



Highlights from “Founders of Maryland Technology Companies Communications Equipment” and Policy Recommendations

In the report, communications equipment includes audio/video/camera equipment, telephone and telegraph apparatus, radio and television communications equipment, and electronic components and accessories. Some of the report’s major findings on communication equipment company entrepreneurs are:

- The number of communications equipment company start-ups in Md. has increased dramatically in recent years.
- The majority of Md. communication equipment companies are homegrown, but not necessarily by natives; out-of-state founders also have moved their companies to the state.
- The establishment by federal statute of COMSAT in 1962 jumpstarted the communications industry in Md. and the federal government remains an important customer for these companies.
- Many Md. communications equipment companies have been venture-backed and were subsequently acquired by larger companies.
- A number of founders and employees of communications equipment companies acquired by larger companies have gone on to new entrepreneurial pursuits in Md.

The study presents policy and program recommendations for the communications equipment sector. Some are listed here. Please refer to the entire study for more recommendations:

- Continue to nurture homegrown companies and capitalize on the state’s reputation as a center of innovation in the industry to attract new companies.
- Preserve the pool of valuable workers, moving aggressively to help laid-off workers find employment in Md.
- Fine tune university policies and practices regarding the roles faculty play in start-up companies and the flexibility of the terms of their employment.

Highlights from “Founders of Maryland Technology Companies: Information and Asset Security” and Policy Recommendations

Information and Asset Security covers physical security to buildings, biometric systems for controlling access to both facilities and to computers, network security, and proprietary information theft and wireless security. Some of the report’s major findings on information and asset security company entrepreneurs are:

- Md. security companies have been launched throughout the past half-century and the pace has accelerated in the 1990s. Additionally, the security of physical and electronic assets has taken on new immediacy in the wake of the Sept. 11, 2001 attacks.
- Virtually all of Md.’s info and asset security companies were founded here; founders’ previous experience reveals the depth of the industry’s foundations in the state.
- While they did not pursue academic careers, a significant number of security company founders came to the state to attend a university in the region.

- Almost all of the security companies count the government as one of their primary customers.
- Information and asset security companies have been prime targets for acquisition, which has made them attractive to venture capital firms.

The study presents policy and program recommendations for the information and asset security sector. Some are listed here. Please refer to the entire study for more recommendations:

- Redouble our efforts to link NSA to Maryland's technology community, as well as select universities in the state specializing in information security.
- Aggressively mine the ranks of graduate students and faculty involved in collaborations with federal information security agencies for potential new information security entrepreneurs.

The complete genealogy study reports are available on TEDCO's website at www.MarylandTEDCO.org, For more information, please contact AnnMarie Lisowski at 410.902.5051 or alisowski@mgpr.com

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