

WASHINGTON, DC

# SECURITY TECHNOLOGY

**DC, recently called “the Silicon Valley of cybersecurity,”** is leading the way in both cyber and physical access security, such as biometrics. Security tech in DC has already seen steady increases in both public and private sector demand. With a consistent increase in the amount of sensitive data being used in government and business functions, the growth of the Internet of Things, an uptick in high-profile data breaches, and the use of new IT systems in federal offices, DC’s security technology industry is poised for continued growth.

This sector includes firms that provide products, services and training across various areas:



Network  
security and risk  
management



Protection  
of data and  
physical assets



Security  
compliance



Identity and access  
management

(e.g. biometrics,  
smart cards, tokens,  
and authentication  
technologies)



Threat monitoring  
and detection

## WHY SECURITY TECHNOLOGY COMPANIES CHOOSE DC

- **High Customer Demand:** DC is close to many large customers with strong security technology needs. The federal information security market alone is expected to grow from \$7.8 billion in 2015 to \$10 billion in 2020.<sup>1</sup> Hospitals, large businesses, think tanks, financial institutions and other DC-based businesses have a demonstrated, strong demand for security technology.
- **Most Educated Workforce in America:** According to a 2016 U.S. Census Bureau community survey, DC is the most educated metropolitan area in the country. In addition to ample policy and national security expertise, DC has a tech-savvy workforce to support cyber and security technology ventures. Cushman & Wakefield ranked DC the #3 Tech City in America in 2017.<sup>2</sup>
- **Proximity to Policymakers:** With unparalleled proximity to federal policymakers, regulatory agencies and thought leaders, DC is an ideal place for companies seeking to influence policy and operate in regulated industries.
- **Culture of Entrepreneurship:** DC is home to many incubators and co-working spaces that support growing security technology companies such as 1776 and DCode42. The DC metro area also has several accelerators focused on security technology such as Mach37 and the Center for Innovative Technology.
- **Access to Emerging Technologies:** The District of Columbia sits at the center of the densest concentration of federally funded R&D in perhaps the entire world. Federal research labs are producing cutting-edge technologies for national security uses, but many of these inventions have broader potential applications. These labs are a rich source of potential new business opportunities for entrepreneurs seeking to expand their product offerings.

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## RESOURCES FOR SECURITY TECHNOLOGY COMPANIES

- DC Biz Cap programs (Department of Insurance, Securities and Banking)
- Qualified High Technology Company tax incentives (Office of the Chief Financial Officer)
- Procurement Technical Assistance Center (Department of Small and Local Business Development)
- Work Opportunity Tax Credit (WOTC), On the Job Training and Registered Apprenticeship Programs (Dept. of Employment Services)
- DC Fed Tech
- SBIR/STTR (Federal Government)
- More at incentives.dc.gov

The DC metro area had

# 27,246

cybersecurity job postings in 2015,  
far outpacing the next two markets

(New York @ 17,982 and Silicon Valley @ 13,869)<sup>3</sup>

Projected Growth of Federal Information Security Market from

# \$7.8 BILLION

in FY15 to

# \$10 BILLION

in FY20<sup>1</sup>

There are

# 350%



more cybersecurity pros in the Washington, DC area than the rest of the United States<sup>4</sup>



## DC Fed Tech

Free seminars and training programs help entrepreneurs get familiar with technologies emerging from federal research labs and build relationships with inventors, creating opportunities to develop new business ventures and IP.

<sup>1</sup> "Federal Information Security Market, 2015-2020". GovWin IQ from Deltek. October 2015.

<sup>2</sup> [www.cushmanwakefield.us/en/news/2017/06/cushman-wakefield-launches-inaugural-tech-cities-usreport/](http://www.cushmanwakefield.us/en/news/2017/06/cushman-wakefield-launches-inaugural-tech-cities-usreport/)

<sup>3</sup> [http://burning-glass.com/wp-content/uploads/Cybersecurity\\_Jobs\\_Report\\_2015.pdf](http://burning-glass.com/wp-content/uploads/Cybersecurity_Jobs_Report_2015.pdf)

<sup>4</sup> [www.csoonline.com/article/3214184/security-awareness/350-more-cybersecurity-pros-in-washingtndc-area-than-rest-of-us.html](http://www.csoonline.com/article/3214184/security-awareness/350-more-cybersecurity-pros-in-washingtndc-area-than-rest-of-us.html)