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ABOUT GOVSMART

At GovSmart, we're redefining how government agencies and prime contractors procure IT, tactical solutions, and advanced technologies. Our mission is simple: deliver speed, value, and certainty in every acquisition. With over \$3 billion in lifetime federal sales and more than \$500 million delivered in 2025 alone, we operate at a scale that few in the market can match. But what truly differentiates us isn't just volume—it's precision. We combine deep contracting expertise, strategic sourcing, and proprietary AI-driven tools to streamline procurement, reduce costs, and accelerate mission-critical delivery. Our team understands the urgency behind every requirement. Whether it's enterprise IT, tactical equipment, or emerging capabilities like advanced manufacturing and autonomous systems, we help our customers move faster, stay compliant, and make smarter buying decisions. When you partner with GovSmart, you're not just buying products—you're gaining a strategic edge in procurement.

SOCIO-ECONOMIC CERTIFICATIONS



PROFESSIONAL CERTIFICATIONS

VENDOR PARTNERSHIPS



CONTRACT VEHICLES





OUR STORY

Founded by Brent Lillard (CEO) and Hamza Durrani (CFO) in 2009, GovSmart's story is a testament to the enduring power of friendship and shared ambition. The company started from humble beginnings in a kitchen with a vision to revolutionize government IT procurement. This vision was further strengthened by the early involvement of close childhood and college friends, Glenn Willard (COO) and Adam Deane (CXO), whose contributions were pivotal in shaping and running the company.



GovSmart's journey began with a strategic step into a HUBZone in Charlottesville, leading to an important early milestone: achieving HUBZone Certification. This certification laid the groundwork for future successes and underscored the company's commitment to excellence.

The path to prominence continued with the attainment of the coveted 8(a) Certification, a significant leap forward in GovSmart's journey. Winning major contracts like SEWP V and CIO-CS was key to the company's ability to graduate from the 8(a) program, affirming GovSmart's capabilities and potential in the federal IT procurement arena.

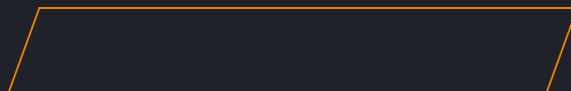
Throughout its evolution, GovSmart has stayed true to its roots, fueled by the collaborative spirit and expertise of its founders and early team members. The company's growth and successful graduation from the 8(a) program showcase its resilience and ability to excel in a competitive marketplace. Reflecting our commitment to fostering industry growth and collaboration, GovSmart has established an SBA Mentor/Protégé relationship with FedTribe, a Tribal 8(a) and HUBZone Certified entity. This partnership underlines our dedication to sharing our knowledge and network to help them succeed, introducing them to key industry partners and contracting personnel. It's a step that not only strengthens FedTribe but also reinforces GovSmart's role as a leader committed to the collective success and advancement of the government IT sector.

Today, GovSmart stands as a beacon of entrepreneurial success, built on a foundation of friendship, innovation, and an unwavering

commitment to delivering top-tier IT solutions to government agencies.



QUESTIONS? OUR TEAM IS
READY TO HELP.



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CONTRACTS

Contract Vehicles

NIH CIO-CS

NASA SEWP V

GSA Schedule

ITES-4H

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