

Electrosoft | Highlights of a Fabulous 2018!

What a Year We Had!

2018 was a year of Growth and Expansion. Our revenue increased by 42%, and major contract wins prompted us to scale operations to meet the growing demand for our services. We realigned our executive team, increased staffing levels by 40% and **opened an office in Maryland** to support a new customer. Ever-mindful of the need to **consistently deliver quality products and services**, we matured our internal processes and our Quality Management System (QMS) to obtain registration under the new **ISO 9001:2015** standard. We completed Year 3 (of 9) under the SBA 8(a) program and renewed our status as an **Economically Disadvantaged Woman Owned Small Business (EDWOSB)** firm!

LOGIC WILL GET
YOU FROM A TO B.
IMAGINATION
WILL TAKE YOU
EVERYWHERE.

— ALBERT EINSTEIN



Business Is Booming!

We continued our support to all of our long-term customers including the **Army, GSA, Treasury, NIST, USPTO, FAA** and others. In addition, we greatly increased our customer footprint at the Defense Logistics Agency (DLA) through five new task orders under the **DLA**

JETS IDIQ vehicle. We added the

International Trade Administration (ITA) to the growing number of Department of Commerce entities we serve with a **\$41 million IT information system security support contract**. NASA joined our customer list when we won a position on the **Programmatic and Institutional Knowledge Exchange Services (PIKES) IDIQ**. We won a **PIV implementation contract** with the U.S. Postal Service (USPS) Office of Inspector General (OIG). Last, but by no means least, we captured positions on the **U.S. Army ITES-3S IDIQ** (EZteq, LLC JV) and a new GSA IT Schedule 70 contract with **all four Highly Adaptive Cybersecurity Services (HACS)**. The former has a \$12.1 billion ceiling and a potential term of 9 years, while the latter could extend 20 years. Both offer limitless business opportunities in our specialty areas of cybersecurity and enterprise IT operations.

NO GREAT
DISCOVERY WAS
EVER MADE
WITHOUT A
BOLD GUESS.

— ISAAC NEWTON



Our Customers Are Happy!

We achieved an average Contractor Performance CPARS rating of 4.39 (5=Exceptional; 4=Very Good; 3=Satisfactory) out of 5 across **all** our contracts. Our growing collection of **customer kudos** is impressive!

GENIUS IS 1%
INSPIRATION
AND 99%
PERSPIRATION.

— THOMAS EDISON



We're Making News!

With 20+ media mentions in outlets from *Potomac Tech Wire* to the *Washington Business Journal*, we're proud that our accomplishments are making news. Two notable articles profiled president and CEO Sarbari Gupta: **"Meet Nine Women Founders Who Dominate Otherwise Male-Dominated Spheres"** and **"Lead the Field Literally Changed My Viewpoint on Life."**

We're Achieving Recognition!

Out of hundreds of entries, Sarbari Gupta was selected as one of five finalists for the **NOVA Chamber of Commerce/PSC 2018 GovCon Executive of the Year** award. The *Washington Business Journal* named Electrosoft to its 2018 list of **Largest Cybersecurity Companies in Greater D.C.**

THE IMPORTANT
THING IS
NOT TO STOP
QUESTIONING.

— ALBERT EINSTEIN



Thought Leadership Is Important!

With bylined and feature articles, blogs and conference presentations, we shared our knowledge and expertise widely: **Security Today, GCN, Security Boulevard, (ISC)2 Conference, NIST's 2018 Cybersecurity Risk Management Conference, LinkedIn** and our own **Electroblog**.

Serving Our Community Matters!

Implementing a **paid time off policy** for community service enabled our employees to make a difference in the community. Organizations that benefited included **Girls in Technology Mentor-Protégé Program**, Izaak Walton League, Habitat for Humanity, Habitat ReStore, **50+ Employment Expo** and Phillips Programs.

About Electrosoft – Electrosoft delivers a diversified set of technology-based solutions and services differentiated by thought leadership and innovation. Fueling the success of our Government customers since 2001 through outstanding value and trust, we couple our domain knowledge and experience with proven, mature management practices to deliver the right solutions on time and within budget. These practices include an ISO 9001:2015 registered Quality Management System (QMS) and Capability Maturity Model Integration (CMMI) Level 3 assessed processes. Headquartered in Reston, Virginia, Electrosoft is an 8(a) certified Small Disadvantaged Business (SDB) and an 8(m) certified Economically Disadvantaged Woman-Owned Small Business (EDWOSB).



Learn More
About Electrosoft

Thank you to our Customers and Partners for Making 2018 a Fabulous Year!