Electrosoft

www.electrosoft-inc.com

ELECTROSOFT 2023 YEAR IN REVIEW

2023 was a remarkable and dynamic year for Electrosoft, highlighted by a substantial 66% growth in annual revenue. Bolstering this milestone, we expanded our leadership team and workforce, welcoming a team of talented professionals dedicated to tackling the intricate challenges of today's defense and civilian agencies. Throughout the year, federal cybersecurity priorities – notably Zero Trust and Identity, Credential, and Access Management (ICAM) – were top of mind at customer organizations, industry conferences, and award ceremonies. Together, we achieved tremendous collaboration, innovation, and growth.

CUSTOMER ENGAGEMENT

4.4
Average CPARS Scores
4.4 out of 5.0

70
Customer Kudos
70 formal kudos received

46
2023 Contracts
46 active customer contracts

YEAR-OVER-YEAR GROWTH TRENDS

66%
Revenue Growth
66% increase in revenue

28%
Workforce Growth
28% increase in employees

EXPANDED GROWTH TEAM

Electrosoft expanded our leadership, hiring our first-ever Chief Corporate Development Officer as well as seasoned industry growth executives to support our customers – and the next steps in our growth journey.

GAVIN GREENE
Chief Corporate Development Officer
Click for Bio

MARK HOPKINS
Director of Business Development and Strategic Capture
Click for Bio

ANDREW CARR
Director, Business Development
Click for Bio

JEFF WILSON
Director, Business Development
Click for Bio

NEW AND RENEWED CUSTOMER CONTRACTS

We're proud that new customers selected Electrosoft to support their organizations – and that so many returning customers selected our team to continue or expand the work we are doing together to advance their federal IT and cybersecurity initiatives. Here is a sampling of our 2023 contract awards.

HHS | $400M BPA
Cybersecurity Support
Click for More Detail

NIST | $125M IDIQ
Cybersecurity & Privacy Support
Click for More Detail

BEP | $37.8M
Cybersecurity Support
Click for More Detail

DLA J6
IT Audit Support
Click for More Detail

DOC ITA
Cybersecurity Support
Click for More Detail

DLA | 2 Awards with KPMG
Business Transformation & G-Invoicing Support
Click for More Detail

INDUSTRY AWARDS AND RECOGNITION

In 2023, Electrosoft earned industry awards for leadership, growth, cybersecurity strength, cyber innovation, and technology excellence.

2 AST ASTORS Awards | Platinum
Best ICAM Lab
Best SOC
Click for More Detail

NVTC Cyber50 Award
Click for More Detail

NVTC Tech100 Award
Click for More Detail

WBJ Largest Cybersecurity Companies List
Click for More Detail

Washington Technology Fast 50 List
Click for More Detail

WBJ Largest Women-Owned Businesses List
Click for More Detail

THOUGHT LEADERSHIP RESOURCES

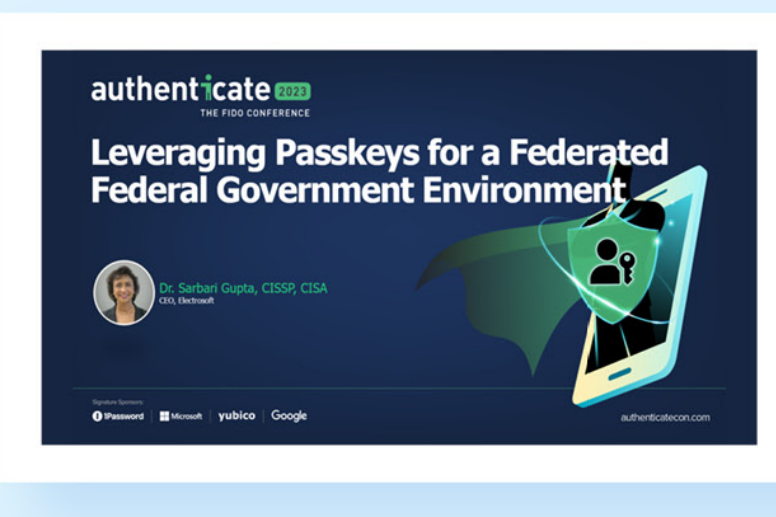
We truly believe that knowledge not shared is information lost. And that, together, we're better. At Electrosoft, we regularly deliver educational sessions, author thought leadership articles, and engage in conversations with government, industry, and academic leaders – all to help advance the cyber resilience of our country. Here are a few articles, presentations, and podcasts from 2023.
For more cybersecurity videos, white papers, articles, presentations, and other content assets, visit the Resources page of our website.

