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Datacraft Solutions

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Severna Park, MD

Owner: Andy Naylor

Years in Business: 4

Employees: 6

CHALLENGES FACED

According to Andy, one of the biggest challenges for a small software development contractor in such a highly competitive industry is being able to secure the reliable and consistent funding required to operate amid each year's funding peaks and troughs. Because the company employs highly skilled developers, finding the right developer for the right position is often a challenge as well.

HOW AAEDC HELPED

Andy was enrolled in Fort Meade Alliance's Micro Business Mentorship Program when he first met Wes MacQuilliam, AAEDC's COO at a networking event in 2024. Following that interaction, Jill Porter, AAEDC's Business Development Director who oversees the tech and DoD industries, and Carrie Long, MD Department of Commerce's Senior Business Development Representative, Office of Regional Growth and Retention for Anne Arundel County, held an in-depth consultation with Andy to understand more about his business goals and provide program resources and insights.

After learning about the targeted resources that AAEDC offers for tech-based businesses, Andy applied for and received an \$85,000 Next Stage Tech Fund loan that helped Datacraft Solutions recruit and hire three employees who are now working under

AAEDC has been a huge advocate for Datacraft, and the Next Stage Tech Fund has helped us continue to grow our team and, in tandem, our revenue. ”

Andy Naylor, Owner

ABOUT DATACRAFT SOLUTIONS

After years of working as a software developer for large federal contractors, Andy launched Datacraft Solutions, a full-service technical solutions provider for federal contracting. Tailored services range from processing, cleaning, analyzing, and sharing large datasets in a variety of deployment architectures. Their engineers solve technical challenges and help make big data challenges easier, more manageable, and actionable. Andy's idea was to hire bright people, take care of them, fund their curiosity, and reward their ingenuity. The hope is to produce better work and create a self-sustaining culture that is authentic and allows everyone to share as the business grows, while also avoiding burn-out and enjoying life outside of the work.

existing contracts. Andy has also taken advantage of opportunities to be involved in collaborative discussions with AAEDC and partner organizations like Anne Arundel Workforce Development Corporation.

WHAT'S NEXT?

As Datacraft continues to grow, Andy is looking forward to working with AAEDC to expand their physical presence in Anne Arundel County where his team of hard-working engineers can connect, collaborate, and, yes, win more contracts!