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**Senate Bill 396/ House Bill 804:
Workgroup to Study Maryland's Emerging Digital Economy
SUPPORT
Senate Finance Committee**

February 25th, 2020

Dear Chairwoman Kelley and Committee Members:

I am writing in support of Senate Bill 369/ House Bill 804 (as amended), entitled Workgroup to Study Maryland's Emerging Digital Economy.

As CEO of Xometry, a nationally recognized digital manufacturing company that has grown from 30 to over 300 employees in the past four years, I know first hand how digital technologies are fundamentally changing the world of work and job skills required in manufacturing.

New and emerging technologies are rapidly changing and modernizing the manufacturing landscape. Technologies, including automation and artificial intelligence (AI), are becoming more prevalent and changing the way companies organize to be competitive and grow jobs. At Xometry, we have been able to adopt AI in expanding our customer base.

Manufacturers will need to partner with industry leaders, education stakeholders, and others to explore these recommendations and other new solutions to prepare Maryland's employers and workforce adequately for the future. It is for these reasons and others, why the passage of Senate Bill 369/ House Bill 804 (as amended) is so critical.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads "Randolph Altschuler".

**Randy Altschuler
CEO, Xometry**