



# THE CONVERGENCE

OF CYBER, HEALTH & TECHNOLOGY

MONTGOMERY COUNTY

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MARYLAND

# SYNERGY FOR GLOBAL SUCCESS

Become a part of an exciting region that synchronizes global IT, cyber and health information and technology. **Montgomery County, Maryland welcomes leading edge companies to start or expand** into an incredible community.

## FEATURED COMPANIES



### INFOZEN ACQUIRED BY MANTECH

A transformational Bethesda-based IT company that provides systems modernization, cloud solutions and DevOps, InfoZen supports critical national missions for the federal government. Recently acquired by ManTech, InfoZen's technologies solve complex IT challenges and improve business performance.



### ADVENTIST HEALTHCARE WHITE OAK MEDICAL CENTER

A cornerstone of the White Oak redevelopment in East County, Adventist has a 170,000 SF state-of-the-art facility on 48 acres. The new 170-bed hospital houses Adventist's nationally

accredited cardiac services program, emergency care, surgery and specialty programs.



### CNSI

A Rockville-based CNSI improves lives through transformative technology that advances healthcare outcomes. CNSI is a trailblazer in health IT and a passionate advocate for better care for all while helping to lower healthcare costs.

### UNIV. AT SHADY GROVE (USG) BIO SCIENCES AND ENGINEERING (BSE) EDUCATION BLDG

On six-levels with 220,000 SF of space, the BSE building more than doubles USG's enrollment capacity with an emphasis on high-demand programs in healthcare, biosciences, engineering and computer science. It includes 20 teaching labs, two 120+ seat lecture halls, a product design lab, state-of-the-art dental clinic. Montgomery County prepares grads to take on the jobs that power the region.

## Talent Pipeline

### MONTGOMERY COUNTY VS. THE NATIONAL AVERAGE

Selected Occupations	% Higher
Statisticians	6%
Computer and Mathematical Occupations	2.02%
Computer and Information Research Scientists	4.55%
Information Security Analysts	3.71%
Computer Network Architects	2.29%
Network and Computer Systems Administrators	2.00%
Mathematicians	4.35%
Operations Research Analysts	2.34%

*\*Number of times more prevalent than national average. 2016 Bureau of Labor and Statistics*

## Why Choose Montgomery County

**#1** Maryland has the highest concentration of STEM jobs in the U.S.

**18** Federal agency HQs in Montgomery County

**149** cyber companies in MoCo

**3 1/2 times** more cyber engineers in MD/DC/VA than the national average

**\$747M** VC investment in Maryland cyber companies since 2014

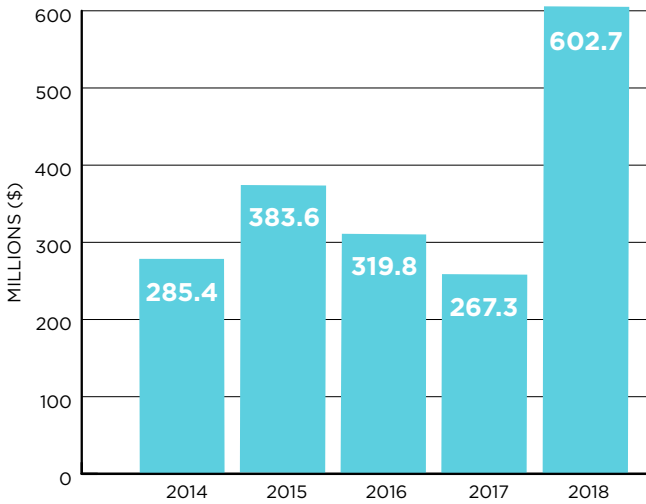
**\$13B** in federal contracts awarded in MoCo in FY16 & FY17

**30,248** Computer and Mathematics professionals in MoCo

**77,103** Bachelor's Degrees awarded

# Funding Innovation

## 5-YEAR VENTURE CAPITAL INVESTMENT IN MONTGOMERY COUNTY



Source: Pitchbook Data, Inc.

