

UNMATCHED ACCESS TO THE FEDERAL GOVERNMENT

The Washington, D.C. metro region is the epicenter of government contracting activity in the United States. Companies establish operations here to gain access to federal agencies, policymakers and influencers, to collaborate with research institutions and think tanks, and to serve as primes or subs for contract awards. At the center of it all is Arlington. For decades, practically every federal agency has awarded contracts to companies in Arlington. It is no coincidence that if companies want to work with the federal government, they locate in Arlington.



FEDERAL CONTRACT SUCCESS

Arlington is home to the Department of Defense at the Pentagon, which alone awards nearly two-thirds of all federal contracts by value, plus the Air Force Office of Scientific Research, Defense Advanced Research Projects Agency and Office of Naval Research.

In FY 2023, Northern Virginia companies were awarded nearly \$95 billion in federal contracts, accounting for more than 15% of all federal procurement dollars. Federal contracts awarded to Arlington-based companies have increased by nearly 10% annually over the past five years. (Source: USAspending.gov)



Unique Ecosystem

Deep network of industry contractors, service providers and associations



Top State for Business

Ranked one of the best states for business by CNBC in consecutive rankings



Tech Talent Hub

Ranked 4th best tech talent market in North America by CBRE in 2023

NOTABLE ARLINGTON GOVERNMENT CONTRACTORS

accenture



Battelle



CGI



Fu Associates, Ltd.



LOCKHEED MARTIN



SAIC

ACCESS TO A TALENTED WORKFORCE

The Washington, D.C. region has more than 300,000 people working in the science and engineering sector, not to mention the thousands of military veterans and active service members who are transitioning to civilian life with security clearances in hand. Together, these talent pools offer skills that neatly align with in-demand jobs such as systems engineering and integration, cybersecurity, software engineering, federal government procurement, civil engineering, information technology and logistic and supply chain management.



ARLINGTON'S GOVERNMENT CONTRACTING ECOSYSTEM



NATIONAL SECURITY
INNOVATION NETWORK

NDIA
National Defense Industrial Association

nvtc
NORTHERN VIRGINIA
TECHNOLOGY COUNCIL

PSC
PROFESSIONAL
SERVICES
COUNCIL

VIPC
VIRGINIA INNOVATION
PARTNERSHIP CORPORATION

SECAF
Small and Emerging Contractors Advisory Forum

NORTHERN
VIRGINIA
CHAMBER OF COMMERCE

INVESTING IN THE FUTURE

Through its historic, innovative Tech Talent Investment Program, the Commonwealth of Virginia, donors and corporate partners are investing more than \$2 billion to expand Virginia's tech talent pipeline, doubling the number of graduates each year in computer science and closely related fields. Additionally, Virginia's higher education institutions already produce roughly 12,000 tech-related degrees and certificates annually in areas ranging from computer science to modeling and simulation.

Arlington and its neighboring jurisdiction, Alexandria, are direct beneficiaries of this investment, as they are home to new innovation campuses from George Mason University and Virginia Tech, respectively.

**"CLOSE PROXIMITY
TO R&D AGENCIES,
SUCH AS DARPA,
HAS BEEN
ESSENTIAL"**

— Dr. James DeBardelaben, CEO
Ivsys Technologies LLC



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