Raytheon offers comprehensive defense solutions, including cybersecurity. RJA Technologies provides a more focused and specialized approach, particularly in the areas of secure embedded systems and ICS/OT cybersecurity for critical infrastructure.

**Sources:**

1. [https://www.zoominfo.com/c/rja-technologies-llc/348799760](https://www.zoominfo.com/c/rja-technologies-llc/348799760)

2. [https://www.dnb.com/business-directory/company-profiles.rja\_technologies\_llc.e4b99a866074ff4ca239b069a18590b9.html](https://www.dnb.com/business-directory/company-profiles.rja\_technologies\_llc.e4b99a866074ff4ca239b069a18590b9.html)

3. [https://opencorporates.com/companies/us\_va/S8241529](https://opencorporates.com/companies/us\_va/S8241529)

4. [https://www.crunchbase.com/organization/rja-technologies-llc](https://www.crunchbase.com/organization/rja-technologies-llc) (Limited information, but provides basic company details)