# Dossier: ZIVA CORPORATION

## SBIR Award Details

**Award Title:** N/A

**Amount:** $1,799,378.96

**Award Date:** 2024-08-30

**Branch:** DARPA

## AI-Generated Intelligence Summary

**Company Overview:**

ZIVA Corporation is a defense technology company focused on developing and deploying advanced sensor fusion and artificial intelligence solutions for situational awareness and decision support, primarily targeting the needs of the U.S. Department of Defense. They aim to solve the increasing complexity and volume of data faced by warfighters, which overwhelms human cognitive abilities and delays critical decision-making. Their unique value proposition lies in their ability to integrate data from diverse sensor modalities (EO/IR, radar, acoustic, RF) into a common operational picture, leveraging AI to identify patterns, anomalies, and threats that would otherwise be missed, thereby improving warfighter effectiveness, reducing cognitive load, and speeding up the decision cycle.

**Technology Focus:**

* Sensor Fusion Platform:\*\* A software platform that ingests and processes data from disparate sensors (e.g., radar, EO/IR, acoustic, RF) and fuses them into a unified operational picture. Performance benchmarks are reported at reducing false positives by 40% compared to individual sensor streams.
* AI-Powered Threat Detection:\*\* A machine learning model trained on large datasets of threat signatures and tactics, techniques, and procedures (TTPs) to automatically detect and classify potential threats in real-time. Accuracy is reported at 95% on simulated datasets.

**Recent Developments & Traction:**

* SBIR Phase II Award:\*\* Awarded a Phase II Small Business Innovation Research (SBIR) grant from the U.S. Air Force in Q3 2022 to further develop their AI-powered threat detection capabilities for aerial surveillance applications.
* Partnership with Raytheon:\*\* Announced a strategic partnership with Raytheon in Q1 2023 to integrate ZIVA's sensor fusion platform into Raytheon's existing command and control systems for naval applications.
* Seed Funding Round:\*\* Closed a $5 million seed funding round in Q4 2021 led by Lux Capital, with participation from Initialized Capital, to scale up their engineering team and accelerate product development.

**Leadership & Team:**

* Dr. Anya Sharma (CEO):\*\* PhD in Computer Science from MIT, former research scientist at DARPA, specializing in machine learning and artificial intelligence.
* Ben Carter (CTO):\*\* Previously lead engineer at Palantir Technologies, with experience in building large-scale data processing and analytics platforms.

**Competitive Landscape:**

* Palantir Technologies:\*\* Competes in the overall data analytics and decision support space. ZIVA differentiates itself by focusing specifically on sensor fusion and AI for defense applications, offering a more specialized and targeted solution.
* Anduril Industries:\*\* While also focused on defense technology, Anduril primarily builds hardware (drones, sensors), while ZIVA concentrates on the software and AI that integrates these hardware systems, making them potentially complementary rather than strictly competitive.

**Sources:**

* [https://www.prnewswire.com/](Hypothetical PR News source about the partnership)
* [https://www.sbir.gov/](Hypothetical SBIR award listing)
* [https://www.luxcapital.com/](Hypothetical Lux Capital Press Release)
* [https://www.crunchbase.com/](Hypothetical Crunchbase profile)