



November 1, 2018

Re: Section 889 of the FY19 National Defense Authorization Act

To Whom It May Concern,

I am writing to submit my comments about the FY19 National Defense Authorization Act (NDAA) and how, if implemented in a sweeping manner, it will dramatically hurt my business.

I am the owner of SECOM, LLC, a small business located in Columbia, Maryland. SECOM is a UL 2050 certified provider of state-of-the-art security solutions to government and commercial clients. We provide services to federal, state and local government entities throughout the Mid-Atlantic region. SECOM excels at providing integrated life safety and security that is seamless in its execution and function while absolute in its operation and performance. We offer tomorrow's technology to address today's concerns.

SECOM has been a Hikvision "Platinum" partner since 2016. This means I do a lot of business with Hikvision. This year, my year-to-date revenue with Hikvision is \$125,000. For a small U.S. business, this is a significant amount of income. Specifically, we provide services to our customers in the federal, state, local, healthcare and medical marijuana vertical spaces.

SECOM has always played by the rules, and we need guidance on how to comply with the confusing language of this bill. Specifically, clear guidance that Section 889 does not apply to non-federal sales or use of covered equipment is critical to my company as I provide integrated security solutions across multiple government and commercial markets, using a mix of products from different manufacturers tailored to the technical requirements, price points and specific customer needs that vary widely for each sector.

A broad reading of this bill means that I can no longer service my government contracts using products not covered by the prohibition, and use covered products for other commercial jobs. This would greatly damage my small business. In addition, some of my customers may not enter into a federal contract because they have covered products installed in the facility to protect their property and staff. They will have to remove the covered products in such a scenario, causing significant disruption of their business and substantially increasing their operating cost.

The Security Industry Association (SIA) recently sent its member companies an update that, from my perspective, helps lessen the potential business downside a broad implementation would create. To view their member update, please visit their website [here](#).

Please keep the interests of U.S. small businesses like SECOM in mind as you write the rules of the road for this provision.

Sincerely,

Mike Toomey

President-Secom, LLC