



March 20, 2015

The Honorable Orrin G. Hatch
Chairman
Committee on Finance
United States Senate
219 Dirksen Senate Office Building
Washington, DC 20510

The Honorable Ron Wyden
Ranking Member
Committee on Finance
United States Senate
219 Dirksen Senate Office Building
Washington, DC 20510

The Honorable Paul Ryan
Chairman
Committee on Ways and Means
United States House of Representative
207 Cannon House Office Building
Washington, DC 20515

The Honorable Sander Levin
Ranking Member
Committee on Ways and Means
United States House of Representatives
1106 Longworth House Office Building
Washington, DC 20515

Chairman Hatch, Ranking Member Wyden, Chairman Ryan, Ranking Member Levin:

As the Board of BSA | The Software Alliance¹ (BSA), we write to urge rapid Congressional action on Trade Promotion Authority (TPA) legislation.

Our ability to invest in innovation and job creation and to meet customers' needs depends on open markets with clear trade rules. Foreign markets account for more than 60 percent of our annual sales. The U.S. software industry employs over three million Americans in jobs that pay more than double the national average.

Our industry is evolving rapidly. We are increasingly making software available through digitally delivered subscription models, which offer customers the power of software anywhere, anytime through remote and mobile computing. Individuals and enterprises in the United States and abroad are today harnessing the power of data and analytics to improve their operations, better serve customers, and develop new offerings. Each of these innovative business models depend on the ability to move data across borders.

Unfortunately, we are seeing a growing number of countries enacting measures that restrict cross-border data flows or require data processing to occur within the nation's borders. In some cases these market access barriers are rationalized on privacy or security concerns, but in many cases they are simply aimed at creating opportunities for domestic entities to the disadvantage of American developers of software and providers of data services. But such policies protect neither privacy nor security, and ultimately will hamper economic growth in the markets that enact them.

¹ BSA's members include: Adobe, Altium, ANSYS, Apple, Autodesk, Bentley Systems, CA Technologies, CNC/Mastercam, Dell, IBM, Intuit, Microsoft, Minitab, Oracle, salesforce.com, Siemens PLM Software, Symantec, Tekla, The MathWorks, and Trend Micro.

We need trade agreements to address these market access restrictions on digital commerce directly. Today, our agreements do not specifically prohibit restrictions on cross-border data flows and data localization. To have a truly 21st century trade regime, which empowers commercial opportunities where the United States has real competitive advantage, we need our negotiators to focus on these barriers specifically.

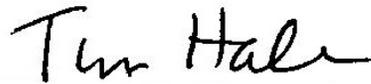
We urge prompt action on TPA to set specific goals on open markets for digital trade. We stand ready to work with you to achieve this goal and ensure U.S. software companies can continue to grow through sound trade policies.

Sincerely,

BSA Board of Directors



Michael A. Dillon
Senior Vice President, General Counsel and
Corporate Secretary
Adobe Systems, Inc.



Tim Hale
Chief Legal Officer
Altium, Inc.



Sheila DiNardo
Vice President, General Counsel and Secretary
ANSYS, Inc.



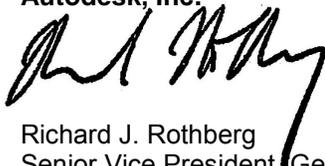
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Autodesk, Inc.



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Systems, Solutions Portfolio & Research
IBM Corporation



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Chief Legal Officer
Salesforce.com



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Senior Vice President, General Counsel and
Secretary
Siemens PLM Software



Scott Taylor
Executive Vice President, General Counsel
and Secretary
Symantec Corp.



Victoria A. Espinel
President and CEO
BSA | The Software Alliance