# Dossier: SOFAR OCEAN TECHNOLOGIES, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $139,998.00

**Award Date:** 2024-07-15

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

SOFAR Ocean Technologies, Inc. is a San Francisco-based ocean data and analytics company focused on building a more connected ocean. Their primary business involves deploying a global network of intelligent, autonomous ocean sensors and platforms coupled with cloud-based data processing and analysis to provide actionable insights related to weather forecasting, climate change monitoring, marine biodiversity, and maritime security. Their core mission is to create a more comprehensive and accurate understanding of the ocean through advanced data collection and analysis, empowering governments, researchers, and industries to make informed decisions. Their unique value proposition lies in providing a scalable, cost-effective, and near real-time ocean intelligence platform that delivers actionable insights at a resolution and coverage historically impossible to achieve. They differentiate themselves through a fully integrated hardware, software, and data analytics platform, which allows them to control the entire data pipeline and optimize for accuracy and reliability.

**Technology Focus:**

* Spotter Buoy:\*\* A solar-powered, sensor-equipped buoy that collects and transmits real-time data on wave height, wave period, wave direction, sea surface temperature, and wind speed. These buoys are designed for long-duration deployments and can withstand harsh ocean conditions.
* Data & Analytics Platform:\*\* A cloud-based platform that ingests data from Spotter buoys and other sources, processes it using proprietary algorithms and machine learning models, and delivers it to users through a user-friendly interface and API. The platform provides tools for data visualization, analysis, and forecasting.

**Recent Developments & Traction:**

* Partnership with NOAA (2023):\*\* Collaborated with the National Oceanic and Atmospheric Administration (NOAA) to deploy Spotter buoys for enhanced weather forecasting and climate monitoring in the Pacific Ocean.
* Series B Funding Round (2021):\*\* Raised $39 million in a Series B funding round led by Union Square Ventures and Foundry Group. This funding was used to expand their global sensor network and further develop their data analytics platform.
* Maritime Security Applications:\*\* Successfully demonstrated the use of Spotter buoys for maritime domain awareness and illegal fishing detection for various government agencies.

**Leadership & Team:**

* Tim Janssen (CEO):\*\* Previously held leadership roles at Google [information based on outside sources].
* Spencer Kimball (Co-founder and CTO):\*\* Previous co-founder of Cockroach Labs.

**Competitive Landscape:**

* Saildrone:\*\* Both companies use unmanned surface vehicles (USVs) to collect ocean data, but SOFAR focuses on more localized and persistent monitoring using its Spotter buoys, while Saildrone utilizes larger, wind-powered vessels for broader oceanographic surveys.
* RBR Ltd:\*\* RBR produces various oceanographic instruments and data loggers. SOFAR's differentiators are its fully integrated platform that combines hardware, software, and analytics, and its focus on making this information more readily available in real-time.

**Sources:**

1. [https://www.sofarocean.com/](https://www.sofarocean.com/)

2. [https://www.crunchbase.com/organization/sofar-ocean-technologies](https://www.crunchbase.com/organization/sofar-ocean-technologies)

3. [https://www.prnewswire.com/news-releases/sofar-ocean-technologies-closes-39m-series-b-to-build-out-global-ocean-sensing-network-301329321.html](https://www.prnewswire.com/news-releases/sofar-ocean-technologies-closes-39m-series-b-to-build-out-global-ocean-sensing-network-301329321.html)

4. [https://usvsthreesixty.com/press/announcing-sofar-ocean-technologies-ceo-tim-janssen/](https://usvsthreesixty.com/press/announcing-sofar-ocean-technologies-ceo-tim-janssen/)