# Dossier: SATCOM DIRECT GOVERNMENT, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,249,582.00

**Award Date:** 2023-09-26

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

SATCOM Direct Government, Inc. (SDG) provides secure, end-to-end satellite communications solutions, connectivity, and cybersecurity services specifically tailored for the U.S. government and military. Their core mission is to deliver reliable and secure global connectivity, enabling mission-critical communications and situational awareness in austere environments. They aim to solve the challenges of limited bandwidth, cybersecurity threats, and the need for interoperability across diverse platforms and devices. Their unique value proposition lies in offering a managed service encompassing satellite bandwidth, hardware, cybersecurity, and 24/7/365 support, effectively simplifying the complexity of satellite communications for government users, ensuring secure and reliable connectivity even in contested or denied environments.

**Technology Focus:**

* Secure satellite communications solutions leveraging a global network of commercial and government satellites, offering customized bandwidth options optimized for various applications including ISR, command and control, and video conferencing.
* Cybersecurity services including threat detection, vulnerability assessments, and incident response tailored for satellite communications infrastructure and endpoints, complying with NIST and DoD security standards.
* Mobile connectivity solutions, including specialized hardware and software, that provide secure access to satellite networks for personnel operating in remote locations or on the move. This includes specialized aero terminals for airborne applications.

**Recent Developments & Traction:**

* February 2024:\*\* Awarded a $11.9 million contract from the U.S. Air Force to provide satellite connectivity solutions for special air missions. This contract involves providing high-throughput, low-latency satellite bandwidth, cybersecurity services, and comprehensive support for airborne platforms.
* October 2023:\*\* Announced a partnership with Inmarsat Government to expand the availability of L-band services to support government users. This collaboration broadens SDG's service offerings and provides increased redundancy and resilience for critical communications.
* July 2022:\*\* Announced the availability of its SD Government Cybersecurity Solution, a comprehensive suite of services designed to protect government satellite communications networks from cyber threats.

**Leadership & Team:**

* Jim Jensen:\*\* President of Satcom Direct Government. Prior to this role, Jensen held multiple leadership positions at ViaSat, including president of its commercial broadband services segment.

**Competitive Landscape:**

* Hughes Network Systems:\*\* Hughes offers a range of satellite communications solutions for government and military users. SATCOM Direct differentiates itself through its more focused approach on managed services, cybersecurity solutions tailored for satellite communications, and agile customer support tailored to military and government end users.
* Viasat:\*\* Viasat provides satellite communications services and equipment to government entities. SDG differentiates itself through its emphasis on secure, end-to-end solutions tailored for specific military and government needs, including cybersecurity services and tailored bandwidth management, rather than primarily offering raw bandwidth capacity.

**Sources:**

1. [https://www.satcomdirect.com/government/](https://www.satcomdirect.com/government/)

2. [https://www.govconwire.com/2024/02/satcom-direct-wins-12m-air-force-contract-for-satellite-connectivity/](https://www.govconwire.com/2024/02/satcom-direct-wins-12m-air-force-contract-for-satellite-connectivity/)

3. [https://news.satcomdirect.com/satcom-direct-adds-inmarsat-government-l-band-services-to-provide-customers-with-comprehensive-global-connectivity-solutions/](https://news.satcomdirect.com/satcom-direct-adds-inmarsat-government-l-band-services-to-provide-customers-with-comprehensive-global-connectivity-solutions/)

4. [https://www.prnewswire.com/news-releases/satcom-direct-offers-sd-government-cybersecurity-solution-to-combat-evolving-cyber-threats-301585765.html](https://www.prnewswire.com/news-releases/satcom-direct-offers-sd-government-cybersecurity-solution-to-combat-evolving-cyber-threats-301585765.html)