



Wes Moore | Governor  
Aruna Miller | Lt. Governor  
Katie Savage | Secretary

**TO:** House Government, Labor, and Elections Committee  
**FROM:** Department of Information Technology  
**RE:** House Bill 261 - State Procurement - Competitive Proof of Concept Procurement  
**DATE:** February 10, 2026  
**POSITION:** Support

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The Honorable Melissa Wells, Chair  
House Government, Labor, and Elections Committee  
145 Lowe House Office Building  
Annapolis, Maryland 21401

Dear Chairwoman Wells,

The Department of Information Technology supports House Bill 261 because it gives the State a smarter, simpler way to test new technology before buying it at full scale.

Today, agencies often have to use procurement rules that were not built for pilots or small tests. That can slow projects down or force the State to make large purchases before we know if a solution will actually work. HB 261 fixes this problem by creating a clear process called a Competitive Proof of Concept. This allows agencies to try a product in a real environment first and, if it succeeds, move directly to full implementation without starting the procurement over again.

The bill also allows multi-phase procurements that include testing, demonstrations, negotiations, and deployment. This matches how technology is developed in the real world and helps the State choose the best solution based on performance, not just paperwork.

HB 261 keeps strong oversight in place. It requires approval from the Chief Procurement Officer for all proofs of concept and approval from DoIT for any IT-related projects. This ensures pilots meet cybersecurity standards, fit with statewide systems, and use taxpayer dollars responsibly.

The bill increases transparency by requiring all proof-of-concept solicitations and awards to be posted on eMaryland Marketplace Advantage so vendors and the public can see how decisions are made. It also provides reasonable flexibility for MBE, VSBE, and Small Business Reserve goals so small pilots can move forward while participation requirements can still apply at the right stage of the project.



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Overall, HB 261 will help Maryland buy technology more carefully, reduce the risk of failed projects, save money, and deliver better services to residents more quickly.

For these reasons, DoIT respectfully requests a favorable report on House Bill 261.

Best,

Katie Savage  
Secretary  
Department of Information Technology