

## Client Spotlight: Inflow

Just like her four-times great grandfather, Angel Crockett is a trailblazer. She chuckles when people ask about her last name. Yes, she's a descendant of Davy Crockett, but that's not what makes her notable. Crockett is a female CEO running a private company that's hugely successful in the male-dominated national security industry.

By the time Crockett founded Inflow five years ago, her resume was packed with achievements. She started in logistics and soon complemented that talent with IT and consulting work for military contracts with a major consulting firm. She grew two businesses and moved back to her native Texas with her husband and two children before a non-compete agreement from the sale of her cybersecurity startup forced her to pause. That's when she picked up a master's degree from MIT.

"I started Inflow while I was at MIT. Because of the non-compete, I got into the intel side of defense work, including weapons analysis," Crockett explains. She soon found success once again, this time by building a company that broke the mold.

"Our industry is all about talent. You need to find people with specific skillsets like knowing how to take apart different types of weapon systems and who have a high-level security clearance," she says.

But while attracting and retaining top talent is



imperative in the defense industry, very few business owners embraced the idea of putting employees first. Crockett set out to change that with Inflow. They allow time off for volunteering and have other initiatives in place—from book clubs to

hackathons to hero awards—to boost employee satisfaction. The company's mission even puts employees first: "To make it matter for every employee, every customer, every mission." When the pandemic hit, Inflow didn't miss a beat moving to a remote work environment as others in their field did because the option was already in place to encourage work-life balance.

By 2019, Inflow was ranked #337 on the Inc. 5000 list and #4 in the under \$10M category for the fastest growing companies in San Antonio by the San Antonio Business Journal. But Crockett isn't solely

focused on Inflow. She and her husband own two other business entities and are active philanthropists as well, which she says has made working with Steven Bankler and his team critically important.

"Having several business entities is complex," she says. "But the Bankler team knows our businesses



intimately, which has been invaluable. During the pandemic, it's been especially helpful to pick up the phone and have them help us make critical decisions in minutes."

Learn more about InFlow at [inflow-ns.com](https://inflow-ns.com)

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