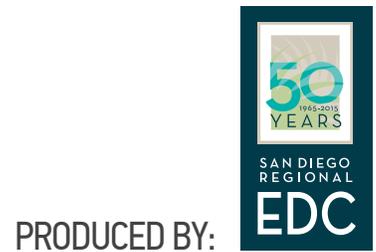


AN ECONOMIC IMPACT ANALYSIS ON THE SAN DIEGO REGION  
MAY 2015



# > \$59 MILLION OF TOTAL ECONOMIC IMPACT

## ABOUT IBOSS

Headquartered in San Diego, iboss Cybersecurity has become one of the region's most rapidly growing technology firms over the past few years and one of the fastest growing cybersecurity firms in the world.

iboss provides solutions that protect thousands of enterprises, service providers and government networks against a new age of cyber threats. To respond to the new world of prevalent internet connectivity, iboss developed a game-changing security platform with innovative architecture that is backed by more than **60 patents and patents pending**. iboss is chosen by over 4,000 enterprises worldwide to increase their cyber security.

The company has more than 150 employees around the globe, including 120 in San Diego, and plans to have well above 200 employees across locations by year-end 2015. **Over the next 18 months, the firm intends to add 100-150 high wage technology and cybersecurity professionals to its San Diego location**, once facility renovations are complete. These jobs pay above median income and in turn, attracts more talented professionals to the region. This will generate greater and more sustained impacts for the region.

## THE IMPORTANCE OF CYBER

As the pervasiveness of technology grows, so too does the number and complexity of the threats to our personal, financial and national security, which is why cybersecurity will remain a critical global industry for the foreseeable future.

San Diego is especially poised to economically benefit from this trend. A 2014 study by National University System Institute for Policy Research, BW Research and San Diego Regional EDC found that **the cybersecurity industry impacts more than 13,000 jobs in the region**. The total economic impact from the industry exceeded \$1.5 billion and is growing, which is more than the impact of hosting three Super Bowls every year.

The study also revealed that San Diego has competitive advantages that enable cyber businesses to grow in the region. More than 75 percent of cybersecurity firms surveyed revealed that San Diego County offered a good or excellent business climate for their business. Firms in the industry expected their employment to grow by 13 percent, or roughly four to six times the expected county employment growth rate.

## ECONOMIC IMPACTS

	EMPLOYMENT	GDP (millions)
<b>IBOSS (Q1 2015)</b>		
Direct	120	\$15.5
Indirect/Induced	160	\$12.2
<b>Total Effect</b>	<b>280</b>	<b>\$27.7</b>
<b>EXPECTED GROWTH (NEW HIRES)</b>		
Direct	150	\$18.2
Indirect/Induced	180	\$13.8
<b>Total Effect</b>	<b>330</b>	<b>\$32.0</b>
<b>TOTAL IMPACT (POST-EXPANSION)</b>		
Direct	270	\$33.7
Indirect/Induced	340	\$26.0
<b>Total Effect</b>	<b>610</b>	<b>\$59.7</b>
<b>\$5M RENOVATION (ONE-TIME)</b>		
Direct	26	\$2.0
Indirect/Induced	28	\$2.2
<b>Total Effect</b>	<b>54</b>	<b>\$4.2</b>

Source: IMPLAN Group, LLC; San Diego Regional EDC

## QUICK FACTS

As of Q1 2015, iboss **EMPLOYS 120 PEOPLE** in San Diego and generates **MORE THAN \$27 MILLION** in gross domestic product (GDP) for the region.

iboss ranked #70 overall and **#3 IN SECURITY** on the 2014 Deloitte Technology Fast 500 list of **FASTEST GROWING TECH COMPANIES**.

Over the past three years, iboss has **GROWN BY MORE THAN 1,800 PERCENT**.

In 2014, iboss purchased a new 43,000 square foot facility and plans to **INVEST \$5 MILLION** in renovations.

The new and upgraded facility will allow iboss to expand operations further, and the firm expects to **ADD 100-150 NEW JOBS** to the region over the next 18 months.

Once expansion is completed, iboss is expected to have a total economic impact of **MORE THAN \$59 MILLION** and will impact **MORE THAN 600 JOBS** in the region.

# EXPANDING OPPORTUNITIES

FOR EVERY **TEN JOBS** THAT IBOSS CREATES IN SAN DIEGO, AN ADDITIONAL **13 NEW JOBS ARE CREATED** IN THE REGION AS A RESULT

On April 28th, 2015, iboss Cybersecurity broke ground on a new global headquarters that will include a state-of-the-art threat research center. In partnership with the University of California–San Diego Supercomputer Center, the center will provide threat intelligence with global benefits and will assist with San Diego's efforts to be recognized as a Cyber Center of Excellence.

iboss was particular in selecting local contractors to maximize local impact on their improvements to the facility, in turn creating **54 jobs during the process and adding \$4.2M to the region's GDP**. By staying local, using local supplies and partnering with a local institution, iboss has reaffirmed its commitment to San Diego.

## IBOSS PURCHASES FACILITY TO EXPAND THREAT RESEARCH CENTER

*San Diego-based cyber security firm purchases 43,000 square foot space for a total investment of \$12.7M*

**San Diego, CA – December 18, 2014** – iboss Cybersecurity today announced the purchase of an approximately 43,000 square foot facility to house the company's worldwide headquarters and state of the art threat research center.

The new facility will immediately undergo a \$4.5 million [now \$5M] dollar renovation. Once complete, it will house a cutting edge threat research center, a technology incubator and engineering facilities. The building, which was previously home to SAIC worldwide data center, is primed to support iboss' cloud infrastructure with multiple fiber drops, fully redundant power and suppression systems. The property will also feature an energy efficient design, corporate fitness center, putting green, two-story slide and a technology incubator area.

"iboss is growing at a tremendous rate, globally and locally," said Paul Martini, chief executive officer and founder of iboss Cybersecurity. "Investing in our headquarters in San Diego reflects iboss' commitment to our presence in the region, and will also allow us to support the company's continued development and success."

*Source: iboss press release, 12/18/14*



## GLOBAL PRESENCE

While iboss has undoubtedly played a critical role in the world of cybersecurity, it's also been a game-changer for San Diego's innovation economy and global presence. iboss's global reach creates awareness that San Diego is a place where investors and companies can profoundly succeed in the areas of cybersecurity and technology. **The presence of a world-class company who remains committed to the region will enhance San Diego's profile as a global epicenter for cybersecurity and technology.**

In particular, iboss maintains a presence in global regions that EDC and the Brookings Institution have identified as critical trade and investment partners, with regional offices in the United Kingdom, Philippines, Argentina and Australia. These regional offices support sales, support and operations for the European, Middle Eastern, Indian, African, Asian-Pacific and Latin American theaters.

## COMMITMENT TO SAN DIEGO

iboss envisions its investment in its global headquarters building to be a beacon to millions of visitors and investors—showing that San Diego is synonymous with innovation. In doing so, iboss foresees the new facility in furthering its mission to attract, retain and develop talent in the San Diego region. As iboss scales, they are training junior positions and growing them into managers and executives, which increases the talent pool for tech positions in the region; essential for retaining startups and mid-market tech companies.

***“Investing in our headquarters in San Diego reflects iboss' commitment to our presence in the region”***

iboss is also very active in the local philanthropic community. Employees are encouraged to support local charities including San Diego Food Bank, Surfrider foundation, Rachel's House and various other charities. iboss matches money raised by their team for donations to sponsored charities. Additionally, they will soon be introducing a time off waiver, through which employees are paid for days spent helping at a charity without counting against existing paid time off.

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