

Senator Delores G. Kelly, Chair  
Senator Brian J. Feldman, Vice Chair  
Finance Committee

Senator Guy Guzzone, Chair  
Senator Jim Rosapepe, Vice Chair  
Budget and Taxation Committee

Friday, March 12, 2021

My name is Peter Dietrich and I own Anchor Technologies, Inc. located in Columbia, MD. I am writing today to express my support for MD Senate Bill 902, Anchor Technologies is a 19-year old award winning cybersecurity services firm providing cybersecurity advisory services to small and medium enterprises in our beautiful State of Maryland. We are a boutique business which employs 14 people, provides internships to those interested in cybersecurity and participates in the Cyber Association of Maryland, the MD Technology Council, and the Trust X Alliance.

I urge you to support Senate Bill 902 to establish the Cyber Workforce Program in the Partnership for Workforce Quality Program. The Cyber Workforce Program will leverage existing infrastructure in the Department of Commerce and will build on current educational programs and workforce training assets in the state. Utilizing federally awarded workforce development funds to create the Cyber Workforce Grant Fund, this Bill will provide the necessary resources to support the urgent and growing cybersecurity needs across Maryland. Fundamentally, SB 902 creates the framework for industry-driven input and collaboration in the development and execution of Maryland's workforce development strategy.

Anchor Technologies is expecting to nearly double its workforce in the next 12 to 18 months as a result of launching its new online cyber-risk management platform, [www.mycypr.com](http://www.mycypr.com). This hiring process has begun and to date only approximately 10% of our ad respondents have been from the Maryland area. Many respondents are underqualified and mis-aligned with the skillsets required in the cybersecurity space. Anchor has had to develop, at great cost, its own internal apprenticeship program, bringing in candidates with core qualities and making them into cybersecurity experts in five years. This presents growth challenges for us and as a result Anchor welcomes all efforts the State could manage to grow the quality of this regions cyber workforce as well as retrain and align current workers to enter the cyber workspace.

Again, thank you so much for taking on this important initiative. Cyber breaches are a solvable problem and programs like this will pave the way for businesses to move towards breach prevention and eradicate this cancer on our economy.

Sincerely,



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