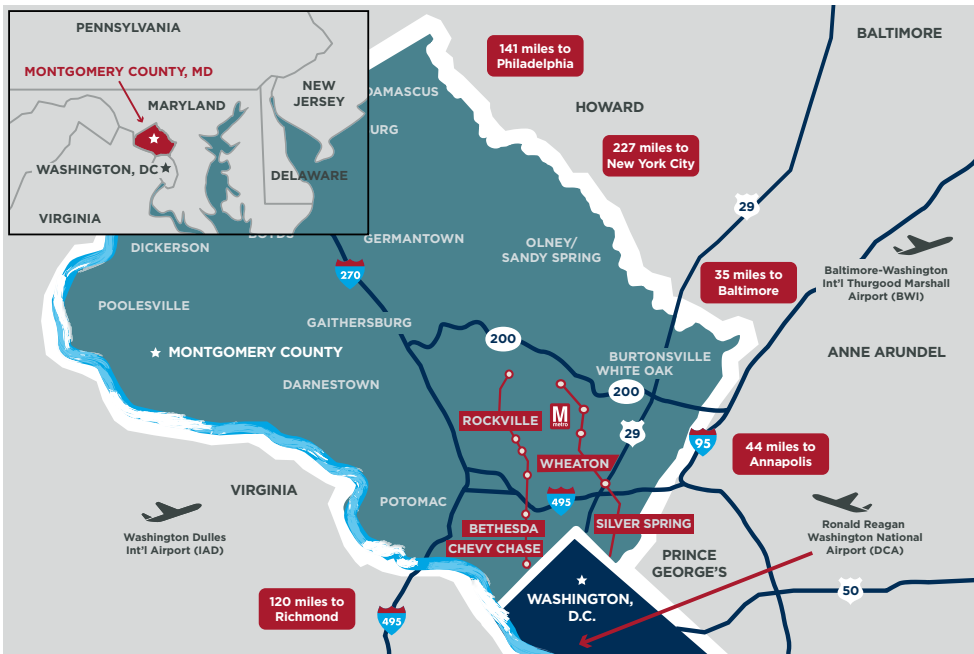
2018 Capital Investment in Cyber, Biotech, and Software companies include:

### SOFTWARE/CYBER

- Motionsoft **\$8.05M**
- Insightin Health **\$2.75M**
- Armaments Research Company **\$0.01M**
- Cloudbolt Software **\$23M**
- HomeSnap **\$14M**
- Robotic Vision Technologies **\$10.5M**
- New Sapience **\$0.75M**
- Gallop **\$0.64M**

### BIOTECH

- Viela Bio **\$282.25M**
- Sirnaomics **\$84.94M**
- Adaptive Phage Therapeutics **\$2.45M**
- Hememics Biotechnologies **\$0.78M**



### METRO SYSTEM

**91** stations throughout the metro area

**612K+** daily ridership

**117** miles of route

### CLOSE TO 3 AIRPORTS

**22** mi. to Ronald Reagan Washington National Airport (DCA)

**26** mi. to Dulles Int'l Airport (IAD)

**36** mi. to Baltimore/Washington Int'l Thurgood Marshall Airport (BWI)

### HIGHER EDUCATION

- University of Maryland
- Montgomery College
- Universities at Shady Grove
- Georgetown University
- George Washington Univ.
- American University
- Johns Hopkins University

## FEATURED RESOURCE ORGANIZATIONS

### THE NATIONAL CYBERSECURITY CENTER OF EXCELLENCE (NCCOE)

A collaborative hub where industry organizations, government agencies, and academic institutions work together to address businesses' most pressing cybersecurity issues. NCCoE helps build and publicly share solutions to cyber problems of U.S. businesses as part of the federal National Institute of Standards and Technology (NIST). NCCoE facilitates the development of easily adaptable examples of cyber solutions using commercially available technology through Cooperative Research and Development Agreements (CRADAs).

### CYBERSECURITY ASSOCIATION OF MARYLAND, INC. (CAMI)

A statewide nonprofit solely focused on growing the state's cyber industry. CAMI partners with organizations on numerous programs and events aimed at cybersecurity companies, general businesses, government entities, nonprofits, and academic institutions.

# Cyber Tax Credits

## MONTGOMERY COUNTY AND MARYLAND SUPPORT OUR GROWING CYBER

**Cybersecurity Investment Incentive Tax Credit (CIITC):**  
CIITC provides a refundable income tax credit to Qualified Investors who invest in Qualified Maryland Cybersecurity Companies (QMCCs). Qualified Investors receive a credit equal to 33% of an eligible investment in a QMCC.  
[commerce.maryland.gov/fund/programs-for-businesses/cyber-tax-credit](https://commerce.maryland.gov/fund/programs-for-businesses/cyber-tax-credit)

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**The Buy Maryland Cybersecurity Tax Credit (BMC):**  
A Qualified Maryland Company that purchases cybersecurity technologies or services from a Qualified Maryland Cybersecurity Seller may claim up to \$50,000 in tax credits in a single tax year.  
[commerce.maryland.gov/fund/programs-for-businesses/buy-maryland-cybersecurity-tax-credit](https://commerce.maryland.gov/fund/programs-for-businesses/buy-maryland-cybersecurity-tax-credit)

CAMI collaborates with MCEDC and other economic developers, tech councils, chambers and accelerators, to promote growth of the cybersecurity industry in Maryland.

### MARYLAND TECH COUNCIL

A collaborative community that is actively engaged in building strong technology, life science

and cyber industries by supporting the efforts of individual members. Members take part in educational programming taught by industry leaders with a focus on key topics and advocacy at the state and national levels.

**The MCEDC team is ready to help you** find success in Montgomery County, Maryland. Please reach out to us to answer any questions and discuss how we can assist.

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