

2/19/2020

Good Afternoon,

My name is Ahmed Ali, and I am the President and Founder of TISTA Science and Technology Corporation, a Service-Disabled Veteran Owned Business, that has expertise in the Cybersecurity and Health IT space. I started my company back in 2005, and my first contract was \$54K. In 2019, we exceeded over \$160M in annual revenue, and we have over several hundred million dollars in contract backlog.

I am a proud resident of Montgomery County MD, and my company's headquarters is established in Rockville MD. Being incorporated in Maryland was the best decision we ever made, and it has given my company the opportunity to support various Federal government agencies, hire excellent talent, provide great job opportunities, and establish a reputable company here in our State. We are one of the largest Veteran Owned employers in Maryland.

When I first started the company 15yrs ago, financially it wasn't easy, and I struggled a lot to make ends meet and get the company up and running. Today, I mentor a lot of small businesses (disadvantaged and Veteran owned companies) and encourage them to incorporate and establish their headquarters here in Maryland. But the first question they ask me is what incentives does Maryland provide over neighboring States. Sometimes it is difficult to have this conversation with them, as a few other States provide various incentives to companies who are willing to incorporate and establish a presence in their States.

In the proposal of House Bill 204, the various recommendations to make Maryland more competitive with neighboring states, by establishing less frequent filing requirements, decreasing various fees, or establishing a sliding fee scale, is a very positive incentive for new businesses to incorporate in Maryland. It alleviates some initial start-up costs that could be a major decision point for entrepreneurs.

I realize that removing or decreasing or delaying these fees could cause a potential loss of revenue for our State and Counties initially, but if these businesses are able to grow and thrive here in Maryland, it could have significant upsides for our State. It will encourage more people to move to and work in our State, it will increase employment, and it will bring in more State Tax and Property Tax revenues when more businesses call Maryland their home. I strongly urge you to support and pass House Bill 204, so that we can attract more companies to do business in Maryland.

Thank you,



Ahmed R. Ali, M.S., MBA  
President

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