



PLEASE SUBMIT BY EMAIL: osd.dfars@mail.mil

November 2nd 2018

Re: Section 889 of the FY19 National Defense Authorization Act

To Whom It May Concern,

I am a small business owner based in Bartlesville, Oklahoma outside of Tulsa. My father and I run Glenn Security Systems, Inc., and we have been in business since 1974 and employ 18 Oklahomans. Our goal is to make our communities safer and protect our customers' investments.

We are security systems professionals, offering customers a suite of services, including burglary sensor and fire alarm monitoring. We also assist local businesses with 24-hour monitoring services, as well as industry and company specific requirements. We specialize in the oil patch industry, which consists of monitoring salt water tanks, gas compressors, and pumps to limit environmental issues and keep production losses at a minimum.

Hikvision has been a partner to Glenn Security Systems for almost eight years. Having personally worked with their local sales managers during this time, I can speak to the company's integrity and commitment to product security and quality. So when I learned about Section 889 of the 2019 National Defense Authorization Act (NDAA), I was surprised. Not only are the provisions of the legislation ambiguous, it remains unclear to me how or why Hikvision came to be named. While I fully support any legislation that improves U.S. national security, I question whether the provision was necessary. The uncertainty around how the legislation affects Hikvision vendors could undermine our objective of helping keep our local businesses safe from criminal activity. It also has the potential to cause undue financial hardship for small American businesses like mine.

A broad interpretation of the NDAA would severely damage my business. It would mean that I could no longer service my government contracts using products not covered by the prohibition while simultaneously using covered products for other commercial jobs. A broad interpretation would also hurt my customers, as they would not be able to enter into a federal contract if they have Hikvision products installed in their own facilities. to keep them safe and secure. I recently read the Security Industry Association's helpful guidance on this legislation. It is available [here](#), and I believe its contents should be carefully considered.

As your staff begins the process of providing our industry with clear guidelines on how businesses should comply, please keep the interests of small U.S. businesses in mind.

Sincerely,

Joseph Glenn
Vice President, Glenn Security
918-213-5579