

Good morning, Chair Claggett, Vice-chair Workman, Ranking Member Mohamed and members of the Technology and Innovation committee:

Thank you for allowing me to submit written testimony today. My name is Jared Holt, and I am the Manager, Government Affairs, for the Eastern U.S. for Google Cloud.

Google Cloud is the enterprise side of Google and is taking the innovations, lessons learned, and secure infrastructure developed to deliver nine applications (Search, Android, Chrome, Gmail, Drive, Maps, Play Store, YouTube, and Photos) with more than one billion users each, and customizing those for the benefit of companies and government partners. Google Cloud helps governments of all sizes improve services, increase their operational effectiveness, and deliver proven innovation.

As a member of the Coalition for Fair Software Licensing (CFSL), we are here today in support of House Bill 202, legislation regarding public agencies and software licensing.

House Bill 202, requires software providers to allow customers to use existing licenses on any cloud platform at no extra cost and to offer non-discriminatory pricing, and can immediately improve competition and protect constituents' Personally Identifiable Information (PII).

We are in favor of legislation that allows a state and its departments, agencies, and localities to prioritize their I.T. needs, while saving taxpayers dollars in the process. A

fair and open cloud market fosters innovation, lowers prices, and provides more secure and reliable services.

Across the U.S., five states—Colorado, Illinois, Missouri, Indiana, and New Hampshire—have already enacted fair software licensing legislation to date. These laws apply to future contracts and prohibit software providers from restricting a state agency or department from choosing the hardware or cloud environment the software will run.

Again, thank you for allowing me to submit written remarks today.

Jared Holt

Manager, State and Local Government Relations

Google Cloud