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Rebuilding America: Tampa

Forging Tampa's Booming GovCon Industry

Quiet Professionals, LLC is an essential vehicle in the swiftly accelerating Tampa Bay economy.

As headquarters to two thriving U.S. military commands, Tampa Bay is not only a bustling hotbed for military development; it's also an emerging global force of technological innovation—and no one believes that more than Quiet Professionals, LLC president and CEO Andy Wilson.

"We're the next global city that every other city will want to emulate," says Wilson, a 20-year military special ops veteran who founded Quiet Professionals in 2013 as a one-man operation. "Our company is dedicated to growing this region by bridging the technological gap between the government and private sectors."

Today, with nearly 150 employees and \$30 million in annual revenue—and rapidly growing—Quiet Professionals excels in GovCon spaces such as secure cloud services, machine learning, big-data analytics, and comprehensive intelligence services.

The company is also pursuing opportunities to partner with institutions of higher learning to train future analysts for government roles. "The problem with getting into the government industry right after graduation is



Andy Wilson,
President and CEO

that most positions require government security clearance, which can take six to 12 months, and most graduates want to get into a lucrative career and start paying off student debt right away,"

explains Wilson. "To bridge that gap, we hopefully can assist sophomore and junior students with attaining government clearance so they're ready to enter government positions right out of college—and so Silicon Valley doesn't have a monopoly on the best and brightest graduates before the government has access to them."

This is especially significant considering the new frontier of cyber war. "There's a shortage of

talent who have the needed security clearances to support efforts to fight corporate espionage, cybercrime, and social media corruption," Wilson says. "Quiet Professionals is actively working to train the next generation of talent for the ever-evolving cybercrime arena."

Investing for the Long Term

To handle the weighty and noble responsibility of supporting U.S. military efforts, Quiet Professionals is continuously expanding its capacity through strategic mergers and acquisitions, as well as investing in exceptional personnel.

"We reinvest all profits into the growth of the company. I believe people are the most important part, and we invest heavily in smart, passionate people and in efficient systems," says Wilson.

Wilson explains his belief that the best time to attract and cultivate exceptional employees is not in a moment of crisis; it's well ahead of that point. As such, Quiet Professionals anticipates moments of extraordinary demand and prepares its team accordingly. Only then can the company be ready to seize the largest and most consequential contracts when they arise.

"The reason we work around the clock is to support our countrymen in places like Iraq, Afghanistan, and Syria and to make sure they and their families are taken care of. Those are the people supporting our government's work to make sure we can keep living this life in America," Wilson says. "There's a tremendous sense of satisfaction in what we do, but it's also a tremendous responsibility, and we don't take that lightly."



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