



Testimony in SUPPORT of
House Bill 806—Vehicle Laws—Autonomous Vehicle Converters—Sale of Autonomous
Vehicles

House Environment and Transportation Committee
February 23, 2023

Formed in 2002 by two former NIST scientists, Robotic Research (branded as “RRAI”) began as, and remains, a Montgomery County based robotics and technology company. We are a global leader of automated driving systems for defense and commercial markets. Our company has grown to over 300 employees, 62% of which call Maryland home. Needless to say, we are extremely proud of our Maryland roots and the company that we have become. We appreciate the opportunity to provide comments on House Bill 806.

House Bill 806 is a very simple, straightforward bill. It would allow a narrowly defined autonomous vehicle converter to sell vehicles intended for commercial or industrial use that meet certain weight thresholds established in federal law. Specifically, RRAI’s business model is such that we purchase vehicles, install our autonomous technology and then sell these vehicles to customers. We never intended to be an automobile dealer. In fact, dealer license requirements like car lots, signage for customer parking and parking lot lighting are not applicable to our work. However, a person selling three or more vehicles within a twelve-month period may be considered an unlicensed dealer. Therefore, this bill specifies that companies like RRAI can provide vehicles equipped with autonomous technology to customers but not be considered a dealer and therefore not require a Maryland dealer’s license.

RRAI is proud to call Maryland home, and we look forward to continuing to grow our business in the State. We thank Delegate Qi for her leadership on this issue, and we urge a favorable vote on House Bill 806.