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## Fast-growing IT firm has booked \$1B in government contracts over next 10 years

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Ventech Solutions Inc. has a measure of security as it more than doubles its Columbus staff while adding offices in other states: The government-focused IT services and software company has booked contracts worth \$1 billion over the coming 10 years, founder and President Ravi Kunduru said.

And it's still bidding for more.

The company says it has not closed its books on 2015 for total revenue including work for states, but in federal contracts alone its payments spiked to \$37.2 million in the fiscal year ended Sept. 30, according to the government spending tracker USAspending.gov. In fiscal 2014, it was \$4.1 million. In the four months starting Oct. 1, it's been paid \$14.6 million.

"2016 is going to be a blast year for us," Kunduru told me.

"There is definitely a lot of confidence as we have built with our customers," he said. "We are able to penetrate new markets. We want to be a very unique vendor."

I caught up with Kunduru after Ventech pledged last week to add 75 more jobs in its headquarters in the Polaris area over three years. It tripled that office last year to 65 employees, after winning a \$410 million, 10-year contract with the federal Centers for Medicare and Medicaid Services.

Ventech grew to about 500 employees companywide today from 120 last spring, he said. Most jobs are near client sites, such as Maryland and Virginia for CMS.

Since the big CMS award, Ventech has won five more contracts in competitive bids, including with the U.S. Air Force and the Railroad Retirement Board, the pension system for federal railroad workers. The company switched its focus six years ago to exclusively public sector contracts.

Recent bid competitions "gave us some really, really good exposure," Kunduru said.

Here's what puts a job in Columbus as opposed to Virginia, New Orleans or Iowa: Besides administrator and those who research and write bid proposals, the staff here includes developers who form an innovation strike force for any client as needs arise. That's why it's adding 5,500 square feet to its lease to add an innovation lab it calls the Widget Factory.



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Ravi Kunduru

Because Ventech's contracts are long-term, Kunduru said, the company tries to deeply analyze client operations and find ways to help them improve processes. The Widget Factory also handles tough one-time client projects, such as converting database formats or improving the user experience for an access portal.

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