

Company: B&A, McLean, VA

Company Description: Founded in 1988, B&A is a leading information technology systems integrator providing solutions through six service offerings: Cloud Migration & Modernization, Agile DevSecOps Delivery, Application Transformation, Data Science & Analytics, Human Capital Management, and Operations & Enablement. Our services span strategic, enterprise, application, and technical infrastructure.

Nomination Category: Management Categories

Nomination Sub Category: Executive of the Year - Computer Services

Nomination Title: Jonathan Evans, President & CEO

1. Which will you submit for this nomination, a video of up to five (5) minutes in length or a written essay of up to 650 words? Choose one:

Essay of up to 650 words

2. If you are submitting a video of up to five (5) minutes in length, provide the URL of the nominated video here, OR attach it to your entry via the "Add Attachments, Videos, or Links to This Entry" link above, through which you may also upload a copy of your video:

3. In bullet-list form (up to 150 words), provide a brief summary of up to ten (10) of the nominee's chief achievements since 1 January 2023:

Total 122 words used.

- B&A sustained 10% year-over-year growth and increased enterprise value from just under \$60 million in 2023 to \$90 million by 2024.
- B&A won its first contract in Huntsville, supporting the U.S. Army.
- B&A awarded a prime position on the FBI's eight-year, \$7 billion ITSSS-2 BPA
- In 2023, B&A enjoyed a 100% recompete win rate, enabling the Company to buttress its multi-year backlog by winning several important recompetes
- In 2024, B&A was acquired by a larger PE at a fivefold valuation.
- In May 2023, B&A acquired iDoxSolutions and completed a streamlined integration process by year end.
- In 2023, B&A expanded gross and EBITDA margins as a result of a growing base of direct labor and the benefits of growing economies of scale.

4. If you are providing a written essay for this nomination, submit in this space an essay of up to 650 words describing the nominee's accomplishments since 1 January 2023:

Total 498 words used.

Mr. Evans was named B&A's CEO in 2018. Under Mr. Evans' leadership, B&A has grown and matured across multiple fronts, with 2023 serving as a pivotal growth year, inclusive of the acquisition of iDox, the successful expansion into the Huntsville, AL market, and re-award of key contract recompetes.

iDox acquisition: In May 2023, B&A acquired iDox, a Bethesda based information technology and management consulting company with a strong, F&O footprint in attractive customer sets, including HHS and the Department of State. Mr. Evans sourced this proprietary transaction and was pivotal to its success. Following the transaction close, Mr. Evans lead a streamlined integration process which was completed by year end. As a true testimony to the success of the transaction, key iDox leadership, including its founder, have continued with the business and hold leadership positions within the organization today.

Growth: B&A ended 2023 with record backlog and pipeline. This is the result of years of investment, at Mr. Evans direction, in business development with targeted expansion in core growth accounts. In 2023 B&A began to realize the benefits of opening an office in Huntsville the prior year. In 2023 B&A won its first contract in Huntsville, supporting the U.S. Army. Growth within the FBI (large and growing presence in Huntsville) is expected to follow given the recent award of a prime position on the FBI's eight-year, \$7 billion ITSSS-2 BPA. Of equal importance, in 2023, B&A enjoyed a 100% recompete win rate, enabling the Company to buttress its multi-year backlog by winning several important recompetes, including at DHS, the U.S. Courts, U.S. Census and U.S. Senate.

Prime, F&O contract base: Over the last seven years, Mr. Evans and his team have transformed B&A from an 8(a) / small business, largely centered at DHS, to a 100% F&O, majority prime contractor supporting a diverse customer base across the National Security, Health IT and Federal Civilian landscape. B&A leverages a suite of prime, single awardee / limited competition IDIQs and BPAs which are well-funded and broadly accessible. In 2023, Mr. Evans emphasized winning prime awards on large, best-in-class GWACs, of which the ITSSS-2 win is the first fruits.

Financial Performance: In 2023, B&A grew revenues to \$57 million, a 10% growth over the prior year. The Company entered 2024 on a \$60+ million run-rate with backlog and pipeline that positions the Company for 25%+ growth in 2024. In addition to top line growth, in 2023 B&A expanded gross and EBITDA margins as a result of a growing base of direct labor and the benefits of growing economies of scale.

Leadership: Mr. Evans' leadership attributes are evident in his hands-on approach and teamwork ethos. He is always ready to roll up his sleeves and work alongside his team. Mr. Evans' dedication to his clients and colleagues, along with his commitment to excellence, innovation and community impact, contributes to B&A's overall success. B&A enjoys a strong corporate culture as evidenced both by industry recognitions and a shared dedication to excellence.

Attachments/Videos/Links:

[Jonathan Evans, President & CEO](#)



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