



Sussex County
League Of Women Voters
ECONOMIC
DEVELOPMENT

SEPTEMBER 13, 2017

SecureNetMD



Awards

We are proud to share some of our milestones

- 2017 & 2016 Security of Defense Freedom Award Nomination (DOD)
- 2016 ESGR Above and Beyond Award (DOD)
- 2016 Best of Lewes Award - HIPAA Compliant Healthcare IT Provider
- Best HIPAA Compliant Managed Service Provider – TMT Telecoms Award
- Pioneer Award for Healthcare IT Solutions



Involvement

We give back to the industry and the community

- HIMSS
- Eastern Shore Medical Group Assoc
- Delaware Medical Group Management Assoc
- Platinum Member of Help Desk Institute
- Preferred IT Vendor for Medical Society of Delaware
- TechTalk & TechTalk Jr

Opportunity? Where, When, How?

- ▶ Family
 - ▶ 4 Kids
 - ▶ Where will they go?
 - ▶ 14 Years
 - ▶ What I have seen?
 - ▶ Community Pride
 - ▶ Growth
 - ▶ Resistance
 - ▶ Frustration
 - ▶ 85% growth in the last 3 years
 - ▶ Diversification/Adaptation
 - ▶ Push for change
 - ▶ Education
 - ▶ Connectivity

STEM

- ▶ Sussex County STEM Alliance (2017)
 - ▶ Jobs
 - ▶ STEM jobs to be fastest growing and highest pay for qualified candidates (US Bureau of Labor)
 - ▶ Educators
 - ▶ Filling the pipeline which is connected directly out of State
 - ▶ No Spending = No Growth
 - ▶ Responsibility
 - ▶ Owners, CEO, State, Schools, Neighbors etc..
 - ▶ The only way to grow spending is to provide a benefit or restrict funding or those who choose to spend outside the State (30-40%)
 - ▶ Tech Talk Junior (What is SecureNetMD doing?)
 - ▶ Taking Technology to the kids/CyberStreets
 - ▶ What are we doing to ensure OUR next generation of kids has an equal opportunity to excel
 - ▶ STEM should be a fixture in the Economic RoadMap for Delaware

Adaptation

- ▶ Adaptation
 - ▶ Blackberry
 - ▶ Sears
 - ▶ Radio Shack
 - ▶ What can Delaware learn from these companies
 - ▶ Don't get stuck doing the same thing thinking everyone else will adapt
 - ▶ Change is the only constant
 - ▶ WE must work as a team to ensure Delaware still has a vibrant economy to outlast the next 20 years
 - ▶ Auto, Banking, Casinos, Corporations
 - ▶ Governor Carney (Amazon Bid)
 - ▶ Small enough State to make changes and adapt
 - ▶ Delaware needs to find it's place in the new economy

