

# Firestorm Labs: Drone Dominance Competitive Positioning

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## PROGRAM CONTEXT

The Drone Dominance Program is a \$1.1B, four-phase DoD initiative to field 200,000+ low-cost one-way attack drones by 2027. Twenty-five vendors are competing in the Phase I "Gauntlet" at Fort Benning through early March, with \$150M in prototype delivery orders at stake.

## WHAT THE PROGRAM REWARDS

DIU is executing. Military operators fly and evaluate - this is a field performance test, not a paper competition. The program explicitly drives unit costs down across phases while scaling production volume. The winning profile is not the most sophisticated drone - it is the most scalable, reliable, and affordable one. Companies that can demonstrate manufacturing throughput and rapid delivery have a structural advantage.

## FIRESTORM'S ADVANTAGES

\$45.2M in private capital across 6 rounds positions Firestorm as the second-best capitalized private company in the Drone Dominance field, behind only Auterion (\$87.7M), and well-resourced to absorb the working capital demands of a \$150M prototype order. The company's Expeditionary Manufacturing Cell (xCell) SBIR (\$1.2M Phase II) is directly aligned with the program's distributed production requirement. Firestorm achieved the fastest Phase I to Phase II graduation in its cohort at 4 months, signaling execution speed. A Tier 1 composite signal score of 7.60 with strong funding velocity confirms sustained investor and government confidence.

## COMPETITIVE RISKS

Firestorm has zero production contracts to date - no demonstrated ability to deliver at scale. Kratos SRE is a publicly traded defense company with established UAS production lines and an existing DoD delivery track record. Griffon Aerospace holds a confirmed \$6.1M Army contract (2020) and several other competitors bring existing DoD production track records. Ukrainian Defense Drones Tech Corp brings combat-tested, battlefield-proven systems. Capital does not fly drones at the Gauntlet - the product does.

## HISTORICAL PATTERN

Across Aperture's knowledge graph of 11,000+ defense technology entities, companies with production contract traction raised 3.4x more capital than those without (median \$14.4M vs \$3.8M in comparable aerospace companies). The Gauntlet is the inflection event - a prototype delivery order would validate Firestorm's transition from R&D to production and historically correlates with accelerated private capital formation. Without it, the 17-month gap since Phase II without a production contract enters the risk zone where comparable companies begin to stall.

## WHAT TO WATCH

Gauntlet results are expected in early March. Key indicators: which vendors receive prototype orders, order sizes relative to the \$150M pool, and delivery timeline requirements. A Firestorm selection with a meaningful order share would be the strongest validation signal to date.