Electrosoft

www.electrosoft-inc.com

ELECTROSOFT 2024 YEAR IN REVIEW

2024 was a year of significant growth for Electrosoft, marked by a double-digit revenue increase, an expanded leadership team, and new contracts and customers. This success would not have been possible without the trust of our customers and the dedication of our talented team, and we are deeply grateful for their continued partnership and commitment.

As federal defense and civilian organizations continue to leverage technology to achieve mission goals, Electrosoft has remained at the forefront of innovation and service. We are proud to support our customers in addressing three key priorities: strengthening cyber resilience through Zero Trust Architecture and modern identity management practices, adopting automation as a digital accelerator, and implementing governance that drives compliance and efficiency across the enterprise.

Our award-winning year also brought industry recognition for our growth, leadership, workplace culture, technology, and cybersecurity excellence. Keep reading to see highlights of the Q4 2024 and full-year milestones we've achieved together.

GROWTH MOMENTUM

22%
Double-Digit Revenue Growth
22% increase in revenue

7%
Growing Workforce
7% increase in headcount

CUSTOMER ENGAGEMENT

175
Customer Kudos
175 formal kudos received

4.0
CPARS Scores Average
4.0 out of 5.0

47
2024 Contracts
47 active customer contracts

Hear what our customers are saying, on our Client Kudos page.

NEW LEADERSHIP FOR STRATEGIC GROWTH

In 2024, we welcomed four key executives to our leadership team who are already making a big impact. Their experience and leadership continue to drive our growth, enhance our defense programs, and strengthen our business development efforts.

R. MARK HOPKINS
Chief Growth Officer
Click for Bio

JASON BALLAH
Vice President of DOD Programs
Click for Bio

ERIC WHITE
Director, Business Development and Capture
Click for Bio

RYAN FORD
Director, Business Development and Capture
Click for Bio

2024 CONTRACT AWARDS: NEW OPPORTUNITIES, CONTINUED PARTNERSHIPS

Electrosoft continues to expand its footprint in federal IT and cybersecurity, securing a series of new contracts while renewing and expanding relationships with trusted customers and partners. We are proud to have earned places on the Defense Logistics Agency (DLA) JETS 2.0 and OASIS+ contract programs – and to have successfully won all recompete bids – further solidifying our reputation as a reliable partner in the industry.

We're especially pleased that the DLA awarded us a new contract for audit preparation support that augments the audit preparation support we have been providing through three other DLA contracts. Additionally, our team appreciates the opportunity to do important work for the National Institute of Standards and Technology (NIST), through existing and new contracts. Here are some of the key contracts we were awarded in 2024.

GSA | OASIS+
Awarded Unrestricted + 2 more IDIQs
Click for More Detail

DLA | JETS 2.0
$1 | 8b Multi-Award IDIQ
Click for More Detail

NIST | Multiple Awards
IoT Cybersecurity Services, Crypto Validation Program, Digital Identity Services and more...
Click for More Detail

DLA | IT Audit and Internal Control Testing
Click for More Detail

100% Recompete Wins + Expanded Services
NSF, DLA, USTRANSCOM and more...
Click for More Detail

INDUSTRY AWARDS AND RECOGNITION

In 2024, Electrosoft earned industry awards for leadership, growth, cybersecurity expertise, and technology excellence. Below are some highlights from the year.

Enterprising Women Magazine | 2024 Enterprising Women of the Year
Click for More Detail

NVTC | Tech100
Click for More Detail

Washington Technology | Fast 50
Click for More Detail

WBJ | Largest Cybersecurity Companies in Greater Washington
Click for More Detail

Washington Post | Top Workplaces 2024
Click for More Detail

Women in Technology | 2024 WIT Leadership Award
Click for More Detail

EXPLORE ALL AWARDS

INSIGHTS AND EXPERTISE: 2024 HIGHLIGHTS

In 2024, Electrosoft demonstrated its commitment to advancing government IT and cybersecurity through active thought leadership. Our experts shared their knowledge as speakers at prominent industry events and contributed educational articles and white papers, addressing critical topics such as Zero Trust Architecture, identity management, and the role of AI/ML in cybersecurity.

ATARC | Challenges and Approaches: Improving Federal IT Audit Readiness and Outcomes
Tony Myers-Burton
Click for Video Recap

ATARC Federal Zero Trust Summit | Using Architecture and Process Mapping to Develop Zero Trust Solutions
Roy (Reese) Shirley
Click to View Presentation

Cybersecurity TV | Dr. Sarbari Gupta on Federal Cybersecurity
Click for Video Recap

Identity Week America 2024 | Digital Authentication – Mobile Platforms to the Rescue!
Dr. Sarbari Gupta
Click to View Presentation

Identity Week America 2024 | ICAM and Segregation of Duties – An Interwoven Journey
Mythili Arun
Click to View Presentation

Cyber Defense Magazine | NextGen Identity Management
Dr. Sarbari Gupta
Click to Read Article

FIDO Authenticate 2024 | A Shared Services Model to Promote Rapid FIDO2 Adoption
Dr. Sarbari Gupta
Click to View Presentation

White Paper | Using AI to Defeat Cybercriminals
Dr. Nnamdi Orsia
Click to Read Article

DISCOVER MORE RESOURCES

GIVING BACK: A YEAR OF IMPACT

Gratitude and generosity are central to our culture, inspiring our team to share their time, talent, and treasure to support charitable organizations that are driving positive change in the communities where we live and work. In addition to team activities and company match campaigns, we contributed $100 each month through our employee-directed donations to nonprofits they choose, amplifying causes close to their hearts.

The Arc of Northern Virginia
Annual Team Walk

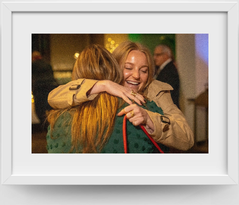
9/11 Day of Service
DC Mall Park

SevaTruck Foundation
$5,000 Donation

Hope for the Warriors
Employer Match Campaign

BUILDING CONNECTIONS THAT MATTER

We believe the best work happens when teams feel connected, supported, and inspired. In 2024, we created opportunities to come together—virtually and in person—for celebrations, team-building activities, and just-for-fun events. From lighthearted competitions to meaningful celebrations, our shared experiences keep our workplace vibrant and engaging.



For more about what it's like to work here, check the TeamSpeak page on our website.

LOOKING AHEAD: EMBRACING INNOVATION, ADVANCING MISSIONS

Whether it's adopting cutting-edge solutions like Zero Trust, AI, and FIDO2 passkeys or advancing governance and compliance, we're grateful to stand alongside our customers in strengthening their operations and missions. Thank you for your continued trust and partnership as we look ahead to another impactful year together.