Daring to Dream

The founder of Precise Software Solutions, a comprehensive IT solutions provider, dreams big—and has built the team, culture, and technology he needs to support his vision.

PRECISE SOFTWARE SOLUTIONS

#938
2018 INC. 5000 RANKING

528 PERCENT
THREE-YEAR GROWTH

17.6 MILLION DOLLARS
2017 ANNUAL REVENUE

90
NUMBER OF FULL-TIME EMPLOYEES

THE TEAM AT Precise Software Solutions, Inc. are problem-solvers. They help federal agencies use technology to solve business challenges and run their organizations more effectively. Precise is a small business, but customers are impressed by the breadth of its capabilities, which include system modernization and integration, data management, and strategic consulting for federal government agencies.

Zhensen Huang, founder and CEO of Precise Software Solutions, began government consulting five years ago. While working as a senior principal at a larger IT company, he saw many ways in which he could run a more nimble organization and drive benefits for customers. He believed he could start his own business and compete with larger ones by delivering more efficient and innovative solutions.

He was right. Precise made a name for itself in the federal space. Working with government clients, including the Food and Drug Administration, fueled its three-figure growth rate. In just five years, Precise grew from a team of one to 150 employees and subcontractors. In 2017, it brought in $17.6 million in annual revenue. This year, the team expects to hit $27 million. To accommodate this growth, Huang has had to move and expand the office. The company now has space in a high-end building in Rockville, Maryland, off a major highway frequented by D.C.-area commuters. Precise isn't the largest tenant, but it's one of only three with their logo on the building, alongside two large businesses.

Huang is quick to attribute his company's success to the hard work of his employees. They give Precise a competitive edge, which means attracting and retaining talent is imperative. Jeffrey Page, the company's vice president of operations, says the company's core values—commitment, integrity, innovation, and diversity, play a big role here. Huang embodies these values, which sets the tone for the rest of the organization. "We intentionally promote a supportive culture of collaboration and openness. Our

employees know there are no questions that can't be asked—of our CEO or anyone on our team," Page says.

It helps that the CEO himself isn't afraid to ask questions. Huang says he knows he doesn't have all the answers, so he surrounds himself with bright minds he can learn from. He is humble, but he dreams big when making decisions about the company's infrastructure and processes. "When we were starting out, we could have chosen a cheaper accounting solution, but we went for a top-notch system that could support the growth we were planning for. This saved us the hassle of having to switch systems as we reached our growth goals,' he says.

When it comes to the future, Huang is more optimistic than ever, because he has the foundation in place to support his vision: to be the top player in the space. Huang says Precise will continue to differentiate itself with agility and innovation, "not just in terms of technology, but also in terms of processes, and how we use automation to help customers do things more efficiently." He will also stick to his simple, but powerful mantra: "Dream big, be humble, and work hard." ■

PRECISE
Agility. Performance. Innovation.