



**Senate Bill 396/ House Bill 804 (as amended)**  
**Workgroup to Study Maryland's Emerging Digital Economy**

**LETTER OF SUPPORT**

**Senate Finance Committee**

**February 25<sup>th</sup>, 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 Founder and CEO of Direct Dimensions, Inc., a 25-year old, 25-person, nationally recognized leader in 3D digital imaging for manufacturing, I know full well how digital technologies are fundamentally changing the nature of work and the technology-based job skills required throughout manufacturing.

New and emerging technologies are rapidly changing and modernizing the manufacturing landscape. Advanced technologies such as what we do, which is industrial 3D scanning for dimensional measurement and reverse engineering, is critical to the use of other advanced manufacturing technologies such as additive manufacturing, robotic automation, flying drones, and even artificial intelligence (AI). These *Industry 4.0* movements are fast becoming more prevalent and clearly changing the way companies think and organize to remain competitive and to grow jobs.

At Direct Dimensions, we have been able to adopt with these emerging technologies for over 25 years to help key manufacturing industries here in Maryland such as like aerospace, defense, medical, consumer products, and much more. We have specifically served many Maryland manufactures including Northrop Grumman, Lockheed Martin, Middle River Aircraft Systems, W.L. Gore, Eaton, Hardwire, Holmatro, Cobham, the Applied Physics Laboratory, the US Navy at Pax River, the US Army at APG, and many more large and small Maryland manufacturers. We are asked to provide these services to these manufacturers in part because they find it challenging to keep up with this technology and to find skilled workers in this field. These employers need workers with 3D digital skills for many aspects of today's work environment.

Manufacturers will need to partner with industry leaders, education stakeholders, and others to explore 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.

Michael Raphael  
Founder and President

**Direct Dimensions, Inc.**

410-998-0880 ph  
410-998-0887 fax

10310 S. Dolfield Road  
Owings Mills, MD 21117

mraphael@dirdim.com  
www.directdimensions.com