FAIRFAX COUNTY, VIRGINIA
Industry Profile: Cybersecurity

The Fairfax County Economic Development Authority works with businesses to identify resources, programs and sources of capital to grow and/or expand. This profile provides information on the regional resources to support cybersecurity firms, key customers/industry verticals and selected companies that operate here.

500+ CYBERSECURITY COMPANIES IN FAIRFAX COUNTY

KEY CUSTOMER AND INDUSTRY VERTICALS

REGIONAL CYBERSECURITY TALENT AND PIPELINE SNAPSHOT

115K+
D.C. METRO AREA CYBERSECURITY-RELATED WORKFORCE

$139K
MEDIAN WAGES

#1
STATE AND METRO AREA IN THE U.S. FOR INFORMATION SECURITY ANALYSTS

46.5%
GROWTH RATE INFORMATION SECURITY ANALYSTS IN NORTHERN VIRGINIA (2018-2028)

$2B
COMMONWEALTH OF VIRGINIA TECH TALENT INVESTMENT PROGRAM

13K+
COMPUTER SCIENCE/CYBER-RELATED COLLEGE AND UNIVERSITY DEGREES AWARDED REGIONALLY (2020-2021 ACADEMIC YEAR)

22
NATIONAL CENTERS OF ACADEMIC EXCELLENCE IN CYBERSECURITY

SOURCES: BLS/OCCUPATIONAL EMPLOYMENT SURVEY, JOBSEQ, VIRGINIA EMPLOYMENT COMMISSION–NOVA LONG-TERM GROWTH PROJECTIONS, FCEDA

continued >
CYBER SECURITY INDUSTRY CLUSTER - KEY RESOURCES

CYBER NETWORKING AND SUPPORT
1 Commonwealth Cyber Initiative (Northern Virginia Node)
2 Fairfax County Economic Development Authority
3 Information Systems Security Association
4 MACH 37
5 Northern Virginia Technology Council
6 Smart City Works
7 Virginia Economic Development Partnership (NOVA Office)
8 Virginia Innovation Partnership Corporation (VIPC)

GOVERNMENT AGENCIES
9 Central Intelligence Agency
10 Cybersecurity and Infrastructure Security Agency
11 Department of Defense - Pentagon
12 Department of Homeland Security
13 Federal Bureau of Investigation
14 National Institute of Standards and Technology
15 National Security Agency
16 U.S. Secret Service

EDUCATION
17 American Public University System
18 American University
19 Bowie State University
20 Capitol Technology University
21 Career Technical Institute
22 Catholic University
23 College of Southern Maryland
24 Columbia College
25 DeVry University
26 ECPI University
27 Fairfax University of America
28 Frederick Community College
29 Gallaudet University
30 George Mason University
31 Georgetown University
32 Germanna Community College
33 Hood College
34 Howard University
35 iGlobal University
36 Marymount University
37 Montgomery College
38 Mount St. Mary’s College
39 Northern Virginia Community College
40 Prince George’s Community College
41 SANS Technology Institute
42 Shepherd University
43 Strayer University
44 The George Washington University
45 University of District of Columbia
46 University of Management and Technology
47 University of Maryland College Park
48 University of Maryland Global Campus
49 University of Virginia
50 University of the Potomac
51 Virginia Tech
52 Washington Adventist
## Cybersecurity Industry Cluster (Selected Companies)

### Full-Spectrum Cyber Services
- Booz Allen Hamilton
- General Dynamics Information Technology
- carahsoft
- Deloitte
- Leidos
- Northrop Grumman

### Secure Remote Workforce
- AVANAN (A Check Point Company)
- RSA Security
- ID.me
- IDEMIA
- Microsoft
- Trellix

### Cloud, Data and App Security
- Amazon Web Services
- Akamai
- Fortinet
- Guidepoint Security
- NS2
- Ntiva

### Assets, IOT, Mobile Security
- ARMIS
- ForeScout
- OPTIV
- Ridgeline International
- NowSecure
- Novetta

### Network Visibility and Control
- Blue Ridge Networks
- Merlin
- Cisco
- Iron Bow Technologies
- Evolver
- Palo Alto Networks

### Threat Analysis/Risk Management
- 22nd Century Technologies, Inc.
- AMPCUS
- Easy Dynamics
- Epigen
- Expel
- Splunk
- ShorePoint

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*continued*
“Armis Security has chosen Reston, in Fairfax County, as our second global R&D site; we see Northern Virginia is a top tech hub in the U.S. and with a great source of talent. Moreover, we benefit from the direct flight service from Washington Dulles International Airport to Tel Aviv, and the convenient time zone different to work with our team in Israel.”

Barak Ben Rachel
General Manager
U.S. R&D Center, Armis Security

“Our location in Fairfax County and the Reston Technology Corridor enables us to tap into a community of experienced IT professionals and thought leaders in cyber operations and defense fields. The available talent pool positions us to provide innovative solutions and tangible results for our federal, SLED, and commercial customers.”

Eva Markowitz
Senior Vice President, HR
Evolver, a Converged Security Solutions Company

RECENT CYBERSECURITY COMPANY GROWTH

CAPITAL INVESTMENT

<table>
<thead>
<tr>
<th>Company</th>
<th>Product/Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corsha</td>
<td>Cloud Based Authentication</td>
</tr>
<tr>
<td>Cybermonic</td>
<td>Cybersecurity SaaS/Analytics</td>
</tr>
<tr>
<td>Cybersheath</td>
<td>Managed Security Services – Cyber</td>
</tr>
<tr>
<td>Expel</td>
<td>Managed Security Services – Cyber</td>
</tr>
<tr>
<td>Karambit.AI</td>
<td>Software Supply Chain Analytics/AI</td>
</tr>
<tr>
<td>Onclave Networks</td>
<td>IoT Security</td>
</tr>
<tr>
<td>Rimstorm</td>
<td>Managed Security Services – Cyber</td>
</tr>
<tr>
<td>Threat Blocker</td>
<td>Network Security</td>
</tr>
<tr>
<td>Tidal Cyber</td>
<td>Cyber Threat Profiling</td>
</tr>
</tbody>
</table>

*unicorn valuation

JOBS AND/OR SPACE EXPANSIONS

<table>
<thead>
<tr>
<th>Company</th>
<th>Product/Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>22nd Century Technologies</td>
<td>Security Threat Analysis/Risk Management</td>
</tr>
<tr>
<td>Ampcus Cyber Security</td>
<td>Cybersecurity Services/Risk Management</td>
</tr>
<tr>
<td>Armis Security*</td>
<td>Asset Visibility and Security</td>
</tr>
<tr>
<td>Easy Dynamics</td>
<td>Cybersecurity Services</td>
</tr>
<tr>
<td>Epigen Technology</td>
<td>Information Security &amp; Compliance</td>
</tr>
<tr>
<td>SAP NS2</td>
<td>Security Threat Analysis/Risk Management</td>
</tr>
</tbody>
</table>

SOURCE: PITCHBOOK AND FCEDA

NEED HELP FINDING TALENT?
FCEDA’S TALENT INITIATIVE IS A GREAT RESOURCE!
WORKINNORTHERNVIRGINIA.COM

FOR MORE INFO
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703-790-0600

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