Montgomery County Delegation to the Maryland General Assembly
Priorities Hearing
November 14, 2018

Chairs Korman and Zucker, Vice-Chairs Carr and Lee, members of the Delegation, my name is Ahmed Ali and I am the President and Founder of TISTA Science and Technology Corporation, as Service Disabled Veteran Owned Company. We are a Rockville based company, and contract with over 20 Federal Government Agencies as a Prime Contractor, supporting various mission critical programs in the fields of Cybersecurity and Health IT. Thank you for the opportunity to testify this evening.

I am a graduate of Veterans Institute for Procurement (VIP) program. The things that I learned and the knowledge that I have gained while attending the VIP program, has significantly helped me to grow the company. I was able to implement many of the key topics and lessons learned to grow my company from a fledgling small business to a successful large business. TISTA has nearly 500 full time employees and performing well over $100M in annual revenue. Just last month, TISTA was awarded the largest single award contract in our company’s 14-year history. We were awarded a $164M prime contract with the U.S. Department of Veterans Affairs, and the project starts next week in Austin Texas. As a Veteran, having served on multiple deployments in hazardous zones in the Middle East, I’m very proud of the work our company does for the Veterans Affairs, and for the work we do to support our Veterans. My company could not have achieved this level of success with the knowledge, guidance, and support we received from the Veterans Institute of Procurement (VIP).

TISTA is a well-established, and well recognized employer in Montgomery County. We have several offices in various States, but our headquarters is in Rockville Maryland. I have also been living in Montgomery County for over two decades. As a Military Veteran and a Business Owner, I frequently mentor many small business owners within the DMV. VIP frequently invites me to be a guest speaker or a panelist during some of the VIP events throughout the year, and during graduation ceremonies. I have a met a lot of wonderful entrepreneurs who are Veterans, those who are either looking to start their own business or have already established their business. These new leaders not only look forward to the support that they receive from VIP, but they are excited about what they learn in the program. They are also happy to meet successful business owners and mentors who are also fellow Veterans. Many of these Veterans have been inspired by the success stories like TISTA, and they know how much of an impact the VIP program had on companies like TISTA. These Veterans not only want to participate in VIP, but they are extremely proud to be part of an organization that supports the Veteran Small Business community. I hope Montgomery County Delegation is equally as proud of Veterans Institute for Procurement program.
Your support of $150,000 towards VIP is a small investment for the greater good. Veterans need this training, they look forward to this training, and their success will be extremely beneficial to our State and to our County. Investing in the training of Veteran-owned small businesses will increase jobs, will increase the number of Veteran employers, and will increase the number of Veterans living in our State. Our County and State will continue to be even more respected by leading the charge in support of our Veterans. Let’s set an example for all the other Counties around the Nation, and let’s set an example to all our Veterans.

The Montgomery County Chamber, and our Veterans need your support. Please invest in our local economy and in our future by supporting the Chamber. On behalf of so many Veterans who have benefited from the VIP program, I am thankful for your support over the years, and I encourage you to continue to support such a valuable program.

In closing, I am looking forward to speaking with each one of you if there are any additional questions that I may answer in the future. I am proud of the many accomplishments my company has achieved over the years in support of our Veterans, and I am extremely proud that our County continues to support programs that had a positive impact in the lives of our Veterans.

Thank you for the opportunity to testify this evening.