

**Brian J. Raymond**

Director  
Technology Policy

July 29, 2015

The Honorable Darrell Issa (R-CA)  
Chairman  
Subcommittee on Courts, Intellectual  
Property, and the Internet  
Committee on the Judiciary  
United States House of Representatives  
Washington, D.C. 20515

The Honorable Jerrold Nadler (D-NY)  
Ranking Member  
Subcommittee on Courts, Intellectual  
Property, and the Internet  
Committee on the Judiciary  
United States House of Representatives  
Washington, D.C. 20515

Dear Chairman Issa and Ranking Member Nadler,

On behalf of the more than 14,000 members of the National Association of Manufacturers (NAM), the largest manufacturing association in the United States representing manufacturers in every industrial sector and in all 50 states, I write to thank you for your attention to a transformative force in today's manufacturing environment, the Internet of Things.

Once a tool accessible only through our personal computers, the Internet has seamlessly integrated into every aspect of our daily lives. The growth of wireless networks and broadband systems capable of transmitting tremendous amounts of data keep us constantly connected. So do handheld devices whose capabilities seemed unimaginable just a decade ago.

This nexus of exciting technologies has given us the "Internet of Things" (IoT) – the interconnectivity of devices of all kinds that has resulted from secure network connectivity, wireless technology, security and cloud infrastructure. As PTC President & CEO James E. Heppelmann and renowned Harvard Business School Professor Michael E. Porter recently wrote, "Smart, connected products are changing how value is created for customers, how companies compete, and the boundaries of competition itself."

By leveraging technology, production line activities, plant security safeguards and monitoring, product performance and reliability, customer needs, inventory and raw materials management and shipping logistics can all be managed using technical tools and infrastructure.

Government and industry must work together to develop a strategy that will preserve, sustain and expand the growth generated by this game-changing technology trend.

The federal government must partner with manufacturers on a sensible strategy that encourages the growth of the IoT and investment in our telecommunications infrastructure rather than deploying rules that will chill further expansion of these enabling technologies.

The growth of the Internet of Things has translated into improved quality of life for citizens, expanded growth for businesses, and greater opportunity for all. Still, what has been achieved will be dwarfed by the possibilities which still lie ahead. The NAM looks forward to working with you on policies that ensure this opportunity is realized.

Sincerely,

A handwritten signature in black ink, appearing to read 'B. Raymond', with a stylized flourish extending to the right.

Brian J. Raymond