



**TO: The State of Arizona's Congressional Delegation**  
**FROM: Acronis SCS CEO, John Zanni**  
**DATE: December 9, 2019**  
**SUBJECT: Why This US Cybersecurity Company Supports USMCA**

Dear Senator McSally, Senator Sinema, Representative O'Halleran, Representative Kirkpatrick, Representative Grijalva, Representative Gosar, Representative Biggs, Representative Schweikert, Representative Gallego, Representative Lesko, and Representative Stanton,

Earlier this year, Acronis SCS signed a Greater Phoenix Economic Council (GPEC) letter in support of the United States – Mexico – Canada Agreement (USMCA). We did so because, as an Arizona-based medium-sized business, Acronis SCS believes a modern and mutually beneficial trade agreement with our nation's neighbors will lead to freer markets, fairer trade, a more resilient US economy, and stronger innovation in the cyber sphere and beyond. Today I write to reiterate support for that agreement, which aligns America's trade policy with the realities of the 21<sup>st</sup> century, as well as an increasingly globalized world.

How America and its neighbors choose to collaborate now in support of digital innovation will necessarily impact the digital goods and services market of tomorrow. A September 2019 Brookings Institution report captured this inevitable reality, arguing that the USMCA's commitment "to information flows across borders (subject to appropriate exceptions) and to avoiding data localization requirements, advances digital trade opportunities and cybersecurity outcomes."

Here at Acronis SCS, we could not agree more. As a software company that delivers trusted edge data security and cyber protection solutions to the US public sector, our company supports the USMCA's efforts to enhance and protect the world's digital ecosystem while safeguarding companies' intellectual property.

In short, the USMCA stands to influence and better the future of Acronis SCS, as well as many other small- and medium-sized companies like ours across Arizona and America. As the elected officials charged with pursuing policies and laws that enable our great state's economy to grow and thrive, I respectfully request that you keep these points in mind as the USMCA moves through the legislative process.

Thank you for your important service to our state and our nation. Acronis SCS remains prouder than ever to call Arizona home.

Sincerely,

A handwritten signature in black ink that reads "John Zanni".

John Zanni  
CEO, Acronis SCS