As a one-person start up, ESRG quickly learned how to leverage the SBIR program and state resources to evolve its technologies and deliver innovative solutions to the U.S. Navy. Having received Phase I and Phase II DOD SBIR awards for its Shipboard Energy Conservation and Fuel Management Decision Tools, ESRG became one of the Navy’s premier data analytics providers, delivering data transparency and analytics to help the agency optimize fuel efficiency and performance. ESRG was able to accomplish this and outpace its competition by combining the core competencies of domain expertise and analytic space, as well as the operations and maintenance of marine vessels.

ESRG was awarded a $9 million contract by the Navy to provide Remote Monitoring & Diagnostics support services to the Naval Surface Warfare Center, Carderock Division (NSWCCD), Ship Systems Engineering Station (SSES), in Philadelphia, PA. ESRG’s team of software architects and developers provided architecture, design, development, testing, and project management support for NSWCCD’s various Machinery Health Monitoring Systems and technology programs. As a key component on the Navy’s Great Green Fleet, ESRG’s proprietary software and solutions caught the eye of Caterpillar, Inc., which acquired the small business in 2015 for an undisclosed amount.

During ESRG’s rise to success, the state of Virginia provided critical resources via the VALET program and Hampton Roads Economic Gardening program, which ESRG credits with granting valuable resources necessary to transition their product to the commercial market.

ESRG, which served as a data analytics provider for the U.S. Navy and other customers around the world, was acquired by Caterpillar, Inc. in 2015.

Used as a key tool on the U.S. Navy’s Great Green Fleet, ESRG’s proprietary software also monitored thousands of assets on vessels operating around the world, providing real-time prognostic recommendations to ship operators and owners.

ESRG was launched as a single-person consulting company in 2000. By 2013, the company transitioned to a successful commercial business with 25 employees.

Total DOD SBIR Investment: $1.6 million

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