ELECTROSOFT
NEWSLETTER: Q1 2025

INTRODUCTION

As we close the first quarter of 2025, our commitment to strengthening federal cybersecurity remains steadfast. This quarter, we've taken strategic steps to enhance our impact, including the formation of a Board of Advisors to help guide our long-term vision and the launch of our Technology and Innovation Directorate to drive cutting-edge solutions for government partners. These initiatives position us to better support evolving federal cyber priorities while fostering collaboration and innovation.

Alongside these efforts, our leaders have shared insights on key cybersecurity topics, from IT audit readiness to Zero Trust principles. We continue to engage in critical industry conversations and deliver thought leadership that supports mission success. Read on for highlights from Q1.

SHAPING THE FUTURE OF CYBERSECURITY

Innovation and progress don't happen by standing still — or standing alone. In Q1, we took bold steps forward, engaging with industry leaders and bringing together bright minds to collaborate, learn, and grow.

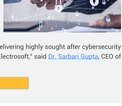
Electrosoft Unveils Prestigious Board of Advisors to Guide Strategic Vision

Electrosoft appointed three seasoned executives to its newly established Board of Advisors. The Board will support Electrosoft's mission to provide services and solutions to help federal organizations achieve success. The purpose of the Board is to utilize the appointed advisors' extensive knowledge and expertise to influence corporate decisions initiatives. Electrosoft will also leverage the Board's strategic guidance to enter new markets.

"The Board of Advisors is important to the company right now because we are starting to transition into new markets, so having a collective sounding board to influence corporate decision-making is crucial. The Board will be a valuable resource for Electrosoft to bounce ideas off and it brings together an outside group of subject-matter experts who can provide unbiased advice," said Dr. Sarbari Gupta, CEO of Electrosoft.

MEET THE BOARD MEMBERS

Electrosoft Launches Technology and Innovation Directorate to Advance Federal Cybersecurity



Electrosoft launched its Technology and Innovation Directorate. This new initiative will focus on identifying innovation opportunities and transforming the company's technologies and processes into unique offerings that advance mission security and efficiency for federal customers.

"Electrosoft has vast experience in federal cybersecurity, helping defense and civilian agencies strengthen their cyber resilience," said Dr. Sarbari Gupta, CEO of Electrosoft. "The Technology and Innovation Directorate builds on that foundation by driving the adoption of emerging technologies — including artificial intelligence — to enhance our solutions and deliver optimized outcomes for our customers."

To lead the Directorate, Electrosoft has hired Scott Wilson as director of technology and innovation.

CONTINUE READING

SUPPORTING FEDERAL CYBER AND SUPPLY CHAIN MISSIONS

Building on our strong customer relationships and track record of success, Electrosoft secured multiple contract awards in Q1 2025 — including a spot on a new enterprise cybersecurity BPA and our first task order on a new IDIQ.

Electrosoft Announces Major Win of $20 Billion BPA to Support the U.S. Treasury and its Mission

Electrosoft is one of 10 companies selected to provide cybersecurity support for the U.S. Department of Treasury under a $20 billion BPA contract. The company will service the Department, Bureaus and its related offices for an eight-year period beginning January 2025 to January 2033.

"We are thrilled to support the Treasury and its mission to maintain security operations that are vital to protect the nation's financial infrastructure. We are eager to support the Treasury Department's requirements by delivering highly sought after cybersecurity solutions and access to our highly skilled experts at Electrosoft," said Dr. Sarbari Gupta, CEO of Electrosoft.

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Electrosoft Secures First JETS 2.0 Award as DLA Extends Supply Chain Management Application Support

The Defense Logistics Agency has awarded Electrosoft its first Task Order under the new JETS 2.0 IDIQ, a follow-on to continue application sustainment support services for DLA's Center of Parts Activity, or CDPA, supply chain management application. CDPA integrates data from both the Air Force and DLA to create a comprehensive supply chain management hub, providing centralized information for DLA's industrial support activity locations. Under the five-year order, which has a one-year base period and four option years, Electrosoft will continue providing application sustainment, supply chain, and audit readiness support services to support the CDPA application and its user base.

