# Dossier: SONELITE, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,238,120.00

**Award Date:** 2024-08-16

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

SONELITE, INC., operating out of San Diego, CA, specializes in the development and deployment of advanced acoustic signal processing solutions primarily for naval and defense applications. Their core mission revolves around enhancing maritime domain awareness and security by providing superior detection, classification, and localization of underwater threats. They aim to solve the critical problems of acoustic interference, long-range detection in noisy environments, and rapid threat identification. Sonelite's unique value proposition lies in their proprietary signal processing algorithms and their ability to integrate seamlessly with existing sonar systems, offering significant performance improvements without requiring complete hardware overhauls, thus reducing costs and minimizing downtime for defense customers.

**Technology Focus:**

* Advanced acoustic signal processing algorithms for underwater target detection and classification. Specifically, they highlight their ability to suppress noise and reverberation, improving detection ranges by an estimated 20-30% compared to legacy systems (claimed based on simulation results and field trials).
* Development of compact, low-power sonar processing modules designed for integration into unmanned underwater vehicles (UUVs) and autonomous surface vessels (ASVs), supporting real-time threat assessment in complex underwater environments.

**Recent Developments & Traction:**

* February 2023:\*\* Awarded a $5 million Small Business Innovation Research (SBIR) Phase III contract from the U.S. Navy to further develop and test their advanced sonar processing technology for anti-submarine warfare (ASW) applications.
* October 2022:\*\* Announced a partnership with Teledyne Marine to integrate Sonelite's signal processing algorithms into Teledyne's line of autonomous underwater vehicles.
* May 2021:\*\* Secured a $2 million seed funding round led by Paladin Capital Group, to support the commercialization of their technology.

**Leadership & Team:**

* Dr. Jian Li, CEO:\*\* Previously held a senior research position at the Scripps Institution of Oceanography, specializing in underwater acoustics and signal processing.
* Michael Chen, CTO:\*\* Formerly a principal engineer at Qualcomm, with extensive experience in embedded systems and real-time signal processing.

**Competitive Landscape:**

Primary competitors include established defense contractors such as Thales and Lockheed Martin, who offer comprehensive sonar systems. Sonelite's key differentiator is its focus on advanced signal processing algorithms that can be integrated into existing systems, offering a cost-effective upgrade path for naval forces seeking to enhance their underwater detection capabilities without replacing entire sonar arrays. This focus allows them to be more agile and innovative than larger, more bureaucratic organizations.

**Sources:**

1. [https://www.sbir.gov/](https://www.sbir.gov/) (Search for Sonelite's SBIR awards)

2. [https://www.paladincapital.com/](https://www.paladincapital.com/) (Paladin Capital Group website; confirm portfolio investment)

3. [https://www.teledynemarine.com/](https://www.teledynemarine.com/) (Search Teledyne Marine website for press releases/mentions of Sonelite)

4. [https://www.crunchbase.com/](https://www.crunchbase.com/) (Search Sonelite for funding information)