

Northern Virginia

Two women-led Fairfax firms make top 50 list

by M.J. McAteer

For the Record

Celcite Management Solutions, a Herndon-based provider of tools and services for wireless networks, opened an office in Singapore to help clients in the Asia market improve the efficiency of their network operations. *(Business Wire)*

George Mason University's School of Management began a venture capital fund to provide seed money and in-kind services for students interested in developing business products and services. The initial \$150,000 was provided by donors, and plans call for growing the fund to \$1 million. *(News release)*

General Dynamics Inc., a Falls Church defense company, acquired IPW Holdings Inc. of San Francisco, parent of IPWireless Inc. It is a provider of wireless network broadband services and hardware for first-responders and military clients. IPWireless will be renamed General Dynamics Broadband and operate as a subsidiary of General Dynamics C4 Systems of Scottsdale, Ariz. *(PRNewswire)*

Global Telecom & Technology Inc., a McLean provider of managed data services, bought nLayer Communications Inc. of Chicago. The move advanced Global Telecom's goal of providing a broad array of data networking services to global markets. *(Business Wire)*

Long & Foster Real Estate Inc., a Chantilly-based real estate company, received the 2012 VOLT Award from SmartCEO magazine for its use of technology. Long & Foster undertook changes to its website, allowing consumers to search for customized home options more efficiently. *(News release)*

Northrop Grumman Inc., a Falls Church defense contractor, will give \$1 million toward the Virginia Initiative for Science Teaching and Achievement program. VISTA is a partnership involving the state Department of Education, 47 school districts and six universities to motivate and prepare students for education in the fields of science, technology, engineering and math. *(News release)*

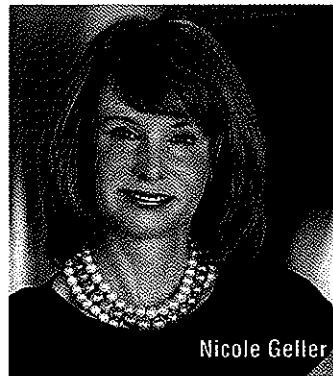
Being a good listener is a trait often associated with women, but a sympathetic ear is smart business for anyone. Northern Virginia entrepreneurs Nicole Geller and Anjali "Ann" Ramakumaran are proof positive of that.

Both women say really hearing what their customers have to say has been critical to their being ranked among the Top 50 Fastest-Growing Women-Led Companies in the country in 2012. Companies on the list, compiled by the nonprofit Women's Presidents' Organization and American Express, collectively generated \$4 billion in revenues last year and employed 26,883 people.

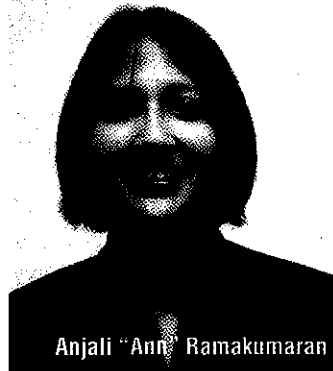
Geller's McLean-based company, GCS Inc., came in at No. 10. GCS helps government agencies and federal contractors with staffing, acquisitions and management. "We talk to customers to glean what is next on the horizon. We excel in that," Geller says.

In 1995, Geller left her job as a contracts manager with Booz, Allen & Hamilton. She started GCS from home with \$1,000, no employees and a 1-year-old child to tend. "I questioned my timing with a baby in a swing," she admits, "but I had an idea, and I wanted to take action."

Although women-run consulting firms were relatively rare



Nicole Geller



Anjali "Ann" Ramakumaran

17 years ago, "being a woman wasn't a huge issue," Geller says. She adds that her gender wasn't particularly a plus factor, either, in her company's growth, as GCS, which stands for Government Contract Solutions, does not do set-aside work. The firm now has 165 employees and had revenues last year of \$18.5 million.

"In the professional services business, you are selling people, so people is what sets you apart," says Craig Ridley, assis-

tant to the president and CEO of TASC, a large federal contractor that does business with GCS. "Nicole has shown a willingness to listen and continue to learn."

Ramakumaran's Chantilly-based business and technology consulting firm, Ampcus — that's a Greek word meaning "everlasting success" — was No. 36 on the list. Like Geller, Ramakumaran, a former headhunter, founded the company with her own money — \$10,000. She, too, was the sole employee and worked from home when she started in 2004. Ampcus now has more than 150 workers and revenues that grew to \$11.5 million in 2011.

Unlike Geller, being a woman did factor into Ramakumaran's success, as she has taken advantage of set-asides for women-owned and minority concerns.

One of her clients is a massive communications company that prefers not to be named. Dan Litts, a sourcing manager with that company, has worked with Ramakumaran for several years. He says Ampcus once helped clear a backlog of 120,000 sales orders in just four weeks. "Ann did it in a cost-effective manner, with focus. She listened," Litt says. "It sounds simple, but it is surprising how many companies try to fit you into their solution." **B**

People

Daniel Allen, named to succeed **Paul Cofoni** as president and CEO of Arlington-based CACI International Inc. Cofoni will retire Dec. 1. Allen is the company's president of U.S. operations. *(News release)*

Jim Cudahy, named executive director and CEO, National Court Reporters Association, Vienna. He was most recently senior

director of marketing and communications. *(PRNewswire)*

Alice P. Frazier, named to the board of directors, Independent Community Bankers of America. Frazier is COO of Cardinal Bank in Tysons Corner. *(Business Wire)*

Luis T. Gutierrez, named executive vice president and chief commercial officer, Aptiv Solutions, Reston. He was a senior vice president for MedAssurant. *(Business Wire)*

W. Greg Henson, named senior vice president of business development, NCI Inc., Reston. He was a senior vice president for SAIC Inc. *(Business Wire)*

Donald Layton, named CEO, Freddie Mac, McLean. Layton was CEO of E-Trade Financial Corp. *(Washington Business Journal)*

Phebe N. Novakovic, named to succeed **Jay Johnson** as chairman and chief executive

officer of Falls Church-based General Dynamics Corp. on Jan. 1. Novakovic became the company's president and chief operating officer in May. Johnson, 66, plans to retire at the end of the year. *(News release)*

Kevin G. Lee, named CFO, Spring Wireless, Reston. Also, Stephen De Wees and Conor Keane were named senior vice presidents. *(Business Wire)*

David Mahoney, named



executive vice president, Dewberry, Fairfax. Mahoney oversees the firm's infrastructure projects in the mid-Atlantic region. *(News release)*

Thomas M. Pierno, named CFO, Rosetta Stone Inc., Arlington. Pierno was CFO for Vertis Communications. *(Business Wire)*