# Dossier: TEAMSENSE AI, LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $74,910.00

**Award Date:** 2024-01-17

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

TEAMSENSE AI, LLC appears to be focused on providing AI-powered solutions designed to enhance communication, collaboration, and decision-making within team environments, with a strong emphasis on operational efficiency and performance optimization. The company's core mission centers on leveraging natural language processing (NLP) and machine learning (ML) to analyze team interactions, identify patterns, and deliver actionable insights to improve team dynamics and productivity. They aim to solve the challenges of suboptimal team performance stemming from ineffective communication, poor coordination, and a lack of real-time situational awareness. Their unique value proposition seems to be the ability to provide data-driven insights into team performance using existing communication channels (e.g., chat, email, video conferences) without requiring specialized hardware or complex integrations, effectively creating a "pulse check" on team effectiveness within existing workflows.

**Technology Focus:**

* AI-powered communication analytics platform that analyzes team interactions across various communication channels (Slack, Microsoft Teams, email, Zoom, etc.) using natural language processing (NLP) and machine learning (ML).
* Provides real-time insights into team dynamics, communication patterns, and knowledge sharing, enabling managers and team members to identify areas for improvement in collaboration and productivity.
* Offers features such as sentiment analysis, topic modeling, and network analysis to quantify team cohesion, identify communication bottlenecks, and measure the impact of interventions on team performance.

**Recent Developments & Traction:**

* November 2023: Announced a partnership with Carahsoft Technology Corp, a government IT solutions provider, to make their team intelligence platform available to public sector organizations through Carahsoft’s GSA Schedule, SEWP V, and ITES-SW2 contracts.
* May 2023: Launched a new version of their platform with enhanced analytics capabilities and integration with additional communication platforms. The release included improved reporting dashboards and more granular control over data privacy settings.
* October 2022: Secured $14.5 million in Series A funding led by existing investor, Grotech Ventures, with participation from new investor Emerald Development Managers. This funding aimed to accelerate product development, expand the sales and marketing team, and pursue strategic partnerships.

**Leadership & Team:**

* Dan Schoenbaum, CEO: Previously held executive leadership positions at companies such as Citrix Systems and acquired product knowledge platform, VEEP. Dan brings experience driving product strategy and market leadership to TeamSense.
* Earl Campbell, CTO: No readily available information regarding Earl Campell's background could be found.

**Competitive Landscape:**

* Affectiva: Affectiva focuses more broadly on Emotion AI, while TEAMSENSE AI is primarily focused on team dynamics and productivity in the workplace. TEAMSENSE AI’s key differentiator appears to be its focus on actionable insights for improving team collaboration specifically, leveraging existing communication channels, rather than broad sentiment detection.
* Chorus.ai (acquired by ZoomInfo): Chorus.ai (now part of ZoomInfo) focuses on conversation intelligence primarily for sales teams, while TEAMSENSE AI targets broader team collaboration across different functions. TEAMSENSE AI appears to offer a more holistic view of team dynamics beyond sales conversations.

**Sources:**

* [https://teamsense.com/](https://teamsense.com/)
* [https://www.prnewswire.com/news-releases/teamsense-ai-announces-availability-on-carahsofts-gsa-schedule-301987462.html](https://www.prnewswire.com/news-releases/teamsense-ai-announces-availability-on-carahsofts-gsa-schedule-301987462.html)
* [https://www.crunchbase.com/organization/teamsense-ai](https://www.crunchbase.com/organization/teamsense-ai)