



**From the Desk of Zach Tomlin
President of Tomlin Technology**

With Regards to House Bill 1284: Income Tax – Credit for Cybersecurity Measures Undertaken by Small Businesses
Sponsor: Delegate April Rose
Position: Support

When someone asks you for assistance to protect themselves, their families, their business or their employees, it is a gut wrenching feeling when you look them in the eyes and give them a number that is out of their budget.

My name is Zach Tomlin. I am the founder and President of Tomlin Technology, a company that focuses on Network Administration and Cybersecurity. I am often looked at as the "Go To" for our locally elected officials and multiple organizations when they have questions in the field of Cybersecurity.

I also serve as the President of the Carroll Workforce Development Board. Part of my service involves speaking with local businesses about the obstacles they face while conducting business. It is my job to listen to their concerns. I take my commitment to our community seriously.

Unlike the "Buy Maryland Cybersecurity Tax Credit" which currently lists 28 companies as "Qualified Maryland Cybersecurity Sellers". HB 1284 would apply to all companies that provide Cybersecurity services.

I have concerns about submitting paperwork to the State to become a "Qualified Maryland Cybersecurity Seller". In Cybersecurity we have a term called "Least Privilege". This basically means, you should only share out the necessary information required for someone to perform their job. It goes against our training to provide a detailed blueprint of our mitigation strategies to anyone that doesn't absolutely need it.

I'm not inclined to give the State instructions on how to infiltrate the networks of my clients. The government has shown us time after time that they are not yet capable of protecting their own sensitive data. A compromise in that database could lead to a much larger problem.

Maryland is becoming a strong force in Cybersecurity. We want to continue leading the charge by incentivizing small businesses to protect themselves. We want to demonstrate to other Cybersecurity companies that Maryland understands the importance of the field and that we welcome them.

It is with this reasoning that I humbly ask that you support House Bill 1284. Time is of the essence. Since COVID-19, IT and Cybersecurity costs have risen significantly in a short period of time. Small businesses need this help now. It simply cannot wait.

Thank you for your time and consideration.

A handwritten signature in black ink, appearing to read "Z Tomlin", written over a horizontal line.

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