ELECTROSOFT

NEWSLETTER: Q1 2024

INTRODUCTION

Cyber resilience remains an urgent matter for federal agencies. Now, as artificial intelligence and generative AI are becoming widely adopted within and beyond the government, the intersection of AI and cybersecurity amplifies both the promise and the peril of the new technology. This development is the topic of conversation with multiple clients, industry partners, and others. So, several of our recently published thought leadership pieces touch on this evolving development.

We invite you to read those blogs—and to learn about recent contract awards, a promotion on our leadership team, new industry recognition, and customer voices, below.

CONTRACT AWARDS

Electrosoft Awarded Federal Contracts, Including Two Follow-On Contracts with DLA

For years, Electrosoft has provided sustainment, enhancement, and modernization services to the Defense Logistics Agency under the DLA J6 Enterprise Technology Services (JETS) contract. The work supports DLA's mission to develop, deliver, and sustain war-winning Combat Support Information Technology Solutions for the Department of Defense and the DLA enterprise.

In addition to other renewed and new contract awards in Q1, we were pleased and honored to win two follow-on contract awards with DLA.

Electrosoft Wins Prime Contract Recompete to Support

DLA IT Modernization

Electrosoft has been awarded a recompete contract award, the System Engineering IT Modernization Support Services contract, from the Defense Logistics Agency. Under a Contractor Team Arrangement, KPMG LLP and Electrosoft will continue delivering systems engineering and enterprise data strategy support for DLA's IT modernization and digital transformation initiatives.

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Electrosoft Earns Second Follow-On Contract for DLA EBS Program Management Office Support

The Defense Logistics Agency has awarded Electrosoft a follow-on prime contract to support DLA's Enterprise Business System (EBS) Program Management Office's modernization and sustainment programs. Building on modernization advancements achieved during the term of the previous contract, Electrosoft will continue to provide lifecycle program support for the agency's EBS portfolio.

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(Re) Introducing Electrosoft's First Chief Growth Officer

People really are the backbone of any organization and that's certainly true at Electrosoft. As a company, we are always delighted to recognize and promote team members and leaders who are making a difference.

In Q1, we were pleased to promote federal business development and growth executive Mark Hopkins to become our first Chief Growth Officer. He is steering the company's growth strategy, introducing government leaders to Electrosoft's cybersecurity solutions as the need for cyber resilience continues to grow.

“Electrosoft ended 2023 with a 60 percent increase in year-over-year revenue. As we continue on this trajectory, we are preparing our people and systems for our next stage of growth,” said Dr. Sarbari Gupta, CEO of Electrosoft. “Mark has already made a positive impact at Electrosoft and it is clear that he has the experience to support our approaching transition from a small business to the full and open market. We're delighted that he will lead our growth activities.”

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INDUSTRY RECOGNITION

Industry Recognition as a Government Technology Leader

It's always gratifying to be seen and valued for our place in the government market. In Q1, Electrosoft announced industry awards recognizing Electrosoft as one of the largest government technology contractors and our CEO for her enterprising leadership.

WBJ | 2024 Largest Government Technology Contractors in Greater Washington

Electrosoft has been recognized for its exceptional contributions to the federal technology sector by earning a coveted spot on the Washington Business Journal's 2024 Largest Government Technology Contractors in Greater Washington list. On the heels of a record-breaking year, the company is ranked #56 among the list of D.C.-area technology companies serving the federal government.

READ NEWS

2024 Enterprising Women of the Year

Enterprising Women Magazine honored Electrosoft's CEO, Dr. Sarbari Gupta, with the 2024 Enterprising Women of the Year Award, recognizing the world's top women entrepreneurs. To be selected, award winners must demonstrate that they have a fast-growing business, mentor or actively support women and girls in entrepreneurial endeavors, and stand out as leaders in their communities.

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Women in Technology | 2024 WIT Leadership Award (Finalist)

Women in Technology has selected Electrosoft's CEO, Dr. Sarbari Gupta, as a Small Business/ Entrepreneur finalist for the organization's 25th Annual WIT Leadership Awards. The annual awards program recognizes women entrepreneurs in Virginia who embody WIT values, exemplifying leadership, achievement, as well as mentorship, and community engagement.

