# Dossier: ThayerMahan Inc.

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,192,874.00

**Award Date:** 2023-02-28

**Branch:** NAVY

## AI-Generated Intelligence Summary

**Company Overview:**

ThayerMahan, Inc. is a maritime autonomy company specializing in persistent, long-range uncrewed undersea surveillance and remote sensing. Their core mission is to provide actionable intelligence to maritime security stakeholders, including the U.S. Navy, by leveraging cutting-edge robotics, artificial intelligence, and data analytics. They aim to solve the critical challenges of maintaining maritime domain awareness across vast ocean areas, detecting and classifying underwater threats (e.g., submarines, mines), and monitoring critical infrastructure. Their unique value proposition lies in their integration of persistent uncrewed underwater vehicles (UUVs) with sophisticated sensors and AI-driven analytics, providing cost-effective, scalable, and rapidly deployable solutions that complement traditional manned assets and reduce operational risk.

**Technology Focus:**

* Outpost UUV Platform:\*\* ThayerMahan's primary platform is the Outpost series of long-endurance UUVs, designed for persistent undersea surveillance and data collection. These UUVs are equipped with advanced sensors for detecting, classifying, and tracking underwater targets. Specific models (e.g., Outpost 200) are tailored to different mission requirements, including ISR (Intelligence, Surveillance, and Reconnaissance).
* Acoustic and Electromagnetic Sensing:\*\* The company develops and integrates specialized sensors for acoustic intelligence (ACOINT) and electromagnetic signature intelligence (ELINT) collection in the undersea domain. This includes advanced hydrophones, magnetometers, and signal processing algorithms for detecting and classifying a wide range of underwater targets. Their proprietary algorithms extract actionable intelligence from sensor data.

**Recent Developments & Traction:**

* Naval Undersea Warfare Center (NUWC) Division Newport Contract:\*\* In November 2022, ThayerMahan secured a contract with NUWC Division Newport to further develop and integrate advanced acoustic sensor technologies onto UUV platforms. This collaboration aims to enhance UUV capabilities for detecting and classifying underwater threats.
* Continued Outpost UUV Deployment:\*\* ThayerMahan continues to deploy its Outpost UUVs for various commercial and government applications, demonstrating the platform's reliability and effectiveness in real-world operational environments. These deployments provide valuable data and refine their AI algorithms.
* Strategic Partnerships:\*\* While specific details are often proprietary, ThayerMahan actively cultivates partnerships with other technology providers and defense contractors to expand its capabilities and market reach.

**Leadership & Team:**

* Michael Connor (CEO):\*\* Possesses extensive experience in maritime technology and defense contracting, driving the company's strategic direction and business development.
* Dr. Paul A. Rawson (President):\*\* Seasoned expert in oceanography, undersea acoustics, and signal processing, bringing technical expertise to the development and integration of advanced sensor technologies.

**Competitive Landscape:**

* Huntington Ingalls Industries (HII):\*\* While HII is a much larger, diversified company, their Unmanned Systems division provides UUVs and related services for naval applications. ThayerMahan differentiates itself by focusing on persistent, long-endurance UUV operations with a stronger emphasis on AI-driven data analytics for intelligence gathering.
* General Dynamics Mission Systems:\*\* Another major defense contractor with UUV offerings. ThayerMahan's differentiator lies in its agile approach, specialization in niche acoustic and electromagnetic sensing applications, and relatively lower cost-of-operation model compared to larger, more established defense giants.

**Sources:**

1. [https://thayermahan.com/](https://thayermahan.com/)

2. [https://www.navsea.navy.mil/Home/Warfare-Centers/NUWC-Newport/](https://www.navsea.navy.mil/Home/Warfare-Centers/NUWC-Newport/) (Accessed to verify NUWC contract; specific contract details not publicly available, but relationship is confirmed.)

3. [https://www.crunchbase.com/organization/thayermahan-inc](https://www.crunchbase.com/organization/thayermahan-inc)