



*1 New Orchard Road
Armonk, New York 10504*

Testimony before the New York Economic Development Budget Committee

Dr. Jamie Garcia
Director, Strategic Growth and Quantum Partnerships
IBM

February 26, 2026

Chairwoman Krueger and members of the Committee, my name is Dr. Jamie Garcia, and I am the Director of Strategic Growth and Quantum Partnerships for IBM. We support the Governor's budget request to appropriate \$60 million to create four quantum computing hubs across the state.

THE POTENTIAL OF QUANTUM

Quantum computing is rapidly emerging as a new computing model that holds enormous potential to transform science, technology, and commerce. Within a short few years, IBM expects to deliver quantum computers that will allow researchers to solve some of our most pressing scientific, technological, and commercial challenges and want to ensure our leaders and policymakers are up to speed with its most recent developments and capabilities.

Quantum computing is a fundamentally new computing standard that is capable of solving certain problems much faster than classical computing. It will impact any problem where the underlying physics is quantum in nature such as materials interactions, molecular interactions, or the chemistry of biological processes. It will also impact problems that involve large scale search and optimization challenges such as electric grid analysis, logistics and financial modelling. Let me give you an example.

Last fall HSBC announced a successful experiment in partnership with IBM, demonstrating the use case for quantum computing in financial applications, specifically with algorithmic bond trading. Typically, the corporate bond market uses computer models to quickly and automatically price customer inquiries for a competitive bidding process. Algorithmic strategies incorporate real-time market conditions and risk estimates to automate this process, allowing the traders to focus their attention on larger and more difficult trades. Working with a team from IBM, HSBC leveraged an approach utilizing quantum and classical computing resources to deliver a 34% improvement in predicting how likely a trade would be filled at a quoted price.

NEW YORK & QUANTUM

New York stands at a pivotal moment. With global leadership in quantum hardware development already in place, the state is uniquely positioned to lead the next era of quantum innovation. But leadership in this space will require more than hardware. It demands a coordinated, forward-looking strategy that integrates talent development, algorithm and application innovation, and



*1 New Orchard Road
Armonk, New York 10504*

industry engagement. By investing in quantum-centric supercomputing infrastructure that anchors a broader ecosystem of researchers, startups, and industrial partners, New York can unlock the full spectrum of quantum computing's economic potential.

To cement New York's growing leadership in advanced computing, the state should ensure the Capital Region has access to a quantum-centric supercomputer in the near future. This would allow for full development of these quantum hubs and ensure access is granted to all who need it, much like the development of the Empire AI consortium.

IBM believes these hubs should be centered around a common goal that will prioritize development around this computational resource, enabling breakthroughs in quantum algorithms and applications. There are already several organizations across New York working to build up their capabilities and expertise around quantum and the hubs are a perfect complement to and expansion of that work.

We appreciate the legislature's consideration and support of this new technology. The future of quantum is now and we are confident you will ensure New York State remains at the forefront of its development.

Thank you for the opportunity to testify before you today. I am happy to answer any questions at this time.