



800 Connecticut Avenue, NW
Suite 600
Washington, DC 20006

February 26, 2020

Maryland Senate Education, Health and Environmental Affairs Committee
2 West - Miller Senate Office Building
Annapolis, MD 21401

Re: **Letter of Support for SB 832 - Procurement Major Information Technology Development Projects**

Dear Chair Pinsky, Vice Chair Kagan and Committee Members:

On behalf of Accenture, I am writing to respectfully urge you to support SB 832 (Jennings), the Procurement Major Information Technology Development Projects bill. SB 832 seeks to dramatically improve the procurement environment for technology projects in Maryland.

Currently, Maryland is at a significant disadvantage compared to other states in the region when it comes to attracting and contracting with the best technology vendors. These vendors are dissuaded by the draconian procurement statutes and regulations in Maryland, which do not reflect current industry standards and practices. As a result, Maryland is not working with the best technology vendors who can offer the most innovative solutions. SB 832 will rectify this problem by creating a procurement environment that attracts the best technology vendors to Maryland and in turn offer the most innovative solutions.

In conclusion, Maryland's current procurement laws limit the number of qualified vendors bidding on state contracts. The enactment of SB 832 would result in a more competitive procurement environment and attract the best technology vendors available in the marketplace.

For the reasons above, I strongly urge the members of the Maryland Senate Education, Health and Environmental Affairs Committee to vote in favor of SB 832.

Respectfully submitted,

A handwritten signature in black ink that reads "David Metnick". The signature is written in a cursive, slightly stylized font.

David Metnick
Managing Director, Accenture