Electrosoft

2022
YEAR IN REVIEW

2022 was a banner year for Electrosoft. We made a strategic company acquisition, expanded our services to new and existing customers, and closed $65M in total contract awards to end the year with record-high revenue.

It is our honor to continue delivering innovative technology-based solutions that help federal organizations address evolving cybersecurity and operational challenges. We also enjoyed sharing thought leadership insights – all while staying connected to each other and the communities where we live and work.

CUSTOMER ENGAGEMENT

4.45

Out of 5 Average CPARS Ratings

★★★★★

97

Employees Received Client Kudos

39

Active Contracts in 2022

GROWING OUR COMPANY AND TEAM

Electrosoft expanded our cybersecurity capabilities and services with the strategic acquisition of Achilles Shield. We also hired 20-year industry human resources veteran, Michelle Geddes, as our HR Director – and continued our growth trajectory.

AchillesShield INC.

ACHILLES SHIELD
A Wholly Owned Subsidiary

GROWTH TRENDS 2021 - 2022

Workforce:
50% Increase

Revenue:
24% Growth

MICHELLE GEDDES
HR Director

NEW CONTRACTS AND AWARDS

CUSTOMER CONTRACTS

We're honored that so many new and returning customers selected our team to support their initiatives. Among other awards, Electrosoft was selected for:

STARS III:
GSA's $50B GWAC for IT Services

Bureau of Economic Analysis:
IT infrastructure support services

Defense Logistics Agency:
5 new contracts spanning audit readiness, enterprise applications and program office support

General Services Administration:
ICAM governance and testing

NIST:
2 new contracts spanning healthcare standards tools and PIV technical specifications

USTRANSCOM:
Cybersecurity support including DevSecOps and Zero Trust

INDUSTRY RECOGNITION AND CERTIFICATIONS

We're proud that Electrosoft successfully revalidated as operating at Capability Maturity Model Integration® (CMMI®) v2.0 Maturity Level 3 for both Services and Development. We also received industry recognition for demonstrating cybersecurity dedication, vision and innovation.

Capability Maturity Model Integration® v2.0
Successful Recertification for both Services and Development, at Maturity Level 3

NVTC Capital Cyber Awards 2022 Finalist
Northern Virginia Technology Council

AT ELECTROSOFT, WE LEARN THROUGH RESEARCH, EXPERIENCE AND THOUGHTFUL EXCHANGE OF IDEAS.

To share this knowledge – and to build upon it – we set aside time in 2022 to write, speak and facilitate a cybersecurity summit with government, industry and academic leaders.

Electrosoft NEWS

Technically | DC

- **WHAT WILL THE CYBERSECURITY INDUSTRY LOOK LIKE IN 2022?**

  Article includes a prediction of increased ransomware attacks, from Dr. Sarbari Gupta

- **HOW CAN YOU MAINTAIN GOOD CYBER HYGIENE? 5 LOCAL EXPERTS OFFER THEIR BEST TIPS**

  Dr. Sarbari Gupta urges vigilance to combat cyber villains

- **IN THE DMV, THE FUTURE OF CYBERSECURITY IS A PEOPLE PROBLEM**

  Dr. Sarbari Gupta emphasizes the value of engaging young women in the cybersecurity field

SIGNAL

More than a magazine: We're AFCEA.

- **MEET THE CHALLENGE OF ACHIEVING ZERO TRUST**

  Byline article from Dr. Sarbari

- **PRESIDENT'S COMMENTARY: A PROGRAMMATIC APPROACH TO ZERO-TRUST NIRVANA**

Gupta for AFCEA's magazine

Insights from Dr. Sarbari Gupta, a member of AFCEA's Zero Trust Strategies Subcommittee

Security Magazine

PROTECTING THE USER AS A HIGH-VALUE ASSET TO ACHIEVE A SAFER CYBER WORLD

Byline article proposing a shift in the cybersecurity paradigm, from Dr. Sarbari Gupta

Security Boulevard

CAN FIDO PASSKEYS AND ACCOUNTABILITY COEXIST?

Byline article explored the implications of making FIDO passkeys shareable, from Dr. Sarbari Gupta

Authority Magazine

WHAT WE MUST DO TO CREATE NATIONALLY SECURE AND RESILIENT SUPPLY CHAINS

Dr. Sarbari Gupta offers supply chain cybersecurity tips

PRESENTATIONS AND RESOURCES

HOSTED BY Electrosoft

VIRTUAL SUMMIT

WELCOME

Enterprise Security Operations Needs, Challenges, and Opportunities!

THURSDAY, MAY 19 - 10AM - NOON EDT

Electrosoft

ENTERPRISE SECURITY OPERATIONS NEEDS, CHALLENGES, AND OPPORTUNITIES

Kevin J. Thomas, Senior Vice President, panelist. Recording on Electrosoft website

ALUMNI ASSOCIATION
STAY FEARLESS
Join Today!
Renew
For Members
For Students
Stay Active / Stay Connected / Stay Informed / About Us

Maryland Made: A Female Perspective on Leading with Authenticity

University of Maryland Alumni Association

MARYLAND MADE: A FEMALE PERSPECTIVE ON LEADING WITH AUTHENTICITY

Dr. Sarbari Gupta shared insights as a panelist

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TECHNOLOGY REPORT: SECURITY OPERATIONS CENTER

Resource from Electrosoft Team

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THREE LIFE LESSONS TO PACK FOR YOUR PROFESSIONAL JOURNEY

Adapted from commencement address by Dr. Sarbari Gupta

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ARE YOUR AGENCY BOTS UP TO NO GOOD?

