



Ashburn Company Expanding, Adding Staff

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In a time when pink slips are more common than ribbon cuttings, one Ashburn company is defying the odds. Brainware plans to add around 20 employees and expand its space for the second time in less than three years.

The company specializes in intelligent data capture and intelligent search and retrieval solutions for customers, many of whom are on the Global 2000 list, according to Brainware Chief Financial Officer and General Counsel James Zubok.

"We're continuing to service larger and larger customers with our offering. While there are a number of companies that can be considered in the intelligent capture data market we're very privileged to enjoy some of the larger customers that have the highest volumes," Zubok said. "As our customer base continues to expand and we have additional implementations with existing customers, we just need additional people to help that growth."

Zubok said most of the 20 positions to be hired would be in the sales arena, or those positions supporting sales.

In addition, the growth of the company's workforce necessitates a growth in physical space and Zubok said the company is in negotiations with its landlord at 20110 Ashbrook Place to expand. The expansion would mean Brainware's headquarters would occupy around 11,000 square feet of space.

Zubok attributes Brainware's growth to the products offered as well as the company's selling approach.

"We have the most conservative revenue recognition policy," Zubok said. "When we sell software we wait until the customer signs off recognizing [product] implementation to recognize revenue. [Our success] is not only based on the strength of the product itself but because we're really focusing on the product meeting our customers' expectations."

In addition to the company's Ashburn headquarters, Brainware has offices and personnel in the United Kingdom, Switzerland and Germany. Zubok said there are plans to expand the company's European offices as well.