



2/24/2021

Members of the House Appropriations Committee  
House Office Building Room 121  
6 Bladen Street,  
Annapolis, MD 21401

Re: Letter of Support for House Bill1215

Stance: Support

Madam Chairman, Vice Chair and Members of the Committee,

My name is Dr. Reza Seifabadi. I am co-founder and COO of PediaMetrix Inc. We are dedicated to bringing computer vision and AI to pediatric health to drive patient outcome and reduce healthcare costs. Our first product is called SoftSpot™, the first smart digital tool for infant cranial evaluation at the point of care. Our product can empower pediatricians to detect different head abnormalities in their office well in advance to avoid costly and cumbersome treatments later.

We have been lucky to benefit from MTIP program since Winter of 2020, as soon as we learned about this program. Ever since, we have had one intern every semester. Over the Summer, we hired Mr. Can Cocabalkanli, a bright computer vision engineer from Johns Hopkins as in intern. Due to his outstanding achievements and his understanding of startup world, we offered him a full-time position in Jan 2021 that he accepted. Recently, we hired another intern from Hopkins and we have plans to hire one or two in the summer of 2021.

As a technology startup with limited resources, the new proposed bill can make the decision making to hire an intern much easier. It is a win for the company, for the intern to gain skills and even be hired, and for the state. Can could have worked in the top Silicon Valley startups such as J&J's Verb or Intuitive Surgical, but thanks to the help of MTIP program, he is now working with us and he will attract talents like him later. At the end, success of PediaMetrix means more jobs created in our state and helping millions of parents in Maryland and in the US.

In addition to our personal experience, the statistics suggest similar results. For example, the National Association of Colleges and Employers (NACE) share that employers converted 55.5% of their interns from the Class of 2019 into full-time, entry-level hires, according to results. Results from a NACE study also suggest that interns who were satisfied with their internship experience were 5.08 times more likely to accept an offer from their internship employer.

HB1215 expands access to experiential learning opportunities for students and supports technology based businesses across the state of Maryland. It provides a true pathway to hire and retain the next generation of talent for the state of Maryland. Please support HB1215.

Sincerely,



Reza Seifabadi, PhD  
Co-founder and COO,  
PediaMetrix Inc  
155 Gibbs St., Suite 537  
Rockville, MD 20850