

8:30 a.m.

TO: Senator Dole
FR: Kerry

RE: Computer and Communications Industry Association
May 20, 1992

*You will be meeting with approximately 60 members of the CCIA.

*CCIA is comprised of executives working for manufacturers or providers of computer, information processing, and telecommunications equipment.

*Members include UNISYS, AT&T, and the Bell Companies.

*They are expecting a few minutes of opening remarks on the issues of the day, and then Q&A.

*Attached are some talking points, similar to those for the National Retail Federation event, which immediately follows this event.

*A few talking points on telecommunications issues are included.

SPEAK



Computer & Communications Industry Association

April 3, 1992

The Honorable Robert Dole
U.S. Senate
Washington, DC 20510

Dear Senator Dole:

This year the Computer & Communications Industry Association (CCIA) will hold its 20th Anniversary Annual Washington Caucus. This special event will be held on May 18-20 at the Four Seasons Georgetown Hotel. We would be honored if you would accept our invitation to address the membership and industry guests at anytime which may be convenient during those days. The meeting begins the evening of May 18 and concludes mid-afternoon on May 20. We would welcome your comments on the outlook for the national economy as well as any other topic of importance to the Republican leadership that you would like to bring before our membership.

CCIA is an international trade association comprised of manufacturers and providers of computer, information processing, and telecommunications equipment and services. Taken together, these companies generate annual industry-derived revenues in excess of \$160 billion and employ well over one million people in the United States. A membership roster is enclosed for your information. CCIA is involved in a number of public policy arenas, including telecommunications policy, international trade, federal procurement, and intellectual property. An overview of CCIA's recent activities in the public policy arena is enclosed.

The annual Washington Caucus has traditionally been the setting for a spirited exchange between the leaders of the computer and communications industry and our Nation's key policymakers. CCIA would be most honored if you could participate in this year's Caucus. A listing of previous Caucus speakers is attached for your review. We would be pleased to work with you and your staff in formulating your presentation and adapting our agenda to your schedule.

We look forward to hearing from you.

Sincerely,

Stephanie Biddle

Stephanie Greher Biddle

Enclosures

Gregory Dorman

times flexible

Mon, May 18 - evening
Tues, May 19 - 8:30 am evening
Wed, May 20 - 8:30 am
9:30 am lunch
Four Seasons Hotel

Stephanie Biddle
President

*\$2,000 -
approx 60*

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A-22*

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FAX (202) 783-0534



Computer & Communications Industry Association

Washington, D.C. 20001

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(202) 783-0070 Facsimile: (202) 783-0534

CCIA Member Roster

COMPUTER SYSTEMS & EQUIPMENT

Active Memory Technology
Amdahl
Andor Systems
Charles River Data Systems
Cognitronics
Datamedia
Dataproducts
Falcon Microsystems
Formation
Groupe Bull
Grid Systems

Hitachi Data Systems
HFS, Inc.
Maxima
Miltop
NEC Technologies
NCR Corporation
SCI Systems
Storage Technology
Tandem
UNISYS
Vion

COMPUTER SOFTWARE & SERVICES

Capricorn Systems
Computer Intelligence
InterCAP Graphics
Integrated Document Applications Corp.
MICO

SAP America
Sorbus
Technology Marketing
TSI International

COMMUNICATIONS SYSTEMS & EQUIPMENT

Amdahl
AT&T
Cognitronics
Datum
Fujitsu Network Systems
Groupe Bull
Innovative Technology

NEC America
Northern Telecom
Racotek
Summa Four
Ungermann-Bass

COMMUNICATIONS SERVICES

AT&T Network Services
Ameritech
Bell Atlantic
Bell South

Southwestern Bell
Convergent Communications
NYNEX

CCIA MEMBERS COMPANIES REPRESENT COMBINED INDUSTRY REVENUES OF
\$160 BILLION

Recent CCIA Washington Caucus

Participants Include:

