ELECTROSOFT
NEWSLETTER: Q3 2025

INTRODUCTION

Electrosoft's commitment to advancing cybersecurity and IT services for federal agencies remained our focus in Q3 2025. It was an exciting quarter for new government contracts, including a new contract from the National Institute of Standards and Technology (NIST) to support the evolution of the Cybersecurity Framework (CSF) 2.0 and enhance resources for risk management.

At the same time, our experts continued to lead conversations across the industry — sharing insights on the role of artificial intelligence in federal cyber defense, from enhancing SOC analyst capabilities to addressing emerging threats. And Electrosoft was recognized among the fastest-growing firms in our industry. Together with new thought leadership blogs, Q3 2025 underscored our continued growth, expertise, and purpose-driven impact. Read on for highlights.

SUPPORTING NEXT-GEN CYBER RISK MANAGEMENT

We're honored that new federal customers have selected us to support their cyber risk management initiatives — and that existing customers, like NIST, expanded their work with our team in Q3. As of the time of this writing, we haven't shared all of our major Q3 contract news. We're proud to highlight this one!

NIST Engages Electrosoft to Advance CSF 2.0 and Risk Management Resources

Electrosoft was awarded a prime task order under the National Institute of Standards and Technology (NIST) CAPSS IDIQ to deliver technical services in support of NIST's Cybersecurity Framework (CSF) and Risk Management Program.

The contract expands Electrosoft's long-standing partnership with NIST and comes as current efforts around CSF 2.0 focus on providing resources to help organizations implement the framework. Under the task order, we will deliver a range of services, including:

- Cybersecurity Framework Development and Support
- Privacy and Risk Management Program Technical Services
- Subject Matter Expertise

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SHARING CYBERSECURITY INSIGHTS AND EXPERTISE

Across federal podcasts, spotlight articles, educational presentations, and case studies, our team is engaging in conversations and sharing expertise in the areas of AI, cybersecurity, and identity management.

AI vs. Cyber Threats: Electrosoft CEO Shares Expert Insights on the Federal Drive

"Cybersecurity threats aren't going away, and with AI, they're even more and more insidious." That insight from our CEO, Dr. Sarbari Gupta, on an episode of The Federal Drive with Terry Gerton. She joined Gerton to discuss the promise and pitfalls of using artificial intelligence to defend against today's rapidly evolving cyber threats.

Dr. Gupta explained why federal agencies must approach AI adoption with both urgency and caution.

LISTEN IN

Electrosoft Experts Share Federal Identity and Zero Trust Insights at Identity Week America

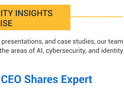
Identity security is at the core of Zero Trust. For Identity Week America 2025, we were proud to share expertise on advancing trust and security in federal identity. Two of our experts delivered presentations at the annual event:

Advancing Zero Trust in Federal ICAM: From Static MFA to Continuous Authentication

Dr. Nnamdi Osia, ICAM SME

Advancing Trust in Federal Identity: The FIPS 201 PACS Lab

Nick Kalargyros, PACS Lab Manager



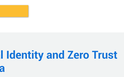
LEARN MORE

VIEW DR. OSIA'S PRESENTATION

The Cyber Guild Profiles Electrosoft CEO Dr. Sarbari Gupta in "Spotlight" Series

The Cyber Guild's "See It To Be It Spotlight" series showcases influential voices shaping the future of cybersecurity. Electrosoft's Dr. Sarbari Gupta was recently profiled, sharing her journey from Kolkata, India, where her love of math and science inspired her to pursue engineering, to launching Electrosoft in 2001. She discussed her cyber mindset, the skills that helped her make the transition to the field, and the people who most influenced her career.

The quote that guides her? "Nothing happens by accident."

