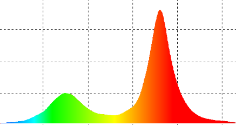
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***Detecting danger before it’s danger***

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| **Contact Information** 1 Castle Point on Hudson  Hoboken, NJ 07030 (619) 867 – 2993  twright@stevens.edu  **Industry** Defense  Law Enforcement  **Development stage** Startup – Beta  **Year founded** 2016  **Number of Employees**  5  **Employees**  **Andrew Guthrie**  **Joseph Pang**  **Kunal Patel**  **Vijayrahul Rajathiruvenkatap**  **Thomas Wright**  **Advisor**  **Prof. Bruce McNair**  **Funding Opportunity** $800,000  **Use of Fund** 30% Product Development 25% Marketing/Sales 25% Production  20% Operation/Inventory  **Projected Break-Even Point** 15 months  **Existing Debt** $0 | **Mission**  Adaptive Spectrum Sensor is a signal detector, looking for wireless signals that might indicate danger to US soldiers. Our solution will save more lives for less cost to the customer, and will be attractive for its size and performance. We are aiming to provide a mission-critical capability using innovation for a superior value proposition.  **Business Model**  As of today, the Army does not have the ability to visualize radios signals in the operator’s immediate vicinity. Such a capability would make the warfighter notably safer and provide great earning potential to investors. We are targeting the US Army as an initial customer with law enforcement agencies as future expansion customers.  **Solution**  Adaptive Spectrum Sensor consists of a commercial, off-the-shelf (COTS) laptop paired with two COTS software-defined radios, and our proprietary set of software. Our innovative design uses machine learning to make the system smarter at learning a radio signal’s type, and is robust enough for mission-critical environments. In addition, we allow an operator to choose what signals may be of interest and which to ignore. All of these aspects make our solution attractive to potential customers.  **Testing**  Testing with FM radio signals showed the system works with unknown signals. Current time between the existence of the signal and our classification is about .01 seconds, right at our project goal. This means we can potentially identify and capture 100 signals every second, showing that Adaptive Spectrum Sensor more than performs well enough to appeal to defense customers.  **Competition**  There are numerous competitors in the defense industry, totaling a $400 billion industry. Even in an industry that large, there is not a single product that can match the Adaptive Spectrum Sensor in capability. By following cutting-edge research, we stay ahead of potential competitors and offer unmatched abilities to the customer.  **Financials**  We are seeking an $800,000 investment to fund our operation for 12 months. After productionizing the Adaptive Spectrum Sensor, we will sell both the hardware and software for $12,000 per unit, and license the software for $1,000 per year per unit. Production cost for one unit is $6,000. We will also offer software only for $1,800 per year in licensing. Prospects show selling 60 units in the first year, and more than 200 per year following. Using revenue from our first customer, we plan to expand into law enforcement, by applying the core principles of the product to a new design. |

Scott Wright Joseph Pang Vijayrahul Kunal Patel Andrew Rajathiruvenkatapathy Gutherie