Rep. Les Aspin
Chairman, Armed Services Committee

Senator Lloyd Bensten
Chairman, Finance Committee

Dr. Michael Boskin
Chairman, Council of Economic Advisors

Dr. Erich Bloch
Director, National Science Foundation

Dr. D. Allan Bromley
Director, Office of Science & Technology

Senator Hank Brown
Ranking Minority Member
Technology & Law Subcommittee

The Honorable Anne Brunsdale
Chairman, International Trade Commission

Senator Conrad Burns
Commerce, Science & Technology Committee

Rep. John Conyers
Chairman
Government Operations Committee

Rep. Dante Fascell
Chairman, Foreign Affairs Committee

Rep. Hamilton Fish
Ranking Minority Member, Judiciary Committee

Rep. Sam Gejdensen
Chairman, International Economic Policy
and Trade Subcommittee

Rep. Sam Gibbons
Chairman, Subcommittee on Trade

Dr. William Graham
Science Advisor to the President

Rep. Bill Gray
Majority Whip

Senator Ernest Hollings
Chairman, Commerce Committee

Rep. Frank Horton
Ranking Minority Member
Government Operations Committee

Rep. William J. Hughes
Chairman, Intellectual Property Subcommittee

Rep. Edward Markey
Chairman, Telecom. & Finance Subcommittee

The Honorable Robert A. Mosbacher, Sr.
Secretary of Commerce

The Honorable Janice Obuchowski
Assistant Secretary of Commerce
for Communications and Information

The Honorable Alfred Sikes
Chairman, FCC

Judge Leonard Suchanek
Chairman, GSA Board of Contract Appeals

Senator Tim Wirth
Member, Budget Committee



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Washington, D.C. 20001

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RECENT CCIA ACTIVITIES IN SUPPORT OF MAJOR PUBLIC POLICY OBJECTIVES

CCIA's focus is on the strategic issues that will affect the future growth opportunities of our member companies. As a result, CCIA's principal areas of public policy concern are: telecommunications, international trade, federal procurement, and intellectual property protection policy.

TELECOMMUNICATIONS POLICY

In the telecommunications policy arena, CCIA's objective is to create a policy environment which contributes to the domestic and international competitiveness of U.S. businesses. CCIA is committed to the creation of a state-of-the-art information infrastructure in the United States and to the development of incentive-based competition and regulatory policy which encourages research and development, recognizes the global nature of telecommunications markets, provides fair access to all domestic and international markets, and allows for the close collaboration required between customer and supplier in our industry's development of complex products.

CCIA's recent efforts toward achieving these goals include:

- o formation of an 18-company, year long Task Force Project -- Vision:2020 -- examining the costs of, funding mechanisms for, and new industry revenues to be derived through accelerated deployment of an interactive-broadband public switched network;
- o submission of two court filings in support of the removal of the Modified Final Judgment's (MFJ) bar on Bell Company entry into the information services market;
- o development of a detailed position on MFJ "manufacturing" issues which would permit Bell Companies much greater participation in research and development and allow their investment in the R&D efforts of unaffiliated manufacturers in return for royalties on products sold to third parties while continuing to bar fabrication and equity investment in telecommunications manufacturers;

- o continuing our leadership role on industry trade issues by co-chairing the Pro-Trade Group, the Business Coalition on Fast Track and the Industry Coalition On Technology Transfer regulatory working group, all of which have involved extensive negotiations with officials from the Congress, the U.S. Government, foreign governments, and representatives of foreign businesses.

FEDERAL PROCUREMENT POLICY

In the area of the Federal Government's procurement policy, CCIA's primary goals are the removal of unnecessarily burdensome requirements placed on vendors of commercial, off-the-shelf products and the establishment and rigorous implementation of regulations consistent with fair and open competition in this critical marketplace.