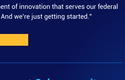


READ THE FEATURE

Case Study: PACS Lab Establishes Evaluation Requirements and Approves First Facial Authentication Reader for Federal Use

A contractor approached the PACS lab requesting that a facial reader, which could be used alone or with the firm's PACS solutions, be approved for federal use. As electronic facial authentication via a facial reader is a new technology, no established method for evaluating PIV facial authentication readers existed.

So, the Electrosoft team developed new test cases to evaluate the solution thoroughly, leading to the PACS lab approving the first facial authentication reader for federal government procurement and adding it to the APL.



DISCOVER HOW

EARNING INDUSTRY RECOGNITION

Consistency and innovation. At first glance, they may seem at odds — but together, they're the driving forces behind sustained growth in the federal technology and cybersecurity community we share. Below are three awards we earned in Q3 2025. See the full list of our awards and recognitions on our website.

Inc. | Inc. 5000 List of Fastest-Growing Private Companies

2025 marked Electrosoft's 10th appearance on the prestigious Inc. 5000 list of the fastest-growing private companies in America! The recognition is based on each company's percentage of revenue growth from 2021 to 2024 and reflects Electrosoft's double-digit revenue growth over the past three years.

We're proud to be named to this list again and recognize that the honor is fueled by federal customer demand for cybersecurity and IT solutions that reduce risk and improve mission outcomes.

EXPLORE THE LIST

Washington Business Journal | Fastest Growing Companies

Electrosoft has been recognized as one of the 75 Fastest Growing Companies in the Greater Washington area, by the Washington Business Journal. 2025 marks the fifth year the company has earned a spot on the prestigious list — a reflection of sustained growth, strong customer trust, and a dedicated, innovative team.

"Electrosoft's growth isn't just about numbers; it's about the value we deliver to our customers and the trust they place in us to advance their missions," said Dr. Sarbari Gupta, CEO of Electrosoft. "We've built a customer-focused environment of innovation that serves our federal defense and civilian partners while fueling our growth. And we're just getting started."

READ ON

Washington Business Journal | Largest Cybersecurity Companies

Electrosoft has been named one of the Washington Business Journal's largest cybersecurity companies in the Greater Washington region, based on 2024 metro-area revenue.

"Cybersecurity resilience has become a national priority and federal agencies continue to face increasingly complex threats," said Dr. Sarbari Gupta, CEO of Electrosoft. "Being included on this list once again reflects not only the demand for federal cybersecurity services but also the deep expertise and dedication of our team."

This marks the sixth year that the company has earned a place on the annual list, underscoring the firm's consistent presence in the region's competitive cybersecurity market.

LEARN MORE

SHARING PERSPECTIVES

From Zero Trust to ISO Standards to User Stories, our team members shared their insights and perspectives in new blogs. To see more, explore all Electroblogs.

Zero Trust Is Essential for SoD and ICAM

Zero Trust is a foundational strategy for reducing risk in federal environments. This blog breaks down how Zero Trust strengthens Segregation of Duties (SoD) and Identity, Credential, and Access Management (ICAM) to protect against insider threats, credential compromise, and unauthorized access.

Discover how these principles work together to create a more resilient cyber defense.

DISCOVER NOW

The Power of ISO Standards at Electrosoft

ISO standards aren't just certificates on our wall. They're part of our DNA.

From improving quality and efficiency to strengthening cybersecurity and protecting the environment, these globally recognized frameworks shape how we work every day.

Our certifications — ISO 9001, ISO/IEC 20000, ISO/IEC 27001, and ISO 14001 — help us deliver exceptional results for our customers, provide a supportive environment for our employees, and operate responsibly for the future.

READ HOW

Creating a Successful User Story

A well-written user story is the foundation of success in the Agile Scrum process.

This blog breaks down what makes an effective user story — covering the Description, Acceptance Criteria, and why putting the user's perspective front and center is critical for delivering real value.

LEARN MORE

Thank you for your continued partnership. We're delighted to be advancing the cybersecurity resilience of the federal government and ensuring mission success, together.