

Baltimore tech firm wants to 'go after whale'



Michael S. Rogers,
CEO of Securityhunter, Inc.

For almost two decades, Rogers' company, Baltimore-based Securityhunter Inc. made money by going after small government contracts, seeing the project through, then chasing down another.

Rogers likened the approach to eating squirrel because these small meals weren't enough to feed a growing company. In 2010, Securityhunter was \$2 million in debt and Rogers hadn't pulled an income in almost two years. Rogers knew he had to take a new approach, go after a bigger kill.

Securityhunter set its sights on what are called blanket purchase agreements — contracts that cover many projects in many locations and go on for years. As a small, six-person company, Securityhunter had never considered trying to tackle a contract like that. They would need to bring on subcontractors and be responsible for overall project management, in addition to providing the electronic security services that were their specialty.

The idea of going after deals often awarded to the behemoths of government contracting sounds daunting. But Rogers said the transition was not difficult because the company had been in the business of government contracting for so long. It worked.

"We get these big, enormous contracts and that's our specialty now," Rogers said. "We go after whale."

Now in its 27th year, Securityhunter is growing like never before. Sales grew from \$1 million in 2010 to \$45 million in 2015, Rogers said. The company has added 20 employees, for a current total of 26.

Securityhunter anticipates even bigger growth in 2016. The company projects sales of up to \$80 million this year, up 77 percent from 2015.

The company's 2016 projections are largely thanks to a five-year, \$200 million blanket purchase agreement with the Social Security Administration that Securityhunter announced Feb. 1. The deal calls for Securityhunter and its subcontractors to provide security systems at 1,500 Social Security Administration locations across the country.

The deal will result in an additional \$40 million in revenue a year for the next five years, Rogers said.

And those big name contractors now work for Securityhunter. General Dynamics Information Technology and Honeywell Technology Solutions, Inc. will both work as subcontractors on the company's Social Security Administration contract.