

May 25, 2011

Chairman Max Baucus
511 Hart Senate Office Building
Washington, DC 20510

Ranking Member Orrin G. Hatch
104 Hart Senate Office Building
Washington, DC 20510

Dear Senators Baucus and Hatch:

As business leaders committed to the growth of our country's Innovation Economy, thank you for your continued leadership in seeking to ensure America's long-term economic strength. We share your commitment to keeping America strong and competitive in today's global economy, and respectfully urge you to support the pending United States-Korea Free Trade Agreement (KORUS FTA).

The technology industry vitally depends on trade. Two-thirds of our markets and an even larger share of spending growth are outside the United States. Having access to new markets in other countries, through trade agreements such as this, will create significant growth opportunities for our companies and customers. Such growth opportunities create new high-paying jobs here at home.

TechNet seeks Congressional approval of the KORUS FTA in order to take full advantage of the benefits that will be granted to our industry, such as ending foreign ownership restrictions, increased market access through the phase-out of tariffs on many high-tech products, regulatory fairness through improved transparency and accountability, duty-free treatment for electronic transmission between countries (e-commerce) and strong protection for intellectual property, such as software and anti-circumvention provisions.

U.S. technology companies exported \$9.7 billion last year to Korea, making it a top-ten market for the industry. Korea has the highest household broadband penetration rate in the industrialized world, 96%, compared to the United States, which is 20th, with 60%. This is a fertile market with a technology-savvy population, whose appetite for our products and services is strong and continues to grow. Our European competitors have signed and ratified a similar agreement that goes into effect July 1. If the Korean trade pact is not passed, we will be at a distinct disadvantage and will lose market share to foreign firms, something that is very hard to win back.

Thank you very much for your consideration. We look forward to working with you on this and other issues important to the U.S. technology sector.

Sincerely,

Robert J. Abernethy
President
American Standard Development Company

Scott A. McGregor
President & Chief Executive Officer
Broadcom Corporation

John G. Melo
Chief Executive Officer
Amyris Biotechnologies, Inc.

John Chambers
Chairman & Chief Executive Officer
Cisco Systems, Inc.

Michael R. Splinter
Chairman & Chief Executive Officer
Applied Materials, Inc.

Jim Watson
Managing General Partner
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Don Means
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Digital Village

John McAdam
President & Chief Executive Officer
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Michael J. Holston
Executive Vice President & General Counsel
Hewlett-Packard Company

A. Douglas Melamed
Senior Vice President & General Counsel
Intel Corporation

Patrick Ennis, Ph.D.
Global Head of Technology
Intellectual Ventures

Mitchell L. Gaynor
Executive Vice President & General Counsel
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Co-Founder
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Matt McIlwain
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Brad Smith
Senior Vice President & General Counsel
Microsoft Corporation

Bruce Aust
Executive Vice President
NASDAQ OMX Group

Safra A. Catz
President & Chief Financial Officer
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Mark Zanoli
Managing Director, Investment Banking
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Mark D. McLaughlin
President & Chief Executive Officer
VeriSign, Inc.

Rey Ramsey
President & Chief Executive Officer
TechNet

CC: Ambassador Ron Kirk, United States Trade Representative