Article from Dr. Sarbari Gupta

YOUR PERSONAL FILES ARE ENCRYPTED
Make payment or private key will be destroyed in
12 Hours 01:34
YOUR PERSONAL FILES ARE ENCRYPTED

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TECHNOLOGY REPORT: MALWARE AND RANSOMWARE

Resource from Electrosoft Team

authenticate 2022
THE FIDO CONFERENCE
OCTOBER 17-19, 2022
SEATTLE, WA

Authenticate 2022

CASE STUDY: ENTERPRISE PIV-AUTHENTICATION SANS ACTIVE DIRECTORY!

Educational session and slides from Dr. Sarbari Gupta

COMMUNITY SUPPORT AND COMPANY EVENTS

COMMUNITY SUPPORT

For the Electrosoft Team, supporting the communities where we live and work is part of who we are. We regularly donate to charitable organizations selected by our workforce, we walk to raise money for worthy organizations, we host an annual fundraiser for a selected nonprofit – and we volunteer our time and talents to lift up those around us.

The Arc of Northern Virginia

4th year as Team Walk participants

Fisher House

Employee donation campaign raised $3,500

SevaTruck Foundation

$1,000+ donation

HERE IS A LIST OF OTHER ORGANIZATIONS ELECTROSOFT DONATED TO IN 2022

American Hiking Society
APBF American Pit Bull Foundation
Boys & Girls Clubs of Greater Washington
Little Sisters of the Poor St. Anne's Home
Make-A-Wish

malaria consortium
disease control, better health

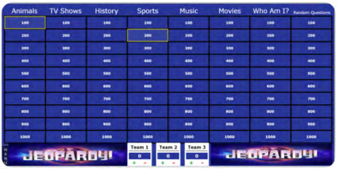
WFAE 90.7
CHARLOTTE'S NPR NEWS SOURCE

St. Jude Children's Research Hospital
Finding cures. Saving children.

TO WRITE LOVE ON HER ARMS.

WOUNDED WARRIOR PROJECT

Online Jeopardy



Animals	TV Shows	History	Sports	Music	Movies	Who Am I?	Random Questions
100	100	100	100	100	100	100	100
200	200	200	200	200	200	200	200
300	300	300	300	300	300	300	300
400	400	400	400	400	400	400	400
500	500	500	500	500	500	500	500
600	600	600	600	600	600	600	600
700	700	700	700	700	700	700	700
800	800	800	800	800	800	800	800
900	900	900	900	900	900	900	900
1000	1000	1000	1000	1000	1000	1000	1000

Bowling

#TEAM ELECTROSOFT FUN

Whether in person, virtual or hybrid, our team loves to gather for fun, celebration and friendly competition!

Emily as SCREAM

Halloween Party

FAMILY FEUD
0
0
TEAM 1
TEAM 2

Family Feud

CUSTOMER TESTIMONIALS/KUDOS

> We are grateful for your commitment to the safety of NSF staff and contractors, and for your foresight in providing excellent customer service within the scope of existing protocols.

> Thank you for the exceptional efforts of Electrosoft team members for their contributions to the completion of the Adobe Experience Manager standup.

National Science Foundation

Thank you for providing exceptional client service! Your team displayed responsiveness, patience, and a supportive attitude when assisting an employee with a PIV card renewal.

Federal Aviation Administration

Great work in achieving 100% on the DCMS … data call [and] the … FISMA metrics.

U.S. Department of Commerce International Trade Commission

I wanted to take a moment to extend my appreciation for the great customer service being provided by your team. Over the previous year, you have risen to all challenges presented during the COVID pandemic.
From quickly adapting during a significant staff shortage – compounded by new and unique challenges required during the pandemic to organizing and ensuring the continuation of employee safety and security services vital to the Agency.

National Science Foundation

Your disciplined changes, innovative implementation of modernized solutions, and increase and deliberate customer engagement have been notable over the past few years, especially through the pandemic.

Defense Logistics Agency

Electrosoft personnel are helpful and professional, with a desire to serve.

Federal Aviation Administration

Defense Logistics Agency

Thank you for your outstanding support in launching our first Directorate for Technology, Innovation and Partnerships.

National Science Foundation

You continue to be a valuable contributor to our audit successes. Thanks again for your support.

Defense Logistics Agency

Thanks to you, we were able to complete the task in half the time. Your thoroughness and attention to detail are much appreciated.

Defense Logistics Agency

Your help is always amazing. Always honored to work with you.

U.S. Army

We are most definitely one team here and making security work for our customers is part of making effective security. Just wanted to let you know how much I appreciate the effort you're putting into making things work.

Defense Logistics Agency

NEW CHALLENGES AND POSSIBILITIES AHEAD

It’s true that cybersecurity threats continue to evolve. So, too, does technology and best practices – which opens up tremendous possibilities for innovations that outsmart the bad actors.

As a team and a federal community, we remain committed, connected and energized to continue the collaboration for all that’s ahead. Thank you for your support and partnership as we move into 2023 (and beyond).