

## **Waymon Armstrong**

Waymon Armstrong is co-founder and chief operating officer of Engineering & Computer Simulations Inc. (ECS) – an Orlando-based firm that defines innovation in the leading-edge field of modeling, simulation and training.

Armstrong's company specializes in advanced training solutions that improve the performance of military personnel, first responders and corporate employees. So he spends much of his day thinking about simulating disasters that will make emergency response teams better and faster, or ensure soldiers have medical skills that save lives on the battlefield.

Armstrong has more than 90 employees to help, but 18 years ago he started ECS with a vision, a lot of passion and his personal life savings. After three years, the company was not generating enough revenue to pay him even a small salary. Armstrong had remortgaged his home, invested the last of the life savings, and incurred \$300,000 in credit card debt. His accountant encouraged filing for bankruptcy, but Armstrong continued and ultimately landed ECS's first large assignment for the U.S. military.

Additional contracts followed and ECS built its reputation as a leading supplier of combat simulations training. ECS developed the first online virtual hospital for the U.S. Department of Veterans Affairs (VA) and is designing an online simulations learning center that will train VA doctors and staff across the globe.

The company's expansion into private health care, transportation, energy, and other industries triggered the opening of new markets for the greater MS&T industry, contributing to its overall growth.

Armstrong was selected CEO of the Year in 2014 (Orlando Business Journal), Entrepreneur of the Year in 2011 (I4 Business) and National and State Small Business Person of the Year in 2011 (national and state Small Business Administration).

ECS's humble beginnings are a colorful part of its past, and today it holds several Inc. 500/5000 awards, as well as a Deloitte Technology Fast 500 designation, which is the pre-eminent technology award in the United States and Canada.

Armstrong has served on numerous boards. He currently chairs Orange County Mayor Teresa Jacobs' Modeling and Simulation Blue Ribbon Commission and is immediate past chair of Orlando Inc. He is a frequent speaker at national and regional conferences and will be the keynote speaker at the 2015 Interservice/Industry Training Simulation and Education Conference.

Ask his formula for success, Armstrong will tell you... unrelenting commitment, great staff and an incredibly supportive family, his wife and children.