# Dossier: TELESWIVEL LLC

## SBIR Award Details

**Award Title:** N/A

**Amount:** $248,229.30

**Award Date:** 2024-02-15

**Branch:** ARMY

## AI-Generated Intelligence Summary

**Company Overview:**

TELESWIVEL LLC, based in El Cajon, California, specializes in the design, development, and manufacturing of electro-optical infrared (EO/IR) surveillance systems and related components, primarily serving the defense, security, and border patrol markets. Their core mission revolves around providing advanced imaging solutions that enhance situational awareness and improve operational effectiveness in challenging environments. They aim to solve the problems of limited visibility, especially in low-light or adverse weather conditions, and the need for long-range observation capabilities. Their unique value proposition centers on delivering customizable, high-performance EO/IR systems with a focus on miniaturization, ruggedization, and integration capabilities, offering solutions that are both powerful and suitable for deployment on a variety of platforms, from unmanned aerial vehicles (UAVs) to ground vehicles and fixed installations.

**Technology Focus:**

* Development and manufacturing of stabilized EO/IR gimbals. These gimbals incorporate cooled and uncooled infrared cameras alongside high-resolution visible light cameras, providing multi-spectral imaging capabilities.
* Advanced image processing algorithms and software for target detection, tracking, and analysis. This includes features like electronic image stabilization, automatic gain control, and video enhancement.

**Recent Developments & Traction:**

* In 2023, Teleswivel announced a contract with an undisclosed government agency for the supply of EO/IR systems for border security applications. Specific value of the contract was not publicly disclosed.
* Teleswivel has been actively promoting their latest generation of miniature EO/IR gimbals designed for small unmanned aerial systems (sUAS) through industry trade shows and online marketing. This includes emphasis on reduced size, weight, and power (SWaP) characteristics.

**Leadership & Team:**

* Scott Williams (President):\*\* Extensive experience in defense contracting and EO/IR systems engineering, previously held senior engineering positions at companies specializing in defense technology.

**Competitive Landscape:**

* FLIR Systems (Teledyne FLIR):\*\* A major player in the EO/IR market. Teleswivel differentiates itself through its focus on smaller, more customizable solutions tailored to specific customer needs, and offering greater agility compared to larger, more established companies.

**Sources:**

* [https://www.teleswivel.com/](https://www.teleswivel.com/)
* [https://www.zoominfo.com/c/teleswivel-llc/382128433](https://www.zoominfo.com/c/teleswivel-llc/382128433)
* [https://www.dnb.com/business-directory/company-profiles.teleswivel\_llc.f2959137c7055c8b918532f5e2086813.html](https://www.dnb.com/business-directory/company-profiles.teleswivel\_llc.f2959137c7055c8b918532f5e2086813.html)