# Dossier: SONALYSTS INC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $139,943.00

**Award Date:** 2024-06-13

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

SONALYSTS, INC. is a leading provider of operations research, systems analysis, and model development for the U.S. Department of Defense and intelligence communities. Their primary business revolves around applying mathematical and computational methods to solve complex national security challenges. Their core mission is to deliver objective, data-driven insights that enhance decision-making for their clients, particularly in areas such as naval warfare, intelligence analysis, and cybersecurity. SONALYSTS aims to solve problems related to threat assessment, resource allocation, operational planning, and system effectiveness. Their unique value proposition lies in their deep understanding of operational realities, coupled with their expertise in advanced analytical techniques, allowing them to provide tailored solutions that are both rigorous and relevant to real-world challenges faced by their clients.

**Technology Focus:**

* Development and application of advanced simulation models to assess the effectiveness of naval platforms and weapons systems, including integrated models for air, surface, and subsurface warfare domains.
* Design and implementation of artificial intelligence (AI) and machine learning (ML) algorithms for intelligence analysis, threat detection, and pattern recognition in complex datasets.
* Cybersecurity vulnerability assessments and penetration testing, employing specialized tools and techniques to identify and mitigate vulnerabilities in critical infrastructure and defense systems.

**Recent Developments & Traction:**

* December 2023:\*\* SONALYSTS was awarded a $42.5 million contract by the Department of the Navy to provide analytic and technical services in support of the Warfare Development Integration Department (N71) at the Naval Undersea Warfare Center (NUWC) Division Newport.
* October 2022:\*\* Awarded a prime contract position on the Seaport NxG contract vehicle, enabling them to compete for task orders across a wide range of engineering and technical services for the Navy.
* 2021:\*\* Continued expansion of their cybersecurity services offering, including the development of new tools and methodologies for assessing and mitigating vulnerabilities in critical infrastructure.

**Leadership & Team:**

* Dennis Kelly (President & CEO):\*\* Extensive experience in defense contracting and program management, with a background in naval operations analysis. Prior to SONALYSTS, held leadership roles in other defense-focused firms.
* (Specific CTO or technical leader information is not readily available through public searches, suggesting a distributed leadership model or less publicly visible CTO role.)

**Competitive Landscape:**

* Booz Allen Hamilton:\*\* A major consulting firm providing similar analytical and technical services to the DoD. SONALYSTS differentiates itself through its deeper specialization in naval warfare and its smaller, more agile organizational structure.
* CACI International:\*\* Another large defense contractor with a broad range of capabilities, including cybersecurity and intelligence analysis. SONALYSTS' key differentiator is its focused expertise in operations research and modeling specifically tailored for the maritime domain.

**Sources:**

* [https://www.sonalysts.com/](https://www.sonalysts.com/)
* [https://sam.gov/opp/0a42587e97794547885ed3a8f5252a8c/view](https://sam.gov/opp/0a42587e97794547885ed3a8f5252a8c/view)
* [https://www.navalnews.com/naval-news/2023/12/sonalysts-awarded-42-5m-contract-for-nuwc-division-newport-support/](https://www.navalnews.com/naval-news/2023/12/sonalysts-awarded-42-5m-contract-for-nuwc-division-newport-support/)