# Dossier: UTSI INTERNATIONAL CORPORATION

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,896,352.52

**Award Date:** 2024-07-15

**Branch:** USAF

## AI-Generated Intelligence Summary

**Company Overview:**

UTSI International Corporation is a leading provider of advanced engineering and technical services primarily focused on supporting the U.S. Department of Defense and other government agencies in critical national security missions. Their core mission is to deliver innovative solutions in areas such as weapon system sustainment, engineering, lifecycle management, and cybersecurity. The company aims to solve complex problems related to the modernization, maintenance, and operational readiness of defense assets, reducing lifecycle costs, and enhancing cybersecurity posture. UTSI's unique value proposition lies in its deep understanding of military operational needs, combined with its agile and responsive approach to delivering customized engineering solutions and its expertise in legacy systems modernization.

**Technology Focus:**

* Engineering Services: Provides comprehensive engineering services including systems engineering, software development, hardware design, testing, and validation for various defense systems. Specializes in legacy system integration and upgrades.
* Cybersecurity Solutions: Offers cybersecurity assessments, vulnerability analysis, penetration testing, and security solutions designed to protect critical infrastructure and sensitive data for government and defense clients.

**Recent Developments & Traction:**

* Contract Awards:\*\* UTSI has secured multiple contract awards in recent years for engineering services supporting weapon systems and cybersecurity initiatives across the US Air Force, Navy, and Army (details of specific contracts are often proprietary).
* Expansion of Capabilities:\*\* UTSI has been reportedly investing in expanding its cybersecurity capabilities and developing new solutions for addressing emerging threats in the defense sector.
* Partnerships:\*\* While specific publicized partnerships are difficult to pinpoint definitively, the nature of their government contracting work implies continuous collaboration with various defense contractors.

**Leadership & Team:**

* Information on the specific leadership team is not readily available on the open web. UTSI likely prefers not to make this information public for security and/or competitive reasons. It is probable that leadership comprises individuals with extensive experience in defense engineering, government contracting, and cybersecurity.

**Competitive Landscape:**

* Booz Allen Hamilton:\*\* UTSI competes with larger, well-established players like Booz Allen Hamilton, which offers a broader range of consulting and engineering services to the government.
* CACI International:\*\* CACI is another competitor offering similar engineering, IT, and cybersecurity solutions to the DoD. UTSI's differentiator likely lies in its focused specialization on specific niches within the defense sector and potentially a more agile, cost-effective approach.

**Sources:**

* `https://www.utsi.com/` (Company Website - though surprisingly limited in publicly available information)
* `https://www.zoominfo.com/c/utsi-international-corporation/36242148` (ZoomInfo provides company overview, estimated revenue, and employee count, but is often based on assumptions and estimates).
* `https://www.dnb.com/business-directory/company-profiles.utsi\_international\_corporation.0c12c693765e7d802868099015b7767f.html` (Dun & Bradstreet - provides basic company information and business credit reports).