

# FAIRFAX COUNTY

## ECONOMIC DEVELOPMENT AUTHORITY

### Fairfax County, Virginia: The Premier Location for the Homeland Security IT Services and Defense Industry

More than 6,200 technology firms operate in Fairfax County. This, coupled with the county's proximity to U.S. defense and homeland security agencies and leading systems integrators, positions the area at the forefront with access to a wide range of resources for this sector.

Fairfax County-based companies won **\$39.8 billion in federal contracts in FY2010**, and two-thirds of that amount was with defense and homeland security agencies.

The opportunities for companies involved in homeland security and cybersecurity initiatives in the Fairfax/D.C. metro area are huge, whether in partnering with a government contractor or value added reseller (VAR) or by working directly with a U.S. federal agency.

More than 20 Israeli companies have a presence in Fairfax County and have a strong track record of growth here. These companies include Camero, Elbit, MATE, NICE, RADvision, RaySat, Skyline and Spacenet. The Fairfax County Economic Development Authority (FCEDA) has an outreach office in Tel Aviv and provides free and confidential services aimed at helping incoming Israeli firms to develop and grow their business network and share in the region's economic success.

Companies in Fairfax County involved in homeland security, cybersecurity and defense initiatives include:

- Accenture
- Booz Allen Hamilton
- CSC
- Cisco Systems
- Deloitte Federal Government
- Deltek
- General Dynamics
- L3
- Lockheed Martin
- ManTech International
- Northrop Grumman
- QinetiQ North America
- Science Applications International Corporation (SAIC)
- Serco
- SRA International
- Tata Communications
- Unisys
- VeriSign

Fairfax-based George Mason University is a National Center for Excellence in Information Assurance Education. The university also has a Center for Secure Information Systems, and its schools of Management and IT & Engineering have a unique focus on national defense programs designed to help military, government and corporate defense industry professionals meet the demands of the national-defense sector.

*The FCEDA promotes Fairfax County as a business and technology center and helps companies locate and expand in Fairfax County by offering services such as site location, business development assistance and connections with government agencies. In addition to its headquarters in Tysons Corner, the FCEDA maintains international marketing offices in the key technology markets of Bangalore, Frankfurt, London, Seoul and Tel Aviv.*

#### FCEDA Tel Aviv Office:

Yair Ephrati, Director, FCEDA Israel Office, and CEO, DS Apex Merger & Acquisitions Ltd., 23 Yehuda Halevi Street, 26th floor, Tel Aviv, Israel 65136, +972 3 516 7878 ext. 188 (assistant ext. 189), e-mail: [FairfaxIsrael@fceda.org](mailto:FairfaxIsrael@fceda.org)

#### FCEDA Headquarters:

Asher Kotz, Manager, FCEDA International Business Development – Israel & India, 8300 Boone Boulevard, Suite 450, Vienna, VA 22182 USA, +1-703-790-0600, e-mail: [akotz@fceda.org](mailto:akotz@fceda.org)

[www.fairfaxcountyeda.org](http://www.fairfaxcountyeda.org)