



Information Technology

Maryland’s information technology industry thrives on a concentrated and collaborative environment spurring innovative communities in cybersecurity, information technology, interactive technologies and communications. A strong network of research and education resources and a highly educated and talented workforce stimulate myriad opportunities for new and expanding businesses. Maryland’s 11,280 information technology businesses are annually awarded \$9.74 billion in federal contracts and generate \$39.26 billion in economic activity, making it one of the nation’s leaders and a major economic engine for the state.

Major Information Technology Employers in Maryland

Employer	Employment	Product / Service
Northrop Grumman	9,790	Electronic systems
Verizon	8,290	Telecommunications
Booz Allen Hamilton	7,910	IT services, systems engineering
Lockheed Martin	7,500	Aerospace and electronics
Johns Hopkins University Applied Physics Laboratory	5,000	R&D systems engineering
Leidos	4,120	National security, health and engineering services
Comcast	4,000	Telecommunications
CSC	3,120	IT services, systems engineering
Westat	2,280	Contract research and surveys
BAE Systems	2,000	Defense electronics, aerospace

Note: Numbers are rounded.
Source: Maryland Department of Commerce, July 2014.

Selected Rankings

- Maryland ranks first among the states in the percentage of professional and technical workers (28.3%) in the workforce, third in the percentage of the population age 25 and above with a bachelor’s degree or higher (38.8%) and second in the percentage with a graduate or professional degree (17.7%).
- Maryland ranks third in the Milken Institute’s State Technology and Science Index for 2016, including first in the component categories of technology and science workforce, and technology concentration and dynamism.
- Maryland ranks fifth in the 2014 State New Economy Index, a measure of a state’s economy as knowledge-based, globalized, entrepreneurial, innovative, and information technology-driven.
- Maryland ranks fourth in the concentration of IT jobs, which employed 86 of every 1,000 private sector workers in 2015.

Industry Snapshot – Information Technology in Maryland

- Employment (2015) – 112,250 private sector jobs (116,570 including public sector)
Leading subsectors:
 - Computer systems design and related services – 69,200 jobs
 - Telecommunications – 14,900 jobs
 - Computer and electronic product manufacturing – 6,200 jobs

- Business establishments (2015) – 11,280
- Total wages (2015) – \$12.19 billion
- Average salary (2015) – \$104,590
- Gross state product (2014) – \$39.26 billion
- Federal procurement (FY2015) – \$9.74 billion

Sources: Maryland Department of Labor, Licensing and Regulation; U.S. Bureau of Economic Analysis; U.S. Census Bureau.

Employment by Occupation

Maryland Employment – May 2015

Selected Occupations	Employment	Location Quotient*	
		Index	Rank
Computer and information systems managers	8,950	1.39	6
Computer programmers	5,580	1.02	20
Software developers, applications	12,490	0.89	19
Software developers, systems software	15,430	2.10	3
Computer network support specialists	8,190	2.36	1
Computer systems analysts	14,420	1.38	5
Computer network architects	5,290	1.92	2
Network and computer systems administrators	12,990	1.84	2
Information security analysts	3,370	2.02	3
Electrical engineers	4,370	1.30	9
Electronics engineers, except computer	5,220	2.05	3
Electrical and electronic engineering technicians	3,840	1.47	5

* Location Quotient indicates concentration of the occupation in Maryland, with national average equal to 1.0.
Rank indicates Maryland's rank among the 50 states.

Source: U.S. Bureau of Labor Statistics, Occupational Employment Statistics.

Assets & Resources

- **Aberdeen Proving Ground** – Army Research, Development and Testing Command; Army C4ISR (Command, Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance).
- **Fort George G. Meade** – Home to the National Security Agency, Defense Information Systems Agency, and the U.S. Cyber Command.
- **Johns Hopkins University** – Ranks first in the nation in R&D expenditures (\$2.17 billion in FY2013) and leads research in networking, wireless, systems evaluation, and medical privacy.
- **Johns Hopkins University Applied Physics Laboratory** – Research center with expertise in science and technology, infocentric operations, and national security analysis.
- **National Institute of Standards and Technology** – Supports U.S. innovation through research, measurements, standards, business services, and other programs.
- **University of Maryland Baltimore County** – Ranks fourth in the nation among most innovative schools (U.S. News) and is home to the Center for Information Security and Assurance.
- **University of Maryland College Park** – Ranks third globally in nanotechnology-specific research and is a top universities in preparing cybersecurity professionals.

New & Expanding Businesses

- **Accenture Federal Services** (Baltimore County) – This subsidiary of the global professional services firm Accenture opened a technology-focused innovation center in Woodlawn that will more than double its workforce to 300 people in the coming years. The Innovation Center for

Technology will focus on information technology work for Accenture's federal clients.

- **RainKing Software** (Montgomery County) – Leader in IT sales intelligence is moving to a new, larger space in Bethesda and is planning to add more than 60 new sales, research, engineering and client success positions as it continues to successfully grow its market share.
- **Applied Technology Group** (Carroll County) – Software development company supporting the intelligence and defense industries recently opened a new corporate headquarters and is on track to expand its workforce from 45 to about 75 employees.
- **Tracx** (Montgomery County) – The leading social business cloud for marketing and customer engagement is expanding its presence in Maryland with its new global headquarters in Bethesda, and plans to hire over 200 employees over the next five years.
- **2U** (Prince George's County) – Leader in technology-enabled education is moving its headquarters to Lanham to accommodate its growing workforce. The company is targeting the creation of more than 900 jobs in the county in the next five years.
- **VOR Technology** (Howard County) – Veteran-owned cybersecurity firm based in Columbia plans to expand its workforce by creating more than 60 new jobs in the Fort Meade area. The company has received multiple contracts from the U.S. Department of Defense.
- **VariQ** (Montgomery County) - IT and cybersecurity solutions company is relocating its headquarters to a larger space in the county and adding more than 250 new jobs.
- **Tenable Network Security** (Howard County) – Maryland-grown company providing continuous network monitoring currently employs 230 and plans to add hundreds of new full-time positions over the next five years.
- **Gemalto** (Harford County) – Gemalto is moving into a new office and hiring after being spun off from its parent company in order to focus on government clients for its data network security systems.

Programs & Incentives

- **Maryland Venture Fund** – State funded seed and early-stage equity fund.
- **Maryland Industrial Partnerships** – Accelerates commercialization of technology by jointly funding collaborative R&D projects between companies and University System of Maryland faculty.
- **Maryland Technology Development Corporation** – Facilitates technology transfer from academic and federal labs into the private sector with seed funding, technical assistance and entrepreneurial support programs.
- **Research & Development Tax Credit** – Credit for R&D expenses for certified businesses.
- **Cybersecurity Investment Incentive Tax Credit** – Refundable tax credit for investment in a qualified cybersecurity company.

Contact for assistance:

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