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Brainware to hire, expand in area

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Brainware Inc. plans to hire and expand its Loudoun County headquarters to accommodate current customer support and future market expansion.

The Ashburn-based provider of intelligent data capture and enterprise search services has about 20 open slots it is looking to fill at its headquarters in the next six months in areas of sales, operations and information technology.

The firm is also in negotiations to expand by about 2,500 square feet at 20110 Ashbrook Place, for a total of about 10,000 to 11,000 square feet in the building.

In the past several months, Brainware has signed over a dozen of new Global 2000 accounts, including several transactions in excess of \$1 million, giving the company its highest total sales volume in its history.

“Contracts went up year over year and we expect that to continue this year,” said David Mountcastle, vice president of finance for Brainware, adding that his company has not seen much of a negative impact from the economy. “Our customer base is mainly Global 2000 companies and a lot are sitting on a lot of cash and can’t figure out what they want to invest in.”

Brainware helps its customers -- which include Airbus, Alcon, Alltel, and KPMG -- unlock new profit streams by eliminating costly manual data entry, rapidly process large volumes of documents and retrieve data from across the enterprise.