

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



FEDERAL AGENCIES
(DEFENSE, CIVILIAN,
INTELLIGENCE)

FORTUNE
500

FORTUNE 500
COMPANIES



CORPORATE
HEADQUARTERS



SYSTEMS
INTEGRATORS,
IT SOLUTION
PROVIDERS



FINANCIAL
SERVICES
COMPANIES



6 MILLION+
CONSUMERS



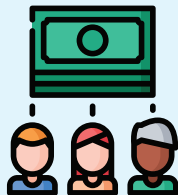
HEALTH CARE/
HEALTH IT

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+

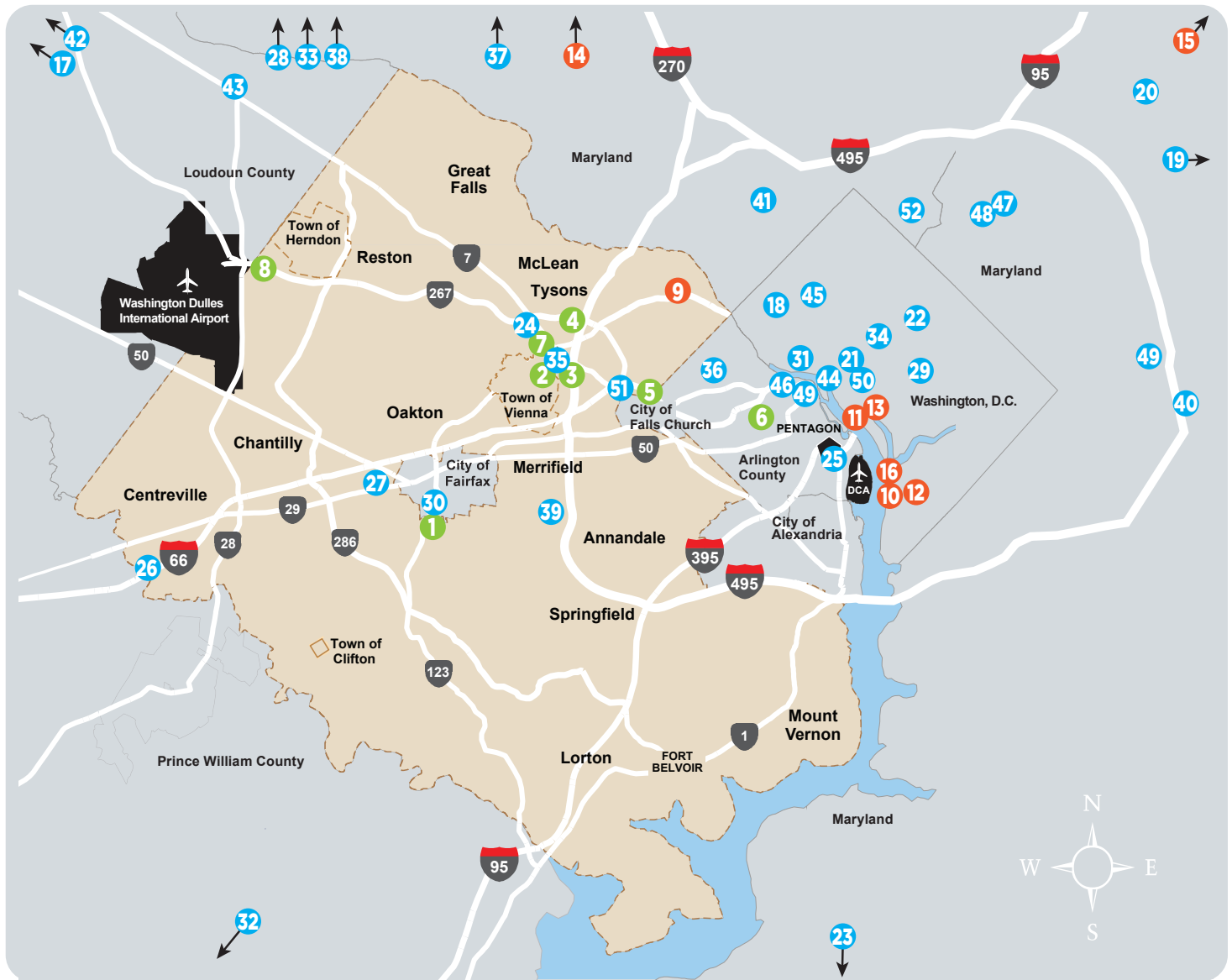
COMPUTER SCIENCE/CYBER-RELATED
COLLEGE AND UNIVERSITY DEGREES
AWARDED REGIONALLY
(2020-2021 ACADEMIC YEAR)



22

NATIONAL CENTERS OF
ACADEMIC EXCELLENCE
IN CYBERSECURITY

CYBERSECURITY 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 (VIPCO)

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


A Check Point Company

RSA
SECURITY™

ID.me

 **IDEMIA**



Microsoft

Trellix

CLOUD, DATA AND APP SECURITY

 **amazon**
web services

 **Akamai**

FORTINET

 **GUIDEPOINT
SECURITY**

NS2
SAP NATIONAL SECURITY SERVICES

 **Ntiva**
Managed IT & Cloud Services

ASSETS, IOT, MOBILE SECURITY

 **ARMIS**™


ForeScout™

 **RIDGELINE
INTERNATIONAL**

 **OPTIV**



NOVETTA



NowSecure

NETWORK VISIBILITY AND CONTROL

 **BLUERIDGE**
NETWORKS

merlin®

 **CISCO**™

IRON BOW®
TECHNOLOGIES

 **evolver**®
A Converged Security Solutions Company

 **paloalto**
NETWORKS®

THREAT ANALYSIS/ RISK MANAGEMENT

 **22nd Century Technologies, Inc.**
©2011 Level 1 | ISO 9001 | ISO 20000 | ISO 27001

AMPCUS
collaboration redefined

 **EASY DYNAMICS**



EPIGEN

expel™

splunk>

SHOREPOINT

“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

| | |
|------------------|------------------------------------|
| Corsha | Cloud Based Authentication |
| Cybermonic | Cybersecurity SaaS/Analytics |
| Cybersheath | Managed Security Services – Cyber |
| Expel | Managed Security Services – Cyber |
| Karambit.AI | Software Supply Chain Analytics/AI |
| Onclave Networks | IoT Security |
| Rimstorm | Managed Security Services – Cyber |
| Threat Blocker | Network Security |
| Tidal Cyber | Cyber Threat Profiling |

**unicorn valuation*

JOBS AND/OR SPACE EXPANSIONS

| | |
|---------------------------------------|--|
| 22 nd Century Technologies | Security Threat Analysis/Risk Management |
| Ampcus Cyber Security | Cybersecurity Services/Risk Management |
| Armis Security* | Asset Visibility and Security |
| Easy Dynamics | Cybersecurity Services |
| Epigen Technology | Information Security & Compliance |
| SAP NS2 | Security Threat Analysis/Risk Management |

SOURCE: PITCHBOOK AND FCEDA



NEED HELP FINDING TALENT?

FCEDA'S TALENT INITIATIVE IS A GREAT RESOURCE!

WORKINNORTHERNVIRGINIA.COM



FOR MORE INFO

ASHER KOTZ
akotz@fceda.org
703-790-0600



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY

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