

# FCiFEDERAL



**Sharon D. Virts**  
**Founder & Chairman of the Board**

Sharon D. Virts has nearly 30 years of experience in the federal market. She founded FCI Federal (formerly FedConsulting) in 1991. Under her direction, FCI Federal has experienced stellar growth since 2005, growing from 35 employees and \$1.5 million in revenue in 2007 to nearly 5,000 employees and \$153 million in revenue today.

Ms. Virts' vision and her passion have positioned FCI Federal as the market leader in operations processing services and adjudication support to the government. The company holds major contracts with Department of Homeland Security including the U.S. Citizenship and Immigration Services and Customs & Border Protection as well as the Department of State and the Department of Justice including the FBI and DEA.

Under her leadership, FCI Federal has been named to Inc. Magazine's 500/5000 List of Fastest Growing Companies in the United States every year since 2012. Year over year, the company has been named as one of the top-100 fastest-growing companies in the D.C. area by numerous publications, including the Washington Business Journal.

In 2016, Ms. Virts won a SmartCEO Leadership Award which recognizes the achievements of top women business leaders in the Washington, D.C. metropolitan area. In 2013, she was named Ernst and Young's 2013 Entrepreneur of the Year for Greater Washington. She was recognized by the Women's Chamber of Commerce for her assistance and mentoring support of other woman-owned small businesses by receiving their prestigious Stellar Award in 2013 and their Women Contractor/Growth Master Award in 2012.

Ms. Virts is a commissioner on the Loudoun Economic Development Commission, serving as vice chairman, and participates on a number of small business advisory boards in both Loudoun and Fairfax Counties. She lectures nationally on small business growth.

Prior to founding FCI Federal, she was the director of government programs for Prentice Hall/Maxwell Macmillan Publishing in New York where she orchestrated and successfully built a nationwide government sales program. Earlier in her career, she was a program development manager for CSC, responsible for winning programs worth more than \$3 billion. She began her career as a federal junior fellow under a grant program with the Department of Housing and Urban Development.

Ms. Virts holds a degree in engineering from the University of Virginia.