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November 29, 2006

Mr. Jan van den Beld  
 Secretary General  
 ECMA International  
 Rue du Rhone 114  
 CH-1204 Geneva

**Re: Open XML Open Standard Approval**

Dear Mr. van den Beld:

On behalf of the Computing Technology Industry Association (CompTIA) I write to recommend that ECMA approve Open XML for formal standardisation and place it on the fast track for ISO approval. We believe that approval of Open XML will benefit the ICT industry, public agencies and consumers by fostering greater innovation and flexibility in document formats.

For 24 years, CompTIA has been dedicated to advancing the growth of the information and communication technology (ICT) industry and those working within it. With more than 20,000 corporate members in 102 countries, CompTIA is a leading global ICT trade association with influence in all areas of the IT industry. Headquartered in Oakbrook Terrace, Ill., CompTIA also has offices in Beijing, Brussels, Dubai, Düsseldorf, Hong Kong, Johannesburg, London, New Delhi, Sao Paulo, Sydney, Tokyo, Toronto and Washington, D.C.

CompTIA is a leading association representing the international computing technology community. Its goal is to provide a unified voice, global advocacy and leadership, and to advance industry growth through standards, professional competence, education and business solutions. In order to most efficiently serve the industry and its members, CompTIA has developed specialized initiatives and programs dedicated to major areas within the ICT industry. They include convergence technology, e-commerce, ICT training, software services, e-skills certification, public policy and workforce development. CompTIA and CompTIA members have been a frequent contributor to standardisation activities at the EU and the international levels.

Our members believe that approval of Open XML by ECMA as an open standard will be a key advancement to the IT industry and provide critically needed choice in the document format space allowing for greater vendor independence and reduced lock-in. Competition among multiple open document standards will enhance innovation in document formats and increase flexibility and interoperability all to the benefit of software consumers. The approval of Open XML as an open standard will ensure that digital content is more efficiently stored and managed today as well as into the future.

In addition to approval through ECMA, we believe that it is critically important to place ISO approval of Open XML on a fast track. Many governments and public agencies have recently promulgated, or are currently considering the promulgation of document format policies based on open standards approved by ISO. The approval of Open XML by ISO will enhance the choices available to public agencies and provide significant benefits including cost savings to their constituents.

We thank ECMA for its important and ongoing contributions to the ICT industry. If we can be of further assistance to you in this matter, please do not hesitate to contact me.

Sincerely,

John Venator  
 President and CEO