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March 14, 2023

Senator Guy Guzzone, Chair
Budget and Taxation Committee
11 Bladen Street
3 West Miller Senate Office Building
Annapolis, MD 21401

Dear Sen. Guzzone and Committee Members,

Our business, INPRO Technologies, Inc., fervently supports Senate Bill 0906 providing support to small and mid-sized manufacturers in our state with funding to enhance and fortify their competitive advantage in the marketplace through access to Industry 4.0 technology like collaborative robots and connected automation solutions.

Established in Frederick, MD in 1987, INPRO is small Maryland business and serves Maryland manufacturers as a system integrator and provider of such technology, meaning Industry 4.0 Technology adoption made possible by SB0906 stands to both be sourced from and implemented in Maryland. If we can reach our customers with these solutions and overcome the barrier of cost through state subsidies, the impact to Maryland's economy will be clearly evident as more businesses can produce more, providing a strong economic base for building a business poised to provide more jobs and provide more tax revenue for the state.

Collaborative robots, a core focus of INPRO's Industry 4.0 offerings, present a wonderful opportunity to improve a manufacturer's capabilities by serving as a tool to help them produce more with their current staff. Automation in this manner does not mean replacement of jobs, but rather enhancement of these jobs by equipping workers with tools with which they can work to perform difficult and dangerous tasks more productively and more safely.

INPRO thanks you for your service to our state, our community, and our economy, and urges you to vote for SB0906 in this endeavor.

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