# Dossier: THINKOM SOLUTIONS, INC.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,247,612.00

**Award Date:** 2023-08-17

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

THINKOM SOLUTIONS, INC. is a provider of advanced, resilient, and secure satellite communications solutions, specifically targeting the government, defense, and enterprise sectors. Their core mission is to deliver reliable connectivity in challenging environments, addressing the growing need for secure, mobile communication on a global scale. Thinkom focuses on providing innovative antenna solutions that overcome traditional challenges associated with maintaining seamless connectivity on moving platforms, particularly in contested environments where jamming or interference are prevalent. Their unique value proposition lies in their phased array antenna technology coupled with their focus on creating low-profile, ruggedized hardware, which is significantly smaller and lighter than legacy solutions, allowing for easier integration into various platforms and applications. They strive to offer high-performance connectivity without compromising on portability and ease of deployment.

**Technology Focus:**

* Phased Array Antenna Technology: THINKOM specializes in flat-panel phased array antennas designed for satellite communications. These antennas dynamically steer beams electronically, eliminating the need for bulky mechanical components. This allows for high-throughput, seamless connectivity even on moving platforms.
* Aero Connectivity: Thinkom's antennas are optimized for aeronautical applications, enabling in-flight connectivity for both commercial and government aircraft. This includes solutions for ISR (Intelligence, Surveillance, and Reconnaissance) missions and passenger broadband.

**Recent Developments & Traction:**

* November 2022\*\*: Thinkom Solutions announced that their ThinKom Ku3020 aero satcom antenna was installed on the Boeing 737-700 test aircraft for the U.S. Air Force's Joint All Domain Command and Control (JADC2) program's Global Lightning II experiment. This suggests significant progress in gaining government contracts and demonstrating product capabilities for advanced military applications.
* February 2023\*\*: Thinkom Solutions received orders for multiple Ka-band phased array antennas for integration with several different SATCOM terminals. These flat panel arrays are designed for resilient communications.
* 2022\*\*: The company announced continued success in securing contracts and partnerships within the aviation and defense sectors, highlighting increasing adoption of their connectivity solutions for various applications.

**Leadership & Team:**

While specific individual names were difficult to verify with certainty through general web search, evidence suggests a team composed of experienced antenna design engineers, telecommunications experts, and business development professionals with a background in serving the defense and aerospace industries.

**Competitive Landscape:**

Key competitors include:

* Kymeta Corporation:\*\* Kymeta offers similar electronically steered antenna technology, however, Thinkom's differentiators appear to be a strong focus on the defense and aerospace sectors, a potentially more ruggedized design for harsh environments, and demonstrable partnerships with major defense contractors and the DoD.
* Isotropic Systems:\*\* Isotropic Systems develops multi-beam antennas for satellite connectivity. Thinkom's differentiator here could be the maturity of their product offering and established presence in specific applications like aeronautical connectivity for government applications.

**Sources:**

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

2. [https://www.satnews.com/story.php?number=533](https://www.satnews.com/story.php?number=533)

3. [https://www.satnews.com/story.php?number=1990800824](https://www.satnews.com/story.php?number=1990800824)