

NEW LONDON REPRESENTATIVE OFFICE

At the start of the year Catherine Riley, Vice President, Marketing Director, International Division announced that the FCEDA had appointed a new London representative office.

The announcement stated: "I would like to take this opportunity to advise you that the Fairfax County Economic Development Authority has appointed a London-based office to handle our UK operations from January 1, 2006.

From that date Ross Clarke will be the Director, supported by a team of highly experienced marketing professionals.

He can be reached at:

Tel: +44 (0)20 7630 1913

Fax: +44 (0)870 121 5572

E-mail: info@fairfaxcountyeda.co.uk

Mr Clarke and his team will be able to provide all possible assistance if you would like information on Fairfax County as a US business location.

We look forward to furthering our close working relationship and take this opportunity to wish you the best for the New Year."

SAME PR REPRESENTATIVE OFFICE

It was also announced at the start of the year that LIVEpr Ltd had been reappointed as the FCEDA's UK-based public relations agency.

Their contact details are:

Tel: +44 (0)20 7630 1100

Fax: +44 (0)20 7630 8554

E-mail: info@livepr.net

FCEDA HOSTS BIG EVENTS IN LONDON AND BIRMINGHAM

Senior representatives from the Fairfax County EDA were joined by one of the leading IT experts in the US Federal Government and others for two UK events last year. The first, hosted with the BritishAmerica Business Council in Birmingham, featured Timothy Young of the Executive Office of the President, E-Government and IT along with Fairfax County's Dave Molchany plus Courtenay Heading of 2SMS, a company recently expanded into Fairfax County and enjoying the advantages it brings. They drew a good crowd to the central Birmingham offices of international law firm Wragge and Co to hear how UK firms can best do business with the Federal and US local government.

There was a similar theme the following night at Lincoln's Inn in London where 150+ business figures with an interest in the US attended an event with principal speaker this time Ian Watmore, the UK Government's own IT chief.

Fairfax County's autumn receptions are becoming a fixture on the US circuit in Britain now and EDA President Dr Gerald Gordon commented: "A lot of people attended the event to network and learn about expanding into the US. They know that Fairfax County is the best place by far for access to the Federal Government and the success of UK firms who set up operations in the County is proof of this."

FCEDA WINS CREATIVE EXCELLENCE AWARD

The FCEDA has long been noted for its dynamic marketing. For a relatively small county, it has always been acknowledged as "punching above its weight". So it should come as no surprise that it has won the prestigious "Time Warner/MNI Capital Region 2005 Creative Excellence Award" in the economic development division.

The honour was for the EDA's advertisements, devised in conjunction with their advertising agency Siddall. The advertisements were in the "Your Life. Balanced" campaign that was introduced in 2005.

VOSPER-MANTECH SELLS 40% OF UK JOINT VENTURE

Fairfax County-based ManTech International Corporation (Nasdaq:MANT) has announced today that it has concluded the sale of its 40 percent interest in the Vosper-ManTech joint venture in the United Kingdom.

The company is a leading provider of innovative technologies and solutions focused on mission-critical national security programs for the Intelligence Community and the Departments of Defence, State, Homeland Security, Justice and other US federal government customers.

The joint venture was formed in 1996 between Vosper Thornycroft, the major UK defence contractor, and ManTech, to perform significant services for the GCHQ, a UK Intelligence agency.

ManTech received cash consideration totalling £2.5 million or approximately \$4.4 million US (based on the 30-day average exchange rate), which includes the sale of its ownership interest and accrued dividends. The proceeds will provide approximately \$1.6 million in pre-tax income in the fourth quarter.

UK COMPANY WINS MAJOR RISK MANAGEMENT CONTRACT WITH SPACE GIANT NASA

A British company with a globally recognised reputation in risk management has won a major new contract with NASA.

Strategic Thought Inc, which is based in London as well as in Fairfax County, recently announced the contract which is worth more than £950,000 (US\$1.7 million). The deal was driven by the Exploration Systems Mission Directorate, although usage will be supported across the agency.

Karl Pringle, General Manager of Strategic Thought Inc, said: "We are delighted that the mutual vision that Strategic Thought and NASA had three years ago has come to fruition. Many of our existing customers are also pleased as this NASA standardisation approach on Active Risk Manager enhances their business opportunities with the Agency."

And Dr Gerald Gordon, President and CEO of the FCEDA (www.fairfaxcountyeda.org) added: "I am delighted to see the kind of success that Strategic Thought is having in Fairfax County. Strategic Thought is a perfect example of how a UK company can come here to take advantage of our location and use us as a gateway into the US market."

Strategic Thought was founded in 1987 as a technology and services company. It has offices in both London and Herndon in Fairfax County and specialises in application integration and the provision of enterprise risk management software. Active Risk Manager is its flagship product.

SURREY COMPANY PURCHASE ESTABLISHES RESTON COMPANY'S STANDING

Reston-based Transaction Network Services, which develops transaction-oriented applications, has acquired Comms XL of Surrey in a deal that establishes TNS as a leading end-to-end point-of-sale technology provider.

Comms XL provides over 1,000 customers – including well known names such as JD Sports and First Choice – with a variety of card transaction processing services, including pre-approved Chip and PIN software, a payment service provider gateway and innovative kiosk and hospitality solutions. The Surrey company sells directly and through its channel partners in markets such as retail, hospitality, local government, utilities and financial services.

TNS is one of the leading providers of business-critical, cost-effective data communications services for transaction-oriented applications. TNS provides rapid, reliable and secure transaction delivery platforms to enable transaction authorisation and processing across several vertical markets and trading communities.

Please pass **Fairfax County NEWS** on to friends and colleagues if you wish. And if you would like to contribute opinions e-mail them to us. Our e-mail address is: info@fairfaxcountyeda.co.uk

About FCEDA:

The Fairfax County Economic Development Authority (www.FairfaxCountyEDA.org) promotes Fairfax County, minutes away from Washington, D.C., as a business and technology centre. Domestic and international marketing staffs work with US and foreign companies interested in expanding and relocating operations. The FCEDA assists businesses by identifying possible sites and facilities, and provides demographic and economic statistics. The FCEDA's Capital Attraction Programme links technology entrepreneurs with potential investors. The FCEDA maintains overseas offices in Bangalore, Frankfurt, London, Seoul and Tel Aviv.

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