



## Cyber in Loudoun: A Strategic Growth Opportunity

### Overview

Loudoun County, Virginia, is rapidly emerging as one of the nation's most strategic hubs for cybersecurity innovation, talent, and investment. Anchored by a robust digital infrastructure, proximity to federal agencies, and a skilled workforce, Loudoun offers cyber firms a competitive edge in both growth and resilience.

### Key Advantages for Cyber Firms in Loudoun

- **Digital Infrastructure:** Home to Data Center Alley, Loudoun offers direct access to global internet traffic, ideal for firms focused on cloud security, zero-trust architectures, and edge computing.
- **Federal Proximity:** Just outside D.C., companies are positioned near federal agencies like DHS, DoD, and NIST.
- **Skilled Workforce:** With over 11,000 cyber professionals and regional anchors like NOVA's Cybersecurity Center of Excellence and GWU's Loudoun campus, the talent pipeline runs deep.

### Recent Developments & Momentum

- **\$30M+ in Cyber Investment** (2023-2025) from VC, SBIR, and GO Virginia grants to fund secure SaaS, cloud, and endpoint solutions.
- **Cyber Firms on the Rise** like Red Alpha, Accenture Federal (via Stratus Solutions), and Onyx Technologies continue to expand, reflecting strong momentum and industry growth.
- **Startup & Scalable Support** through site selection assistance, hiring support, and connections to federal procurement and innovation networks.

### ROI Potential

- **Lower Operational Costs:** No BOPL tax in most towns and lower lease rates than neighboring jurisdictions.
- **Direct Fiber Access and Tier III +** data center infrastructure reduces latency and supports advanced analytics, AI/ML, and secure DevSecOps operations.
- **High Quality of Life** attracts and retains top talent, offering executives and employees access to top-rated schools, transit, and lifestyle amenities.

## Overcoming Challenges

We understand growth comes with complexity, particularly in cyber, and actively support firms that are navigating:

- **Clearance & Workforce Pipelines:** through partnerships with local universities, apprenticeship programs, and veteran initiatives.
- **Compliance & Procurement:** Including resources for navigating CMMC, FedRAMP, and other federal standards.
- **Scaling & Expansion:** Via incentive programs, targeted support, and direct introductions to federal and commercial buyers.

## Next Steps

Whether you're seeking a satellite office, a secure testbed environment, or a new HQ location, Loudoun County offers the infrastructure, talent, and partnerships to help cyber companies thrive.

Let's connect and explore how your company can grow in Loudoun!

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