# information technology & defense contracting

The Washington-Baltimore region is arguably the strongest IT market in the US, with a larger base and higher concentration of professionals in IT occupations than Silicon Valley or Boston. Because of Greater Baltimore's strong ties and close proximity to the Federal Government, defense contractors find Baltimore to be a premier location for business.



- · Greater Baltimore ranks 4th in professional, scientific, & technical employment concentration, while neighboring Washington DC is ranked 2nd
- The Washington-Baltimore area is #1 in the US for percent of the population with bachelor's and master's degrees
- » BRAC has led to the addition of 4,300 US Defense Information Systems Agency employees at Fort Meade in 2011
- » Maryland ranked #2 in the Technology and Science Work Force Index by Milken and #3 in the State New Economy Index by The Information Technology and Innovation Foundation

## **High-Tech Industry**

The Baltimore-Washington region employs more IT workers than any other region in the country. Greater Baltimore alone features very high concentrations in industries like data processing, hosting and technical consulting.

Employ	ment Concentration
IT C	Occupations 2010

11 0000 pationo 2010			
Rank	Metro Area	Index	
1	Washington-Baltimore	2.80	
	San Jose-San Fran		
	Raleigh-Durham	2.14	
	Austin-Round Rock	2.12	
	Seattle-Tacoma	1.96	
	Denver-Aurora-Boulder	1.74	
	Boston-Worcester	1.65	
	Minneapolis-St. Paul	1.51	
	Baltimore-Towson	1.39	
	Dallas-Fort Worth	1.39	
	Sacramento-Arden	1.37	

## **Employment Concentration**

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Rank	Metro Area	Index		
1	Washington-Baltimore	338,480		
	New York-Newark	320,220		
	San Jose-San Fran	204,540		
	Los Angeles	169,690		
	Boston-Worcester	158,770		
	Chicago-Naperville	121,220		
	Dallas-Fort Worth	116,730		
		104,360		
	Atlanta-Sandy Springs	90,280		
	Philadelphia-Camden	89,650		

BLS OES 2010 Data for CMSAs; Names Abbreviated

## Strong Base

Some of the largest defense contractors and IT companies have a presence in Greater Baltimore. BRAC will continue to fuel growth in industries like cyber security and research and development.



NORTHROP GRUMMAN



**BAE SYSTEMS** 









Booz | Allen | Hamilton

Battelle The Business of Innovation











## **Amazing Success**

Representatives from major companies in defense contracting and IT agree that Greater Baltimore has a competitive advantage that other regions cannot match.

"We've added over 400 workers since last year. The swirl going on around this market is amazing."

- Larry Cox | SAIC

"There are no other areas with a every major IT company has a presence here. You will see the short drive."

- Jim Micek | Lockheed Martin

"I believe that we have probably one of the top two or three strongest IT/ tech markets in the country right here in Central Maryland. In terms of the pool of talent that industry can draw from it is excellent here."

- Martin Hill | Booz Allen Hamilton



