

April 10, 2012

The Honorable Joan Buchanan  
California State Assembly  
The State Capitol  
Sacramento, CA 95814

**RE: SUPPORT for AB 1791**

Dear Assemblywoman Buchanan:

I write on behalf of our membership of independent software developers in support of AB 1791. By promoting the lawful use of software in state contracts, your legislation can help reduce the business theft of software and protect California jobs and innovation.

California has fostered the growth of the technology industry in our country resulting in high-wage job opportunities. With the global economy stagnating, state industries helped create record sales of mobile devices and the programs that run on them. A new software marketplace emerged from this innovation and the app economy that sustains our member companies has grown exponentially ever since.

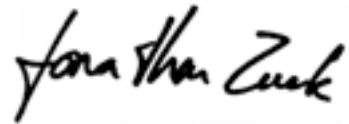
As the global hub of software development and online innovation, California provides many of the tools that businesses around the world find essential. Business applications that are used worldwide to increase productivity are produced in this state by companies employing Californians and contributing tax revenues. It is critical that the state government lead by example and ensure that California businesses that build amazing software products are paid for them.

The problem of software theft is widespread, particularly in countries that compete with American industries. The piracy rate in China is 79%. In Mexico it is 60% and in Vietnam 85%. An alarming number of foreign companies are using sophisticated software to assist with industrial design, product development, and communications management. The problem is they aren't paying for it. American companies do.

The introduction of AB 1791 is an important step to ensuring that at least domestically businesses pay for the software they use. Since the state procures billions of dollars in goods and services through hundreds of contracts, its ability to positively impact this market is substantial. Requiring contractors to certify that taxpayer dollars do not go to businesses using stolen software is a small price to pay to protect California jobs, tax revenues, and continued economic recovery.

We appreciate the opportunity to share the views of independent software developers on AB 1791 and look forward to your continued leadership in protecting jobs and innovation in California.

Sincerely,

A handwritten signature in black ink that reads "Jonathan Zuck". The signature is written in a cursive, slightly slanted style.

Jonathan Zuck  
President