

**Written Remarks of Carol Politi,
CEO & President, TRX Systems**

**“Make It in America: What’s Next?” District Field Hearing
PANEL THREE: Next Generation Maryland Products**

TRX is a young company based in Greenbelt, Maryland. TRX delivers location indoors, where GPS is not available. You need a clear view of the sky to access GPS, so without an indoor location solution, applications that require location stop working indoors and underground. TRX's unique location solution delivers location to applications as people walk into a building, metro, or cave. TRX's primary business is with public safety and defense markets; these markets had early demand for what they call "GPS-denied" location, which means location when you can't access GPS.

GPS technology was initially deployed in defense markets and is now broadly deployed throughout commercial markets. TRX products rely on small sensors which, when we started, were bulky and expensive, and only affordable for specialized Government applications. These sensors have become small and low cost, and are now being embedded in mobile devices. TRX is now working to deliver indoor location on these new mobile devices. Our objective is to deliver mobile indoor location services that make us all safer and make indoor spaces - where we spend 90% of our time - easier to navigate.

This is the fourth time I've held an early, executive, or founding role at a Maryland startup company. I joined the founding team of TRX in 2010, the year the Made in America Jobs plan was created. TRX core early technology has been developed through support from three critical early stage funding sources:

- 1) Early stage investment vehicles from Maryland's Technology Development Corporation and Department of Business Economic Development,
- 2) Small Business Investment Research grant support from the National Science Foundation and the US Army, and
- 3) Private angel investors.

That combination of resources was vital for TRX as the company initially needed sources of funding willing to support early stage research and development. With that support and funding, TRX has filed 30 patents and has been awarded 8 US and three international patents, has raised additional institutional capital from Motorola Solutions Ventures and New Dominion Angels, and has shipped commercial products to customers in defense, public safety, and commercial markets.

TRX manufactures products here in the United States. In fact, a large percentage of TRX products are built right here in Maryland. However, the core jobs being created by TRX are high paying software development, electrical engineering, product management, and high tech marketing and sales jobs. We are interviewing software developers this week for multiple open positions.

Unlike other markets, great engineers and developers had no problem finding interesting jobs five years ago and that continues to be the case today. TRX benefits from being located adjacent to the University of Maryland

which has a fantastic engineering and computer science program. We are able to bring on board interns who immediately add value and who often join us as permanent employees after graduation.

The following priorities are essential to fostering the creation and growth of young companies and to ensuring continued access to strong high tech talent:

- 1) Reinforce emerging startup ecosystems. Strengthening startup ecosystems around urban centers is a priority that will benefit all young companies and drive the creation of substantially more young companies. A stronger startup ecosystem in the Baltimore-DC area is building. I recently spoke at a DC Tech Meet up with 800 attendees! That would not have happened 5 years ago. Accelerate Baltimore, 1776, University of Maryland's MTech and StartupShell, and flexible co-working spaces provide an environment where young companies can get the support, resources, and capital they need to move from idea to launch. Continued focus on policies that encourage development of startup ecosystems in more areas will drive the successful launch of more young companies.
- 2) 2. Develop more engineers and software developers here at home. Programs designed to build science, technology, and math skills at an early age within a diverse student base are essential. Broad access to strong early education programs, camps which inspire the love of programming and robotics, and establishment of maker spaces that meet the needs of everyone from young students to small businesses will help increase the talent available. There have been many highly publicized discussions recently about the lack of diversity within high tech. The issue is real - we do need a larger and more diverse high tech workforce. Development of that needs to start in our elementary and middle schools and continue through high school.
- 3) 3. Encourage foreign-born entrepreneurial talent to make the US their home. Make it easy for high skilled immigrants to enter the US to support the continued mix of ideas and personalities that allow us to grow great companies. The mix of foreign born talent and US talent will increase the pie for all high tech companies and workers in the United States.

In summary, access to startup capital, development of entrepreneurial ecosystems, and access to skilled workers are three pillars that will allow us to build more great companies everywhere in America.