

FAIRFAX COUNTY, VIRGINIA

Industry Profile: Government Contracting

The U.S. federal government is the world's largest buyer of goods and services – spending more than \$600 billion annually—with approximately one-quarter going to small businesses.

FAIRFAX COUNTY BY THE NUMBERS



LOCATION ADVANTAGES

**NEXT-DOOR ACCESS TO WASHINGTON, D.C.—
HEADQUARTERS OF U.S. FEDERAL GOVERNMENT**



**A VIBRANT BUSINESS-TO-GOVERNMENT SECTOR,
INCLUDING MAJOR PRIME, SMALL, DIVERSE AND
EMERGING CONTRACTORS**



**A BASE OF BUSINESS NETWORKS AND SERVICE
PROVIDERS WITH FEDERAL MARKET EXPERIENCE**



**A WORKFORCE WITH EXPERIENCE IN GOVERNMENT
SALES, CONTRACTING AND ENGINEERING EXPERTISE**

COVID SPENDING

**FAIRFAX COUNTY #1 IN COVID
CONTRACT SPENDING IN FY2020**

FY2020 CONTRACTS

\$4.7B*



*place of performance

TOP FEDERAL CONTRACTORS, FY2020 (\$ Billions/By Recipient—All Locations)

Contractor	Total Contracts
General Dynamics	\$25.5B
Northrop Grumman	\$14.4B
Leidos	\$8.6B
Booz Allen Hamilton	\$5.5B
SAIC	\$4.6B

TOP FEDERAL DEPARTMENTS, FY2020 (\$ Billions)

Department	Contract Awards in Fairfax County
Defense	\$15.3B
Homeland Security	\$2.4B
Health and Human Services	\$1.9B
General Services Administration	\$1.7B
Veterans Affairs	\$1.4B

CONTRACT AWARDS BY SET-ASIDE PROGRAM, FY2020 (\$ Billions)

Program	Contract Awards in Fairfax County
Small Business	\$9.5B
Minority-Owned	\$5.2B
Veteran-Owned	\$2.7B
Service-Disabled Veteran-Owned	\$2.1B
Woman-Owned	\$2.7B

FEDERAL CONTRACTING IN FAIRFAX COUNTY (FY20)

**CONTRACT
AWARDS
\$29.4B**

**DEFENSE AGENCIES
\$15.3 B**

**CIVILIAN AGENCIES
\$14.1 B**

44%
OF CONTRACTS
AWARDED IN
VIRGINIA

5%
OF ALL FEDERAL
PROCUREMENT
CONTRACTS

Source: USASpending.gov March 2021 (all tables and infographics)

continued >



**FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY**

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FAIRFAX COUNTY AND D.C. REGION GOVERNMENT CONTRACTING CLUSTER

FEDERAL AGENCIES

U.S. DEPARTMENT OF DEFENSE	GENERAL SERVICES ADMINISTRATION	U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES	U.S. DEPARTMENT OF HOMELAND SECURITY	U.S. DEPARTMENT OF THE INTERIOR
U.S. DEPARTMENT OF JUSTICE	U.S. DEPARTMENT OF STATE	U.S. DEPARTMENT OF TRANSPORTATION	U.S. DEPARTMENT OF THE TREASURY	U.S. DEPARTMENT OF VETERANS AFFAIRS

PRIME GOVERNMENT CONTRACTORS (SELECTED COMPANIES)

1901 Group
Amentum
 Accenture*
 Airbus Americas*
Alion Science and Technology
 Amazon Web Services
 BAE Systems*
Bechtel
Booz Allen Hamilton
 Capgemini*
Carahsoft Technology
 Cerner
 CGI*
 Elbit Systems of America*
General Dynamics
ICF International
immixGroup
 Inmarsat*
 Intelsat*
Leidos

Leonardo DRS*
ManTech International
MAXIMUS
The MITRE Corporation
Noblis
Northrop Grumman
 NTT DATA*
 Parsons
Peraton
SAIC
Salient CGRT
 SAP-NS2*
 Serco*
 Securitas*
 SES Government Solutions*
 Siemens*
 SICPA Holding*
 Skyline Software*
 Software AG*

MINORITY-, VETERAN-, WOMAN-OWNED CONTRACTORS

ActionNet
Alvarez
Ampcus
Favor TechConsulting
Four
Four Points Technology
Iron Bow Technologies
MicroTech
OBXtek
Octo Consulting
Pragmatics
RER Solutions
TAPE
Three Wire Systems
ThunderCat Technology
VAE
Zantech

*Foreign Owned

Companies in **boldface** have headquarters in Fairfax County.

PARTNERS



U.S. Small Business Administration



GOVERNMENT CONTRACTING EXPERTISE IN FAIRFAX COUNTY

- CYBERSECURITY
- ENGINEERING
- FACILITY MANAGEMENT
- INFORMATION TECHNOLOGY
- LINGUISTIC SERVICES
- MANAGEMENT CONSULTING
- PHYSICAL SECURITY
- RESEARCH & DEVELOPMENT
- SIMULATION
- SOFTWARE
- STRATEGIC PLANNING
- SYSTEMS INTEGRATION
- TECHNICAL CONSULTING