

Washington Technology's 2017 Industry Innovators

Thank you for participating in Washington Technology's 2017 recognition of Industry Innovators!

Companies that are selected as Industry Innovators will be featured on WashingtonTechnology.com and honored at the 2017 GCN dig IT Awards Gala.

*** Tell us about the company being nominated.**

Company Name:

CEO:

Website:

What is the company's primary business activity:

- ☐ Systems Integration (including Networking/Communications)
- ☐ VAR (Value Added Reseller)
- ☐ Systems/Software Development
- ☐ Distribution/Aggregation
- ☐ Aerospace/Defense Contractor
- ☐ Professional/Engineering Services
- ☐ Other Government Contractor [Includes Consulting, Outsourcing (Business Process Management, Financial Services)]
- ☐ Other (please specify)

Companies are transforming themselves in multiple ways, but the actions primarily fall into one or more of these four categories: Acquisitions, Restructuring, Internal R&D Investments and Technology Alliances, Strategic Hires.

On the following pages, please fill out the sections that best apply to your nominee.

ACQUISITIONS

How many acquisitions has this company made in the past 3 years?

- ☐ 1
- ☐ 2
- ☐ 3
- ☐ 4-5
- ☐ 5 or more

Tell us how the acquisition(s) benefited the company (e.g., new contracts, additional resources, new customers, new technologies, etc.). Please be as specific as possible. [Response limited to 1,200 characters, including spaces]

RESTRUCTURING

Please tell us about any new or consolidated lines of business this company created as a result of restructuring.

Please be as specific as possible. [Response limited to 1,200 characters, including spaces]

Has this company created any new internal processes (e.g., sharing best practices internally or changes in employee incentive programs)? Please be as specific as possible. [Response limited to 1,200 characters, including spaces]

In what other ways has this company been restructured to position itself as a leader in the industry?

Please be as specific as possible. [Response limited to 1,200 characters, including spaces]

INTERNAL R&D and TECHNOLOGY ALLIANCES

Which of the following areas has this company invested in research and development?

- ☐ Networking
- ☐ Infrastructure
- ☐ Cybersecurity
- ☐ Big data
- ☐ Artificial intelligence/Machine Learning/Automation
- ☐ Mobility
- ☐ Cloud computing
- ☐ Internet of Things (IoT)
- ☐ Other (please specify)

Describe how investments in these technologies have had an impact on the company.(growth, new customers, contract awards, etc.) Please be as specific as possible. [Response limited to 1,200 characters, including spaces]

Has this company formed new alliances with commercial technology vendors? Please tell us about them and how they have created opportunities for the organization. Please be as specific as possible. [Response limited to 1,200 characters, including spaces]

STRATEGIC HIRES

What kind of strategic hires has the company made?

☐ Executive suite (i.e. new CEO, COO, etc.)

☐ Business Development leadership

☐ Technical expertise

☐ Customer domain expertise

☐ Other (please specify)

Describe how the strategic hires have benefited the company.

Please be as specific as possible. [Response limited to 1,200 characters, including spaces]

FINAL THOUGHTS

In light of the actions you've describe in answering the previous questions in this application, please tell us how your company is different and more innovative today than it was a few years ago.

Please be as specific as possible. [Response limited to 1,200 characters, including spaces]

Thank you for your nomination!

The 2017 Industry Innovators will be announced this September in a special feature on WashingtonTechnology.com.

Please provide your contact information so we can follow up on your nomination.

Name:

Email:

Phone number:

Company name if different
from nominee:

Additional information on what makes for a strong nomination can be found [here on WashingtonTechnology.com](#).

If you have questions about the nomination process, please contact Nick Wakeman at nwakeman@1105media.com.