TechNetCyber
The Urgency of Action: Focused, Aligned and Ready
MAY 2-4, 2023 | BALTIMORE CONVENTION CENTER, BALTIMORE, MARYLAND
Theater 6
IDEA/Senior Cyber Leaders Panel: Moving Toward Zero Trust Cybersecurity Principles
Wednesday, May 3, 2023
1500 – 1600

AFCEA | TechNet Cyber | Senior Cyber Leaders Panel: Moving Toward Zero Trust Cybersecurity Principles
Click for Video Recap

ATARC Electrosoft
STREAMLINING SECURITY AUTHORIZATION THROUGH OSCAL AUTOMATION
June 1, 2023 | 1:30 PM - 2:30 PM ET

ATARC | Streamlining Security Authorization Through OSCAL Automation
Click for Video Recap



authenticate 2023
Leveraging Passkeys for a Federated Federal Government Environment

FIDO Authenticate 2023 | Leveraging Passkeys for a Federated Federal Government Environment
Click to View Presentation

GRC Outlook | Application Security Viewed Through the Lens of a Zero Trust Architecture
Click to Read Article

Electrosoft
Non-PKI Derived Credentials – Implementation Models
IdentityWeek America 2023
Walter E. Washington Convention Center
Washington, DC
October 4, 2023

Identity Week America 2023 | Non-PKI Derived Credentials – Implementation Models
Click to View Presentation

Washington Technology | WT 360 Podcast – People Are at the Center of All Cyber Dialogue
Click to Listen

COMMUNITY ENGAGEMENT AND SUPPORT

A culture of gratitude and generosity infuses many of our company and team activities. In 2023, we shared our time, talent, and treasures to support numerous charitable organizations that are making a difference in the communities where we live and work.

Ashiyanaa Organization
$2,500 sponsorship

Semper Fi & Americas Fund
Electrosoft Team raised over $1,500

SevaTruck Foundation
Team members helped prepare 350+ meals

The Arc of Northern Virginia
5th Year as Team Walk participants

Every month, Electrosoft donates $100 on behalf of an employee who selects the nonprofit. In 2023, these organizations received employee-directed donations. (One nonprofit was selected twice).

autism speaks · Bingo's Foundation · Children's National Hospital Foundation · Children's Hospital of Philadelphia · O'Fallon Search and Recovery Team · St. Joseph's Indian School · St. Jude Children's Research Hospital · Susan G. Komen · V Foundation · WT animal rescue · Wounded Warrior Project

EMPLOYEE ENGAGEMENT

We really do like each other and love what we do together, in and out of work. Throughout the year, we make a point to connect – both virtually and in person – for fun, celebration, and just the right amount of friendly competition!

Winter Holiday Celebrations

Halloween Pumpkin Carving Contest

Mini Golf Outing

Name that Song Virtual Competition

EVOLVING CHALLENGES, MEANINGFUL INNOVATIONS AHEAD

Identity management. Artificial intelligence and machine learning. Zero Trust. OSCAL. FIDO passkeys. And so much more! Though malicious actors continue to evolve their tactics, techniques, and procedures, the government cybersecurity community is advancing meaningful innovations that are making a difference. We're proud and honored to be part of it all, with you. Thank you for your support and collaboration for all that's ahead.

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