

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 \$10 billion in 2017 to \$12.9 billion in 2022.<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, Washington, DC is the most educated metropolitan area in the country. In 2018, CBRE Group named DC the #3 City for Tech Talent, with a 45% increase in the number of annual tech graduates since 2012.<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 Dcode. 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

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

The DC metro area had

# 43,200

job postings between April 2017 and March 2018, far outpacing New York City @ 19,993 and Silicon Valley @ 15,448<sup>3</sup>

Projected Growth of Federal Information Security Market from

**\$10 BILLION**  
in FY17 to  
**\$12.9 BILLION**  
in FY22<sup>1</sup>

1. GovWin IQ from Deltek, Federal Information Security Market, 2017-2022  
 2. CBRE, Scoring Tech Talent in North America 2018  
 3. Cyberseek, Cybersecurity Supply/Demand Heat Map  
 4. Steve Morgan, CSO Cybersecurity Business Report, "350% more cybersecurity pros in Washington, DC, area than rest of U.S.," August 2017

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.