

# Practice Summary



CTG Federal is a  
**Cisco Gold Integrator VAR**  
with expertise across the U.S. Federal  
and Commercial markets.

Headquartered in the  
**Washington D.C. area,**  
with **satellite offices**  
**across the U.S.**

Certified as an  
**SBA small business** and  
**ISO 9001:2015** compliant.

Recognized on the  
**CRN Tech Elite 250**  
and certified as a  
**"Great Place To Work"**  
for multiple years.

**\$10M → \$150M+**  
Grew from a Cisco Select Integrator VAR  
with < \$10M in revenue to **Top 10 Cisco**  
**VAR** in the U.S. Federal sector with  
\$150M+ in Cisco revenue in 2.5 years.

Maintains a  
**relationship-driven culture**  
focused on **trust, solution sets, and**  
**IT expertise** in both domestic and  
international federal spaces.

Supports over  
**20 U.S. federal agencies** including:

- U.S. Federal Sciences
- DoD
- DoD Purple
- DHS
- DOJ/FBI
- FedCiv
- FAA/DoT
- DOI
- Intel
- Federal Integrators

**~50%**  
of employees hold **Cisco career-level**  
**certifications in Sales/Operations and**  
**Engineering/Architecture** and **high-level**  
**U.S. Federal Security Clearances.**

Operates robust, centralized  
**Operations, Customer**  
**Experience/Nurture, and**  
**Contracting Divisions**  
that support customers and  
internal account teams.

## Notable Cisco Specializations & Authorizations



- Gold Integrator
- Hybrid Cloud Computing Architecture Specialization
- Internet Infrastructure for Enterprise
- Security Networking, SASE, XDR, Hybrid Work

- Adv. Service Provider Architecture Specialization
- Networking Specialization
- CX Specialization
- Hybrid Cloud Networking Architecture Specialization
- Ai-Ready Infrastructure
- Adv. Enterprise Networking Specialization
- Collaboration SaaS & Contact Center Specialization

- Small Business Specialization
- Select Provider
- Hybrid Cloud SW Architecture Specialization
- Full-Stack Observability Specialization
- Adv. Collaboration Architecture Specialization
- Security Specialization
- Cisco EA 3.0 Authorizations (All Suites)

## Recognitions

- Top 10 Cisco U.S. Federal VARs
- Top 5 Cisco Compute VARs in U.S. Federal
- Leader in Cisco Data Center Infrastructure and Scalable AI/ML Architectures
- Top NetApp Americas FlexPod Partner
- Leader in Cisco Multidomain and Hybrid Cloud Architectures
- Robust bench of Cisco CCIE's and NetApp A-Team® Experts dedicated to pre-sales architecture and advanced services

CTG Federal's Cisco growth track record & recognitions are undeniable, with Cisco Bookings totaling well into the 9-figures.

**QUARTER**  
**YOY**  
**GROWTH**  
**EXAMPLES**  
**- FY24**

**67%**

Cisco FY25  
(Q1-Q2)  
Growth YoY

**112%**

Cisco FY24  
Growth YoY

## U.S. Federal Contracting Capabilities

CTG Federal holds contracts for NASA SEWP V, GSA MAS, Cisco ICPT, as well as access to a broad swath of contracts notated in the table below.

CIO-CS	FAA SAVES
GSA	DLA SOE Troop Support
FirstSource II	8a Small Business Direct Award
ITES	Agency Specific BPA's & Marketplaces
DoD ESI	USAF 2GIT
DOE ICPT	SPAWAR C2 MAC

## Philanthropy

CTG Federal is committed to providing opportunity, health, comfort, happiness, & inspiration to people in our communities & around the globe. We launched the CTG Foundation (501c 3) nonprofit foundation aimed at helping underprivileged children overcome generational cycles of poverty. Please visit [www.ctgfoundation.org](http://www.ctgfoundation.org) to learn more about it.

**Jeff Fossett**

Cisco Practice Director | CTG Federal

## About CTG Federal

CTG Federal, a Cohesive Technology Group company, is an SBA-certified small business that excels in servicing dozens of federal defense, intelligence, and civilian organizations with best-in-class information technology. Our experienced team of sales and engineering professionals design and deliver IT hardware and software solutions that save time and money for our customers. Headquartered in Virginia, we have dedicated resources in all regions across the continental United States.

## Contracts

**DUN & Bradstreet:** 080932836

**UEI:** G2D4Q7UKR5P5

**CAGE Code:** 7ZHE9

**NAICS Code(s):** 541519

### NASA SEWP V

**Contract Number:** NNG15SD12B

**Group:** Group B\_Small Business

### GSA Multiple Award Schedule (MAS)

**Contract Number:** 47QTCA25D003P

### DOE ICPT

**Contract Number:** ICPT CISCO BOA 4I-30062-0008A

### Dell Technologies ICPT Agreement

**Contract Number:** 4I-31841 Small Business

### Horizon ELA

**Contract Number:** W519TC-25-D-A005



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