To achieve these objectives, CCIA supports on an active and continuing basis:

- o establishing a clear distinction between regulations designed for the purchase of commercial products and those aimed at weapons-system acquisition;
- o eliminating requests for cost or pricing data in fully competitive procurements or when market data on comparable products is generally available;
- o modifying the GSA schedule requirements for establishing commerciality;
- o seeking government agency reliance, to the greatest possible extent, on the use of competition in Requests For Proposals (RFPs);
- o clearly specifying evaluation factors and sub-factors and their relative weight in all RFPs; and
- o maintaining a strong and equitable bid protest system.

INTELLECTUAL PROPERTY POLICY

CCIA's goal in the intellectual property arena is to achieve an equitable balance in domestic and international intellectual property policies which protects the rights of authors and inventors without lessening competition or innovation in our industry. CCIA believes that intellectual property law should not impede the movement toward "open systems," restrict interoperability, or prevent the development of non-infringing competitive products.

In support of this objective over the past several months, CCIA has:

- o worked for adoption of the recently issued European Community Software Directive;

SENATOR BOB DOLE

TALKING POINTS

CCIA

MAY 20, 1992

***IT'S A PLEASURE TO BE
HERE WITH SUCH A
DISTINGUISHED GATHERING OF
BUSINESS LEADERS.**

***I UNDERSTAND THAT CCIA
MEMBER COMPANIES**

**REPRESENT COMBINED
INDUSTRY REVENUES OF \$160
BILLION....AND, AS ROSS PEROT
IS PROVING, YOU CAN DO A LOT
WITH \$160 BILLION.**

***I KNOW YOU HAVE A FULL
DAY OF MEETINGS AND
BRIEFINGS TODAY, SO INSTEAD
OF GIVING A SPEECH, I'D LIKE**

**TO HEAR WHAT'S ON YOUR
MIND.**

**BEFORE I DO, HOWEVER, I DO
WANT TO GIVE YOU A BRIEF RUN
DOWN ON WHAT YOU CAN
EXPECT FROM CONGRESS
BEFORE THE END OF THE YEAR.**

***THE ANSWER IS NOT MUCH.**

***THIS IS AN ELECTION YEAR,
AND DESPITE THE FACT THAT**

**THE PUBLIC IS CRYING OUT FOR
CHANGE, CONGRESS SEEMS
INTENT ON KEEPING THE
STATUS QUO.**

***ON NEARLY EVERY ISSUE--
CRIME, CAMPAIGN FINANCE,
ECONOMIC RECOVERY--YOU
NAME IT, THE DEMOCRATS GET
TOGETHER, WRITE LEGISLATION
WITHOUT REPUBLICAN**

**PARTICIPATION, AND PASS IT.
THE PRESIDENT THEN VETOES
IT, AND THE VETO IS SUSTAINED.**

***AND NOTHING IS
ACCOMPLISHED.**

***WE'VE HEARD SOME NICE
WORDS IN THE AFTERMATH OF
THE L.A. SITUATION ABOUT BI-
PARTISANSHIP, BUT SO FAR NOT
MUCH ACTION.**

***IN MANY INSTANCES, DOING
NOTHING IS BETTER THAN THE
DEMOCRAT ALTERNATIVES, BUT
THERE ARE SOME AREAS
WHERE BOTH PARTIES CAN AND
SHOULD GET TOGETHER FOR
THE GOOD OF THE NATION.
TELECOMMUNICATIONS**

***ONE ISSUE WHERE WE SEEM
TO BE REACHING SOME**

**CONSENSUS IS THE
BELIEF THAT ACCELERATED
DEVELOPMENT OF OUR
TELECOMMUNICATIONS
INDUSTRY IS ONE OF THE KEYS
TO OUR COMPETITIVENESS
ABROAD, AND ECONOMIC
DEVELOPMENT AT HOME.**