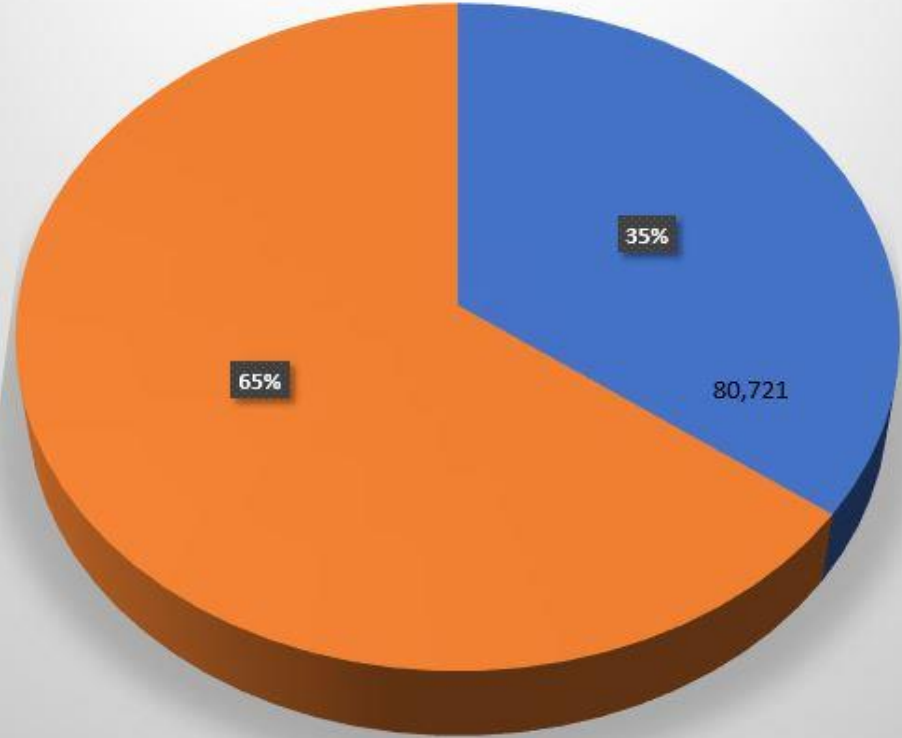
Connectivity

- ▶ Connectivity
 - ▶ Why (A lack of high speed connectivity is crushing for countless types of growth)
 - ▶ Business
 - ▶ Education
 - ▶ Healthcare
 - ▶ Agriculture
 - ▶ Robotics
 - ▶ RPM – Remote Patient Monitoring
 - ▶ Cyber Security
 - ▶ Data Centers
 - ▶ Public Safety

Growth

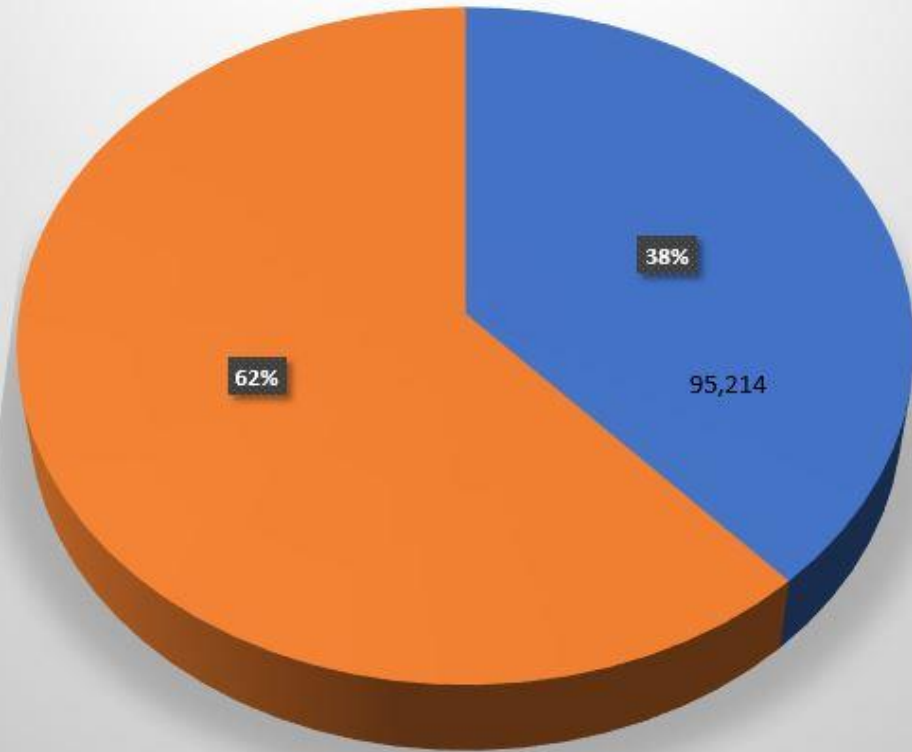
- ▶ How will we manage the growing/aging population
 - ▶ 100k over the next 5 years
 - ▶ Healthcare
 - ▶ Telehealth
 - ▶ RPM – Remote Patient Monitoring
 - ▶ Robotics
 - ▶ 600M
 - ▶ Support Systems
 - ▶ Managing Technology
 - ▶ Lowes
- ▶ Growth
 - ▶ Perception
 - ▶ Resistance
 - ▶ Hudson Fields
 - ▶ Delaware has more preserved space per capita than almost any other State
 - ▶ What's Next

Sussex County's Aging Population (2020)



2020


Sussex County's Aging Population (2030)



2030

Roadmap

- ▶ STEM
- ▶ Navigate Spending
- ▶ Adaptation
- ▶ Push For Growth
- ▶ Connectivity
- ▶ Healthcare
- ▶ Information Technology
- ▶ Delaware Needs To Find It's Place In The New Economy

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- ▶ Are the women/men of the United States big enough to see their opportunity? (President Carrie Chapman Catt 1919)
 - ▶ Are the citizens of Delaware big enough to see their opportunity?

Stay Connected



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