"I am a big believer in women connecting with other women and girls to share wisdom and experience and I'm committed to doing the same for the next generation of entrepreneurs, leaders, and doers," said Dr. Gupta. "It's a delight to be recognized among this impressive pool of finalists for the WIT Leadership Awards."

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THOUGHT LEADERSHIP

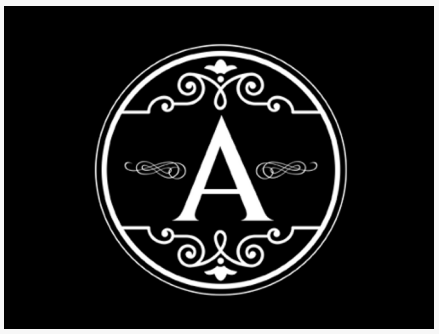
Thought Leadership: Entrepreneurship, Artificial Intelligence, and More

Electrosoft is committed to sharing knowledge and perspectives on industry trends and best practices. This quarter, we addressed some of the concerns and best practices related to the intersection of artificial intelligence and cybersecurity. Additionally, our team shared perspectives on entrepreneurship and the importance of keeping company values uppermost in employees' minds and making them a daily practice.

Authority Magazine | Five Things You Need to Thrive and Succeed as a Woman Founder

"Specifically for women, entrepreneurship offers the opportunity to apply the management skills developed across a lifetime and bring different values and perspectives to the workplace. It is vitally important that a diversity of voices contribute to and influence the business world. Plus, having more women founders will serve to inspire other women of this generation — and those to come — that anything is possible regardless of sex, race, or any other factor."

That's the lede from a recent interview with our CEO, Dr. Sarbari Gupta, who shared "Five Things You Need To Thrive and Succeed as a Woman Founder" with Authority Magazine's Doug Noll.



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Electroblog | Executive Order Promotes Responsible AI Use | Dr. Sarbari Gupta

On October 30, 2023, The White House released Executive Order 14110 on the Safe, Secure, and Trustworthy Development and Use of Artificial Intelligence, a long and long-awaited document. At over 100 pages, EO 14110 details actions and deadlines required of federal agencies to ensure AI is used responsibly within the federal government.

READ BLOG

Electroblog | The Artificial Intelligence Revolution is Here: Is Your Organization Ready? | Mike Smith

The rise of artificial intelligence (AI) presents many of the same issues associated with the introduction of PCs. Employees are finding ways to use AI to accomplish daily work tasks, and organizations are scrambling to develop policies governing its use at work.

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Electroblog | Generative AI Introduces New Privacy Risks: How Data Privacy Laws Can Help | Maureen Donohue

The technological advances of generative artificial intelligence (AI) bring tremendous benefits to organizations. They also raise significant privacy concerns. Thus, while we embrace AI's opportunities, we must keep in mind the potential dangers inherent in its use.

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Electroblog | Putting Customers First: Living Our Mission and Core Values – and Then Some | Mike Tillman

Every organization should possess both a mission statement and a set of core values to guide its direction. Our mission is "to deliver results that drive mission success for our customers. As a services company, we measure our success through the level of success we bring to our customers." Our five core values are: integrity, customer service, excellence, innovation, and respect.

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In Their Words: Customer Kudos

Customer service is a core value at Electrosoft, and nothing makes us prouder than to hear that our team is serving customers well. We are grateful to customers who share kudos for our team members.

"I wanted to thank you and the team for your continued support of our cyber efforts. The security ops team has been invaluable in their work to secure our environment and extremely willing to meet tasks at whatever moment the challenge presents itself."
– Department of Commerce International Trade Administration

"Electrosoft exemplifies our strong commitment to delighting customers and bringing excellence to all we do."
– Defense Logistics Agency

"For anyone who has never worked with Electrosoft, it is one of the most technical and professional 8(a) companies around. I've had the honor and privilege to work with the firm for almost 20 years on different topics and forms of engagement from writing to testing PIV cards to architecting crypto frameworks and more. In my opinion, Electrosoft is the best!"
– Department of Commerce

"Electrosoft Team, As always, outstanding execution…really appreciate your teamwork and dedication."
– National Science Foundation

For more from our customers, visit our website.