***IN MY VIEW, WE CANNOT**

**AFFORD TO DO WITHOUT THE
BENEFITS THAT ADVANCED
COMMUNICATIONS
TECHNOLOGY--MADE POSSIBLE,
IN LARGE PART, BY MANY OF
THE COMPANIES REPRESENTED
HERE IN THIS ROOM--CAN BRING
TO OUR SCHOOLS, HOSPITALS,
AND BUSINESSES.**

***FOR THAT REASON, I**

**TESTIFIED BEFORE THE SENATE
COMMERCE COMMITTEE IN
FAVOR OF S.1200, CO-
SPONSORED BY MYSELF AND
SENATOR BURNS, PROVIDING
INCENTIVES FOR THE
DEPLOYMENT OF A NATIONAL
FIBER INFRASTRUCTURE THAT
WOULD TAKE THIS TECHNOLOGY
ACROSS AMERICA.**

***I'M PARTICULARLY
INTERESTED IN THE
OPPORTUNITIES SUCH
TECHNOLOGY CAN PROVIDE TO
AMERICANS WITH DISABILITIES,
THROUGH SERVICES SUCH AS
EXPANDED TDD FOR THE
HEARING IMPAIRED.**

~~TRADE~~

***OUR TOUGH MARKET-**

**OPENING NEGOTIATIONS WILL
CONTINUE TO ENSURE TRADE
EXPANSION ABROAD AND JOB
CREATION AT HOME. JUST
LOOK AT ONE OF OUR BEST
TRADE INITIATIVES--THE JAPAN
COMPUTER AGREEMENT.**

***THE AGREEMENT WENT INTO
EFFECT APRIL 1. ACCORDING
TO OUR TRADE EXPERTS, U.S.**

**COMPUTER COMPANIES
CURRENTLY SELL ABOUT \$500
MILLION WORTH OF COMPUTER
PRODUCTS AND SERVICES TO
JAPANESE GOVERNMENT
ENTITIES. WITH THE
AGREEMENT, SALES COULD
GROW TO ~~4~~4-6 BILLION BY 1995.**

***THE FIRST REVIEW OF THE
IMPLEMENTATION OF THE**

**AGREEMENT IS TENTATIVELY
SCHEDULED FOR JULY 21. I
HOPE YOU WILL BE IN TOUCH
WITH MY OFFICE AS EFFECTS OF
AGREEMENT UNFOLD.**

FOREIGN POLICY

***FOREIGN POLICY ISN'T A
VERY POPULAR TOPIC RIGHT
NOW, BUT IT CAME TO THE**

**FRONT AGAIN LAST WEEK WHEN
MR. GORBACHEV WAS IN THE
CAPITOL.**

***SPEAKING ABOUT RUSSIA, IT
MIGHT NOT BE TOO LONG
BEFORE MANY OF YOU ARE
DOING BIG BUSINESS OVER IN
EASTERN EUROPE...THAT IS, IF
DEMOCRACY SURVIVES OVER
THERE.**

***I THINK IT'S IN OUR
NATIONAL INTEREST TO DO
WHAT WE CAN TO ENSURE THAT
IT DOES SURVIVE.**

CONCLUSION

***BEFORE I TAKE YOUR
QUESTIONS, I DO WANT TO
SHARE A STORY ABOUT
SOMETHING THAT HAPPENED IN
KANSAS THIS PAST WEEKEND.**

***I WAS TAKING QUESTIONS
FROM AN AUDIENCE AND ONE
FELLOW KEPT ASKING A LOT OF
QUESTIONS. AFTER THE
MEETING, I WENT UP TO HIM,
AND TOLD HIM THAT SINCE HE
WAS SO KNOWLEDGEABLE, HE
WAS JUST THE TYPE OF PERSON
WE NEEDED RUNNING FOR
STATE LEGISLATURE. AND HE**

**SAID, "I'M ALREADY RUNNING
AGAINST YOU."**

***THANK YOU, AND I'D BE
HAPPY TO TAKE ANY
QUESTIONS.**