



DWPA Western Hemisphere Maritime Opportunity Framework

Helping Companies Align with Emerging Security and Maritime Missions

Spring 2026



WHO THIS BRIEF IS FOR

This briefing is designed for technology companies, system integrators, and investors pursuing emerging maritime and national security opportunities across the Western Hemisphere.

Government organizations responsible for maritime security, border protection, and national defense are facing expanding mission demands across large geographic regions. At the same time, these organizations must operate with limited operational assets and constrained workforces.

As a result, agencies are increasingly seeking technologies that improve **situational awareness, decision speed, and operational coordination** across maritime environments.

Companies that succeed in this environment approach the market with **mission-aligned solutions**, not technology demonstrations.

This brief helps companies:

- Understand where maritime and security agencies are actively seeking new capabilities
- Identify mission areas where technology innovation is accelerating
- Align capabilities with operational security priorities
- Focus engagement on areas of real demand

*DWPA advisors help companies translate advanced technologies into **mission-aligned opportunities** across federal and allied security organizations.*

WHY THIS MATTERS NOW

Expanding Maritime Activity

Commercial shipping, energy transport, and fishing activity across the Western Hemisphere continue to increase, placing pressure on monitoring capabilities.

Growing Security Threats

Transnational criminal networks, illegal fishing operations, and illicit trafficking continue to exploit gaps in maritime awareness.

Operational Resource Constraints

Agencies are responsible for vast maritime regions with limited personnel and aging platforms.

These pressures are driving increased demand for technologies that:

- Monitor larger operational areas
- Detect risks earlier
- Integrate data across partners
- Automate analysis tasks

OPERATIONAL REALITY SNAPSHOTS

Gulf of Mexico — Dark Vessel Tracking

A patrol unit receives fragmented sensor inputs indicating irregular vessel movement in a known trafficking corridor. The vessel operates without AIS, requiring analysts to manually correlate radar and satellite data—delaying response.

Eastern Pacific — Illegal Fishing Activity

Clusters of vessels operate just outside sovereign boundaries. Limited behavioral analytics make it difficult to distinguish lawful from coordinated illegal activity until after the fact.

Caribbean — Port Security Pressure

A major port processes increasing cargo volumes while relying on manual screening processes, creating bottlenecks and increasing the risk of missed anomalies.

Southern Maritime Approaches

Small vessel activity increases across coastal zones, forcing operators to prioritize response decisions with incomplete situational awareness.

KEY MARITIME OPPORTUNITY AREAS

Technology investments are increasingly focused on operational areas with persistent capability gaps.

Opportunity Area	Representative Organizations	Emerging Applications
Maritime Domain Awareness	U.S. Coast Guard, SOUTHCOM partners, regional navies	Sensor fusion, anomaly detection, dark vessel identification
Border & Maritime Security	DHS, CBP, regional forces	Computer vision, intelligence triage, decision support
Port & Infrastructure Security	Port authorities, Coast Guard	Cargo risk analysis, infrastructure monitoring
Logistics & Supply Chain	DoW, commercial partners	Predictive logistics, vessel risk scoring
Fisheries Protection	NOAA, regional agencies	Vessel behavior analysis, illegal fishing detection

OPERATIONAL VIGNETTES

Maritime Domain Awareness	Border & Maritime Security	Port & Infrastructure Security	Maritime Logistics & Supply Chain	Fisheries Protection
A command center monitors thousands of vessels daily but cannot prioritize which behaviors indicate risk, forcing reliance on manual review.	An operator must decide in minutes whether to deploy limited assets based on incomplete intelligence feeds.	Port operators must identify anomalies across thousands of cargo movements without slowing throughput.	Planners must anticipate disruptions without realtime insight into vessel risk or infrastructure constraints.	Agencies must determine lawful vs illegal activity across vast areas with limited patrol coverage.

WHERE TECHNOLOGY IS ACTUALLY BREAKING DOWN

Across these mission areas, common operational gaps persist:

- Data exists but is not integrated in real time
- Analysts manually correlate information across systems
- Detection occurs after activity has already taken place
- Decisions rely on incomplete or delayed information
- Technology does not align with operator workflows



What This Looks Like in the Real World

Maritime Interdiction Decision

A command center receives multiple indicators of potential illicit activity:

- Delayed AIS data
- Partial radar tracks
- Fragmented intelligence reporting



The operator must decide whether to deploy limited assets.

Without integrated analysis and prioritization, the decision relies heavily on experience rather than data-driven confidence resulting in missed opportunities or inefficient deployment.

A COMMON PATTERN IN SUCCESSFUL TECHNOLOGY DEPLOYMENTS

Successful deployments align across key decision areas:

Decision Area	Key Question	Stakeholders	Winning Signal
Mission Impact	Does this improve operational outcomes?	Mission leadership	Measurable operational advantage
Platform Integration	Can it integrate with existing systems?	CIO, architects	Works within current environment
Trust & Security	Is it explainable and secure?	Security leadership	Defensible outputs
Acquisition Path	Can it be procured and sustained?	Acquisition teams	Clear contract pathway
Workforce Adoption	Can operators use it?	Operators, training leads	Embedded in workflows

In Practice

A maritime organization pilots a promising analytics tool. However:

- It cannot integrate with existing systems
- Operators are not trained
- No acquisition pathway exists

The capability never transitions to operations.

This pattern is common and avoidable.

WHAT THIS MEANS FOR INDUSTRY

Companies pursuing maritime and security opportunities should ask:

- Are we solving a real operational problem?
- Can we integrate into existing environments?
- Is there a viable acquisition path?
- Can operators actually use this?

Companies that answer these early are far more likely to move beyond pilots.

LOOKING AHEAD

Maritime and security organizations are not looking for more technology. They are looking for capabilities that operate in real environments and support real decisions.

Operational Reality

An operator does not need more data. They need:

- Earlier signals
- Clear prioritization
- Faster decisions

Technology providers who understand this distinction are far more likely to succeed.

ABOUT DEEP WATER POINT & ASSOCIATES

Deep Water Point & Associates helps companies navigate federal and allied markets.

Our advisors include former senior government leaders who help align innovation with **mission priorities, operational environments, and acquisition strategies.**

Capability	Description
Market Intelligence	Maritime and security insights
Strategic Positioning	Mission-aligned positioning
Agency Engagement	Stakeholder strategy
Partner Ecosystem	Teaming development
Readiness Assessment	Market readiness evaluation

Complimentary Opportunity Sanity Check

DWPA offers a short advisory session to assess alignment with emerging maritime opportunities.

Organizations benefit from understanding how mission, operations, acquisition, and workforce realities intersect.

Contact DWPA to schedule your complimentary discussion.
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