

Zepher Inc.
310 South Larch Street
Bingen, WA 98605

o: 509-647-2520
zepherinc.com



NEWS

For Immediate Release
Adam Stolz – VP, Programs
812-664-3021
communications@zepherinc.com

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Zepher Announces \$4M Contract Award with Army Research Laboratory

Contract will support United States Army Special Operations Command (USASOC) efforts to improve the endurance and acoustic attributes of unmanned aircraft systems in austere environments.

BINGEN, WA (July 14, 2020) – Carbon Consultants LLC, dba Zepher, has been awarded a sole source HUBZone contract by the Army Research Laboratory to directly support a USASOC effort.

The focus will be on researching technologies to improve the endurance and acoustic signature of UAS in austere environments. Zepher’s work will focus specifically on initial development of a Group 2 UAS, categorized as a system less than or equal to 55-pound gross takeoff weight, during a 12-month timeline. The Army Research Laboratory can also exercise an additional 12-month option for the development of a 110-pound gross takeoff weight Group 3 UAS. If the option is exercised, the total contract award amount will be nearly \$4M.

“Zepher has long met the unique demands of unmanned systems by offering high-quality, rapid-delivery solutions at a competitive cost. We are excited about the opportunity this project presents to also showcase our ability to lead in the development of new innovations in the UAS industry,” said Adam Stolz, Vice President, Programs, for Zepher.

Zepher’s HUBZone status, combined with an established track record of manufacturing and developing products for highly-regulated industries, met the sole source requirements sought for the project.

“Of the HUBZone responses received, Zepher was deemed capable of meeting the tasking outlined. We look forward to working with Zepher to design, develop, and manufacture solutions to meet emerging Army SOF requirements,” said Mitchell Wathen, Project Manager, Army Research Laboratory.

The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities; part of the requirement for certification includes employing staff who live in a HUBZone.

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“We are proud of our HUBZone status as a way to contribute to the economic resiliency of our community. This project presents an opportunity for us to expand the focus of Zepher into full-service product development, not only realizing a long-held organizational goal but also the opportunity to contribute to long-term job creation in our region,” said Jaime Mack, CEO/CTO of Zepher.

Founded in 2003, Zepher’s team has expanded from 3 to 52 full-time partners and has helped to solidify the Columbia River Gorge region at the Washington/Oregon border as an innovation hub for UAS.

Initial research development for the first phase of the contract began at the beginning of this month.

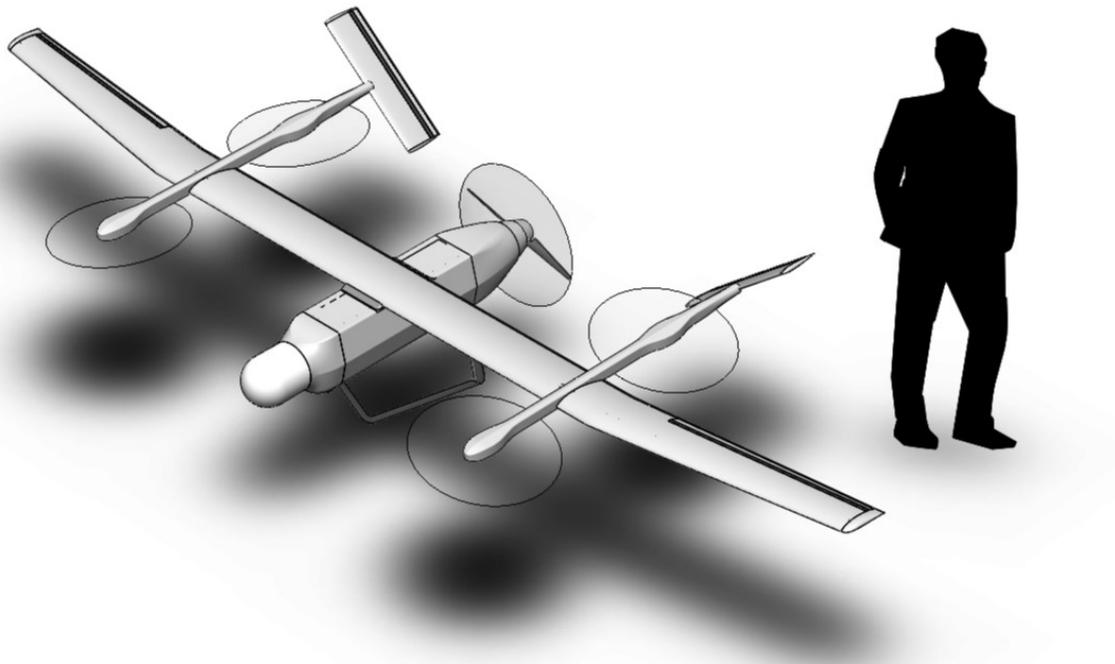


Illustration of the anticipated Group 2 UAS, Z1; Photo Credit: Zepher

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Founded in 2003, **Zepher** is a quality-centric comprehensive manufacturer with proven experience developing products in highly regulated industries. From turnkey autonomous system integration to ground support equipment and custom manufacturing, Zepher has the capabilities and agility to manufacture, integrate, test, and deliver complex systems on tight timelines. Learn more at zepherinc.com

The **Army Research Laboratory** is the Army’s corporate research laboratory strategically placed under the Army Futures Command. ARL is the Army’s sole fundamental research laboratory focused on cutting-edge scientific discovery and technological innovation.

The **United States Army Special Operations Command** mans, trains, equips, educates, organizes, sustains and supports forces to conduct special operations across the full range of military operations.