"DLA's supply chain management is the model of efficiency and a key to the readiness and effectiveness of the U.S. military. We're proud to continue enhancing CDPA to bolster the agency's supply chain resilience," said Mike Tillman, COO of Electrosoft. "Electrosoft has been supporting DLA since 2017, and we are grateful for the opportunity to continue supporting DLA through the JETS 2.0 IDIQ."

KEEP READING

SHARING INSIGHTS AND EXPERTISE

At Electrosoft, we're committed to engaging with the federal business and technology community — sharing knowledge, insights, and best practices. Check out these recent articles featuring our leaders.

Electrosoft CEO Dr. Sarbari Gupta Shares Cybersecurity and Leadership Insights in citybiz Q&A

A new citybiz article, "Q&A with Dr. Sarbari Gupta, Founder and CEO of Electrosoft," spans Gupta's entrepreneurial start, federal cybersecurity challenges and priorities, and plans for Electrosoft's future. The article captures insights, reflections, and advice to other business leaders.

"In 2001, I founded Electrosoft as a federal technology services firm — and quickly had to learn about running a business, which is much more than being a subject matter expert," reflected Gupta. "Today, Electrosoft is a fast-growing $55 million company delivering mature, innovative technology-based services and solutions to power critical federal IT programs and keep our nation safe from cybersecurity attacks."

LEARN MORE

Electrosoft's Cecil Dildine Shares Playbook for Federal IT Audit Readiness in ExecutiveGov

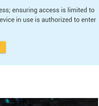
Our Senior Program Director, Cecil Dildine, is featured in ExecutiveGov, discussing strategies for mastering IT audit readiness. In "Mastering IT Audit Readiness: A Proactive Playbook for Federal Agencies," he touches on the evolution of IT audits and best practices for achieving proactive compliance. The article shares steps to prepare for the audits, address audit findings, and transition from reactive to ongoing compliance.

READ THE ARTICLE

RECOGNIZED GOVTECH LEADERSHIP

Electrosoft continues to earn recognition for its leadership, expertise, and growth. Here's one of our latest industry honors.

WBJ Ranks Electrosoft #66 Among the Largest GovTech Companies in DC Area



In its annual rankings, the Washington Business Journal listed Electrosoft as one of the largest government technology contractors in the greater Washington, D.C. area. Out of 97 companies, Electrosoft was ranked #66.

"Electrosoft is honored to be recognized by the Washington Business Journal, alongside other leaders in the technology sector serving federal agencies," said Dr. Sarbari Gupta, CEO of Electrosoft. "This achievement is a testament to the dedication and expertise of our talented team, as well as the continued trust of our partners and customers."

SEE MORE

PERSPECTIVES AND BEST PRACTICES

Our team regularly shares insights and expertise through Electroblogs. Here are three recent posts. Ready for more? Explore all Electroblogs.

Answering the "So What" Question

In this blog, Electrosoft's Francisco Jauregui shares, "It wasn't until a customer told me he also needed an answer to the 'so what' question that I reconsidered my reporting approach. The customer explained that it isn't enough to report that the team had performed ABC task. We must explain why it matters that we did ABC task. Further, our explanation needs to be succinct and expressed in terms so simple that his grandmother could understand it. He affectionately called it the 'grandma task' as a shorthand reference."

READ THE FULL BLOG

Zero Trust – The Principle of Least Privilege

Electrosoft's Cecil Dildine shares this blog, calling out the principle of least privilege (POLP) as a base concept of the Zero Trust (ZT) security model, operating on the premise of "never trust, always verify."

Relative to ZT, POLP limits user access to only that information absolutely needed to perform job functions. It thus helps reduce the potential harm from unauthorized access. ZT-secured systems rely on POLP controls in scenarios where they are: evaluating access requests to determine whether to grant access; ensuring access is limited to the "need to know" specific data; and assessing whether the device in use is authorized to enter a network and/or connect to a database.

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Traveling the Zero Trust Path

A recent Electrosoft-ATARC survey indicated that 70% to 80% of respondents are not yet implementing Zero Trust initiatives. They are still forming, storming, and norming. This statistic reflects the fact that Zero Trust requirements are both complex and comprehensive. They cross many technologies and require extensive testing to understand how data is used, stored, accessed, transmitted, and secured.

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