

## Innovation provides Ampcus with a competitive edge

**B**eing successful and sustainable in today's highly competitive business environment often dictates having a key differentiator that is valid, valuable and easy to demonstrate. When Anjali (Ann) Ramakumaran founded Ampcus more than 10 years ago, she had a vision of creating a company focused on offering business and a technology consulting as well as staff augmentation.

Understandably, she wanted to be different from her competition. One way she has accomplished her goal has been through her dedication to staying ahead of the competition through embracing innovation. "We were one of the first to move to big data, cloud and mobility," she said. "And we continue to retain senior thought-leaders to play an active role in brain storming sessions."

Today, the company, headquartered in Chantilly, Va., focuses on delivering results that are measurable, adoptable and proven to increase collaboration between all stakeholders in the value chain. Ampcus has an intent focus on enterprise solutions — enterprise resource planning, customer relationship management, enterprise application integration and business intelligence — big data, cloud computing, cyber security, mobility, project management services, testing and IV&V services.

As a zero-debt organization, Ampcus has a high employee retention rate of 94 percent, and benefits from its ongoing commitment to maintaining technology expertise, thought leadership and strong project management capabilities. "We are a very agile and responsive organization and also put significant emphasis on process and quality," she said.

According to Ramakumaran, every dollar of profit is reinvested in the company. "We are a big processes company and are the only woman- and minority-owned company that is certified ISO 9000, 20000, 27000 and a Capability Maturity Model Integration Level 3 company in the CONUS," she said. "We have invested in a sizeable proposal-writing department, which includes proposal managers, subject matter experts and technical writers. We invest in our employees and get them trained and certified on newer technologies. We have nationwide recruiting reach with offices across the nation."

Success has been a direct result of Ramakumaran's persistence, patience, focus and hard work. "We are blessed with a wonderful team dedicated to getting us to where we are today," she said. "We all work with utmost honesty and integrity. All our work is referencable, and we all have been very successful in getting repeat business."

The dedication shows in the numerous awards and recognition. Some recognition examples include a listing in the Top 50 Fastest Growing Woman-Led Companies in the U.S. by Women Presidents' Organization, Women in Technology Entrepreneur of the Year 2014, Fast 50 Asian-American Businesses by U.S. Pan Asian American Chamber of Commerce, Top 500 Fastest Growing Private Companies by Inc. Magazine, Top 500 Privately Held Businesses in CONUS by Diversitybusiness.com, and the Top 50 Privately Asian-Owned Business in Virginia by Diversitybusiness.com. Ampcus was also a U.S. Department of Agriculture Top Small Business Contractor Nominee. ■

Anjali Ramakumaran



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