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Cybersecurity Startup Founders in Greater Washington, DC
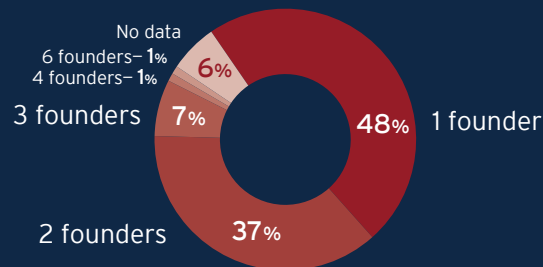
Prior Experience Required

The Greater Washington region is one of three leading cybersecurity industry clusters in the world today. It seeds companies from a vast national security ecosystem consisting of government organizations and private vendors. This study examined the roots of the founders of pure-play cybersecurity.

72%

Firms with at least one founder with some experience in the national security ecosystem—in either government or vendor company

This finding validates those who have argued, anecdotally, that there is a close connection between Greater Washington region cybersecurity startups and the national security ecosystem. It also distinguishes the region from competing cybersecurity clusters

We collected data on 177 pure-play cyber firms—and their founders—in the Washington D.C. metropolitan region (61% of the firms are in Northern Virginia and the rest in suburban Maryland and Washington, DC). In these firms, there are 264 founders.

No data
6 founders− **1%**
4 founders− **1%**
6%
3 founders **7%**
48% 1 founder
2 founders **37%**

More About the Founders and Their Cybersecurity Firms

Given the strong national security roots, it isn't surprising how local the talent pool is.

78%

Founders who worked in Greater Washington prior to founding the firm

Erran Carmel & Bini Byambasuren,
Center for Business in the Capital,
Kogod School of Business, American University

Jonathan Aberman, TandemNSI

Other insights:

26% of the founders are serial entrepreneurs

16% had venture capital

9% had exits

8% of the firms were founded by women

8% of the founders came out of cyber work in universities

Company type:

56%	**33%**	**11%**
solutions	services	products

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