

March 12, 2025

The Honorable Donald J. Trump
President of the United States of America
The White House
1600 Pennsylvania Avenue, N.W.
Washington, DC 20500

Dear Mr. President:

The undersigned associations and organizations represent a broad cross-section of companies at the forefront of advancing cutting-edge artificial intelligence (AI) innovation in America, developing products and applications that utilize AI, and integrating AI across their businesses. We applaud the issuance of your January 23 Executive Order (EO) on Removing Barriers to American Leadership in Artificial Intelligence and re-asserting this as a top priority at the outset of your Administration. We agree with the EO's assertion that "with the right Government policies, we can solidify our position as a global leader in AI and secure a brighter future for all Americans."

To protect America's AI edge, it is critical that your administration's AI Action Plan include a robust international engagement strategy that ensures foreign markets are open to American AI. To this end, and to secure U.S. economic and national security, we urge you to promote a U.S. vision of innovation-oriented AI governance, safeguard our AI assets and stop foreign governments from impeding U.S. AI innovators and deployers.

AI is already benefiting a wide variety of industries: helping America's automakers to better design automobiles and develop autonomous capabilities; pharmaceutical companies to discover new medicines; financial services companies to better detect fraud; farmers to be more productive; and energy companies to explore, produce, and distribute energy more efficiently. Fully deploying AI domestically and achieving the potential of this world-changing technology requires U.S. global leadership to ensure coherent rules and access to global markets.

In order to win the AI race, American companies must be able to compete, scale globally, and deploy AI solutions throughout their operations without the undue burden of potential market impediments. Governments around the world are implementing divergent and non-risk-based regulatory frameworks that make it more onerous and costly to develop and deploy AI. These policies weaken market access for American companies, reduce sales of U.S. AI and AI-enabled products and services abroad, and erode the U.S. advantage in digital services trade. This risks diminishing U.S. leadership in AI and harms the ability of U.S. innovators to compete with aggressive technology deployment by countries of concern.

China is countering U.S. AI leadership through economic statecraft and industrial subsidization while using its economic reach to push an approach incompatible with U.S. interests to every

corner of the globe. Meanwhile, the European Union is implementing its highly prescriptive and overarching AI rules that burden U.S. innovation, which creates risks that other countries will look to this approach as a global template for AI regulation. Similarly, other countries such as Brazil are pursuing their own AI regulations that risk inhibiting AI and AI-enabled trade if not consistent with U.S. policy direction.

A common theme is that these countries are taking divergent policy approaches creating overlapping requirements with existing regulatory frameworks that are not commensurate with the risk, thus over-regulating harmless and beneficial use cases for the technology. These approaches stray from the preferred innovation-friendly U.S. approach to AI and restrict business activity within and between American companies. In addition, some foreign governments are seeking, on an extraordinary extra-territoriality basis, to halt U.S. investments in other U.S. AI developers, which further harms U.S. technology leadership.

At the same time, governments are restricting cross-border data flows, forcing disclosure of proprietary AI source code and algorithms, and requiring data to be stored locally, undermining long-standing U.S. digital priorities. For a technology that relies on leading U.S.-based and U.S.-developed semiconductor and cloud capabilities, these digital restrictions are highly problematic and directly impact U.S. competitiveness. Given U.S. technological leadership, it is also critically important to prioritize engagement and access to compute to ensure that U.S. companies can meet market demand in developing nations and avoid those countries looking to China and Chinese providers.

Your first term provided a blueprint on which to build and address these threats. The pioneering American AI Initiative, the first-ever U.S. AI strategy, as well as your administration's digital trade leadership, increased AI research investment, led to guidance on AI governance standards, and laid the groundwork for U.S. international engagement, which included negotiating the world's strongest digital trade rules in the U.S.-Mexico-Canada Agreement and with Japan. We urge you to build on these successes and pursue a strong international AI trade and economic agenda by using available diplomatic and economic tools to deter foreign governments from adopting harmful regulatory models that directly threaten U.S. AI leadership.

In addition to bilateral engagements with trading partners, we encourage your administration to assertively engage in the various international organizations that are working to build an international AI agenda, including the G7, G20, WTO, OECD, and UN. We cannot leave the field to others to develop AI rules and frameworks counter to U.S. interests. It is critical that your administration work alongside industry in standard-setting bodies to write coherent standards and defend U.S. interests. Finally, given growing global attention to the potential national security-related implications of highly capable frontier models, it will be vital for the United States government to maintain a partnership with American companies on joint research and voluntary evaluations to drive international standards and policy conversations to ensure U.S.-developed models are accepted by foreign regulators. In collaboration with industry, these workstreams can help translate the study of AI and its risks into concrete consensus-based standards that are interoperable and facilitate market access for U.S. AI and AI-enabled products.

If this strategy is successful, America will maintain its AI leadership and grow the nearly \$300 billion annual digital trade surplus with trading partners, making our country more competitive and secure. Paired with a robust domestic strategy to ensure all of America benefits from AI, we believe the U.S. international AI agenda must be framed upon the following key objectives:

➤ Strengthen U.S. Digital Leadership:

- Assertively engage foreign governments to deter adoption of detrimental AI policies that weaken U.S. AI leadership, restrict commercial access or deployment of AI-enabled products, and ensure governments do not block consequential U.S. AI investments;
- Prioritize longstanding U.S. policies to support and enforce core digital trade commitments to preserve cross-border data flows, oppose forced data localization, and protect AI's algorithmic and source-code integrity (including model weights) from exploitation or forced transfer, all of which are necessary to achieve AI's profound benefits;
- Vigorously defend U.S. digital market access from policies that undermine U.S. competitiveness, seek to transfer U.S. trade secrets, or onerously tax or burden American companies;
- Ensure that a trusted AI ecosystem safeguards our national security, economic security, and critical infrastructure, including by strengthening cybersecurity; and
- Integrate AI objectives into the negotiating scope of any forthcoming trade agreements, including FTAs and sector-specific frameworks.

➤ Prioritize Global Alignment:

- Shape the AI and digital agenda at all major international fora (UN, G7, WTO, G20, OECD), and do not leave the field to others;
- Partner with industry to drive global consensus in support of a U.S.-led framework for international AI standards and definitions that enables regulatory coherence and global adoption; and
- Actively engage with foreign governments that are developing AI legislation and regulation to protect U.S. market access and promote an innovation-oriented approach, including by advocating for adherence to international consensus-based technical standards, the use of existing regulatory frameworks where possible and AI-specific rules only where gaps exist, and promoting innovation-enabling policies like open government data.

➤ Foster a Global Vision for an AI Future:

- Promote a comprehensive vision for trustworthy AI built upon American values that can uplift workers and the global economy.

We, the undersigned organizations, are eager to work in partnership with your administration to advance this vision and to help realize AI's full potential for our country.

Sincerely,

ACT | The App Association
Coalition of Services Industries (CSI)
Computer & Communications Industry Association (CCIA)
Consumer Technology Association (CTA)
Engine
Global Innovation Forum
National Association of Manufacturers (NAM)
National Foreign Trade Council (NFTC)
National Small Business Association (NSBA)
Software & Information Industry Association (SIIA)
Technet
Technology Trade Regulation Alliance (TTRA)
U.S. Chamber of Commerce
US Council for International Business (USCIB)