

February 27, 2020

The Honorable Senator Paul Pinsky
Senate Education, Health, and Environmental Affairs Committee
2 West, Miller Senate Office Building
Annapolis, MD 21401

Re: SB832 – Procurement - Major Information Technology Development Projects

Dear Senator Pinsky and Members of the Committee:

TEKsystems, Inc. (“TEKsystems”) and its subsidiary TEKsystems Global Services LLC (“TGS”) are world-class Information Technology Services organizations providing an array of consulting services and staffing resources to both government and commercial clients nationwide. TEKsystems is a member of a larger family of operating companies, all under the common ownership of Allegis Group, a, privately held, US-based enterprise founded in 1983 by an Anne Arundel county resident and headquartered locally in Anne Arundel County.

TEKsystems supports SB832 as it is intended to address certain barriers services providers like TEKsystems face in providing major information technology projects to state and local entities. This is vitally important given the current climate of data privacy and security, as a service provider’s financial exposure may often exceed the profit made on a major technology project. Such financial exposure may lead to a service provider being forced to reduce its workforce, which would have a direct impact on the economy when it concerns a major Maryland employer such as TEKsystems. In addition, without reasonable liability limits, a Service Provider must price a substantial amount of risk into a project, resulting in increased costs for the client, making many projects unviable.

Currently, TEKsystems employs more than 8,000 full-time, internal employees and approximately 80,000 temporary employees are deployed to our clients annually. Our client base consists of approximately 6,000 companies, including 80% of the Fortune 500 across North America, Europe and Asia. In Maryland alone, TEKsystems currently employs more than 850 IT consultants and places over 1,300 IT consultants annually in open IT positions in Maryland. TEKsystems’ Maryland-based account team consists of 100 recruiters and 45 account managers dedicated specifically to IT needs in Maryland.

In addition to the temporary staffing services TEKsystems provides, its subsidiary TGS provides a robust portfolio of services that address the entire IT lifecycle for clients. As such, TGS is well-positioned to deliver major information technology development projects. TGS’ breadth of service offerings allows clients to

bundle a complete solution with TGS, streamlining supply chain management and synergizing efficiencies in order to meet the following business objectives:

- Scalability and coverage challenges
- Flexibility to meet evolving business needs
- Ability to leverage and maintain industry expertise and best practices
- High-performance teams and higher-quality deliverables
- Initiatives completed on time, within budget and according to quality targets
- Higher levels of customer satisfaction

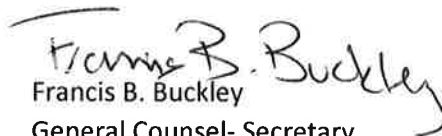
TGS' service portfolio includes Application Development, Data Services, IT Support Services, Technology Deployment Services, Converged Network IT Services, Information Security Services, as well as other services that represent the entire IT lifecycle, enabling TGS to be a valued provider of major information technology development projects.

Given that TEKsystems is the top employer of IT professionals with state and local governments across the country with 43 state government clients and more than 175 local municipality partnerships, TEKsystems has a full understanding of the trends driving the IT landscape specific to the government industry. Maryland has not been able to fully take advantage of TEKsystems expertise due to the requirements this bill in trying to address.

By providing a cap on contractual liability, top tier information technology providers can render valuable services to various Maryland state agencies while, where appropriate, be held accountable, if a breach were to occur but in a reasonable and fair manner. Conversely, without some type of cap, companies such as TEKsystems will more than likely be unable to enter into such an agreement thereby depriving the state and its citizens of much needed technology advancements and related services.

TEKsystems appreciates the committee's attention to this matter.

Yours truly,



Francis B. Buckley

General Counsel- Secretary

TEKsystems, Inc.