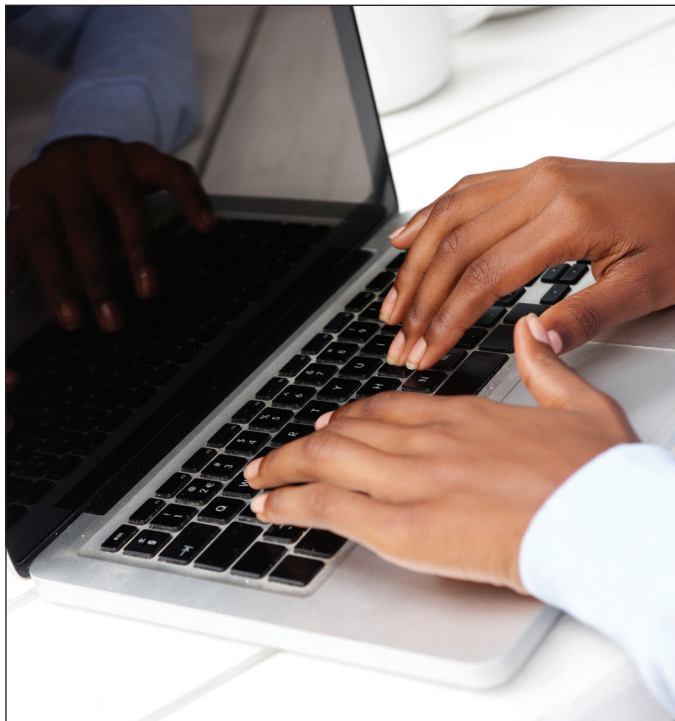


WASHINGTON, DC

# PROFESSIONAL SERVICES



**The professional services industry**—including consulting and research, legal services, accounting, architecture, design and administrative services—is the largest employer in DC after the federal government and supports more than 125,000 jobs.<sup>1</sup> It is also driving innovation in DC. Companies are applying new technologies and approaches to increase productivity and improve client service and offerings.



## WHY PROFESSIONAL SERVICES COMPANIES CHOOSE DC

- **Most educated workforce in America:** DC has the most educated workforce and the #3 tech talent market in the U.S.<sup>2</sup> The District's talent pipelines are fueled by 15+ area universities, making it a top location for finding competitive talent.
- **Large customer base:** DC's proximity to the federal government and concentration of national associations and large institutions make it a natural home for firms that deliver innovative professional services.
- **Culture of data science entrepreneurship:** DC has many incubators and co-working spaces that support entrepreneurs in the professional services industry. Such companies include the Inclusive Innovation Incubator (In3) and 1776, which are available to support early-stage technology companies.
- **DC's global notoriety and brand:** Foreign demand for professional services is growing. As a global city with an internationally recognizable brand, DC provides a platform for professional services firms to tap into new markets and compete on a global stage.

## Professional Services Innovation

Innovations, including technology, that augment professional services such as law, accounting, and design. Examples: artificial intelligence, machine learning, predictive analytics, enterprise technology, and systems integration.

Washington, DC has  
**THE HIGHEST CONCENTRATION**  
of legal expertise in the U.S.<sup>3</sup>

# PROFESSIONAL SERVICES



Professional services innovation can take different forms. For example: ▼

### AUDITING

Machine learning and artificial intelligence are being applied to document review and analysis of financial records.

### LEGAL SERVICES

Predictive analytics can be used to determine the likely outcomes of a case.

### CONSULTING

Apps and enterprise software are improving consulting firms' client services delivery.

### ALL PROFESSIONAL SERVICES

Workflow automations are improving productivity.

## RESOURCES FOR PROFESSIONAL SERVICES COMPANIES:

- DC BizCAP programs (Dept. of Insurance, Securities and Banking)
- Export DC (Dept. of Small and Local Business Development)
- DC China Center (Office of the Deputy Mayor for Planning and Economic Development)
- Procurement Technical Assistance Center (Dept. of Small and Local Business Development)
- Qualified High Technology Company tax incentives (Office of Tax and Revenue)
- Creative and Open Space Modernization tax rebate (Office of the Deputy Mayor for Planning and Economic Development)
- Work Opportunity Tax Credit, On the Job Training, and Apprenticeship hiring programs (Dept. of Employment Services)
- Opportunity Zones ([oppzones.dc.gov](http://oppzones.dc.gov))
- More at [incentives.dc.gov](http://incentives.dc.gov)

### ExportDC:

Global demand for professional services is growing, and DC-based businesses are poised to compete. ExportDC can help. Contact the Department of Small and Local Business Development at (202) 727-3900.

## DC Procurement Technical Assistance Center

Interested in pursuing federal government contracts? Check out PTAC at <https://dslbd.dc.gov/service/dc-procurement-technical-assistance-center-dc-ptac>

## FOUR LARGEST JOB SUBSECTORS IN THE DISTRICT:

Administrative and support services

**47,430**

Consulting and research

**31,474**

Legal services

**28,989**

Accounting, architecture & design

**9,164**

Source: Bureau of Labor Statistics

1. U.S. Bureau of Labor Statistics, Q2 2016
2. CBRE Group, *Scoring Tech Talent in North America, 2018*
3. Matt Leichter, "Lawyers Per Capita by State", 2017