

ACTUALIZE CONSULTING, LLC

Location: McLean, VA
Founded: 2003
Industry: Professional services

FAIRFAX (SMALL/MEDIUM)



CHAD WEKELO

Principal

Location, Location: When Actualize Consulting, LLC looked for the location of its headquarters, "the [Northern Virginia] area was an obvious choice due to its proximity to financial institutions such as [Fannie Mae] and Freddie Mac that have developed into long-standing clients of the firm," says principal Chad Wekelo.

Giving and Receiving: Fairfax County is surrounded by excellent educational

institutions and numerous Fortune 1000 businesses with complex financial needs, which are Actualize's target market. The company's location was not only the key to hiring top talent in the industry, but also played a large role in developing multiple levels of experience within the organization. To give back to the community, Actualize supports Cornerstones, a local nonprofit that helps serve the homeless and less fortunate in Fairfax County. It also supports a Thanksgiving food drive, a toy drive, a back-to-school backpack drive and other events.

FUN FACT: "Having hired employees at all levels in and around Fairfax County, and being able to offer the depth of experience its clients require, has been an integral component of the company's success."

Lasting Impact: Actualize is looking to expand the scope of services provided in its Virginia office to meet the demands of its existing and target client base. Additionally, it is planning to expand into additional markets by leveraging the expertise it has developed locally. The company will continue to provide diverse training, focus on customer satisfaction and offer unique wellness options to all its employees.

CLARABRIDGE

Location: Reston, VA
Founded: 2006
Industry: Software

FAIRFAX (SMALL/MEDIUM)



SID BANERJEE

CEO

Location, Location: Fairfax County is a hub for great talent. Nearly 60 percent of adults in the county have a bachelor's or more advanced degree. Excellent schools and recreational areas make it an attractive place for both living and working. This gives Clarabridge easy access to a diverse, educated and motivated business community.

Giving and Receiving: From its founding, Clarabridge has had access to incredible talent due to the strong local economy and the number of high-tech firms that call Fairfax County home. "Our location in Reston has been beneficial because our workforce is split almost 50/50 between residents who live in DC and surrounding neighborhoods, as well as the many families who tend to live in western Fairfax and into Loudoun County," says CEO Sid Banerjee.

Lasting Impact: Despite its expansion into global markets and recent acquisition of a California-based company called Market Metrix, Clarabridge headquarters is firmly planted in Reston, and key functions will remain in Fairfax County. In addition, Clarabridge has a policy of college recruitment that focuses on local universities. Due to its growth, Clarabridge has more than doubled its headcount over the last two years, adding 90 new jobs. In 2014, Clarabridge enlarged its office space from 18,000 square feet to 42,000 square feet, which provided work for local contractors during the renovation. To promote community service, all of Clarabridge's employees are granted philanthropic leave each quarter to volunteer in activities of their choice.

FUN FACT: "Clarabridge has aggressive growth plans in place, with ambitious revenue and headcount goals that focus on taking the company public over the next couple of years."

SANTEON, INC.

Location: Reston, VA
Founded: 2001
Industry: Technology

FAIRFAX (SMALL/MEDIUM)



ASH ROFAIL

CEO

Location, Location: Over 8,000 technology companies call Fairfax County home. "Being with like-minded technology companies provides us with a rich hiring base of talented, technology-savvy individuals," says Santeon, Inc. CEO Ash Rofail. "This rich talent pool affords us the added opportunity to form solid partnerships."

FUN FACT: "The county's rapid expansion provides many industries, including the technology sector, with the opportunity to reap the benefits. The skyline in the county is dotted with new construction."

Giving and Receiving: Fairfax County attracts a competitive workforce due to the wealth of job opportunities in a relatively condensed geographical area. Fairfax County enjoys a national reputation of excellence in education, cultural diversity, exciting entertainment and natural beauty. Santeon is heavily involved with local nonprofits and supports their mission through active participation in various fundraising events in and outside Fairfax County. As a result of Santeon's role as an educator and consultant to clients around the world, its employees also host many professional-growth and development meetings in the county.

Lasting Impact: Santeon fully expects to triple in size over the next 18 months and consequently plans to keep giving back to Fairfax County by attracting highly skilled and highly compensated professional talent as well as offering more professional development workshops. It also plans on hosting all of its nonprofit fundraisers within Fairfax County to support local hospitality service providers.

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