



AMERICAN CHAMBER OF COMMERCE IN INDIA

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October 27th, 2017

Mr. Arvind Kumar

Scientist G and Group Coordinator
Ministry of Electronics and Information Technology
Government of India
New Delhi

Dear Mr. Kumar,

U.S. Companies' Role in Public Procurement for Cybersecurity Products and Solutions

Greetings from the American Chamber of Commerce in India (AMCHAM India), the apex chamber of U.S. companies in India, with FDI exceeding \$ 50 billion and gainfully engaging over 5 million people in India!

We appreciate the need to safeguard the country's infrastructure, networks, and citizens, as well as creating a secure foundation for India's domestic IT industry.

As per the Global Cyber Security Index 2017 published by the UN body ITU in June this year (please see https://www.itu.int/dms_pub/itu-d/opb/str/D-STR-GCI.01-2017-PDF-E.pdf), India ranked 23 globally amongst the 193 members states of ITU and was included in the category of 'maturing'. Ideally we be aspiring and working towards being listed in the 'leading' category amongst the top 10 countries, considering India's leadership in the realm of IT sector. In fact, the figure 6.4.2 at page 33 lists out certain specific areas for improvement including 'home grown industry'.

Public procurement is essential to advancing national security interests. Access to cutting-edge, world-class cybersecurity products is essential to providing effective national security at a time of increased global cyber and security risk. Government procurement policies should be geared to ensure that India will have access to the **best** cybersecurity products available in the global market and that the country will not be placed at a strategic disadvantage relative to other economies that have broader technology choices.

The current order risks multinational ICT firms' ability to support GoI in procuring and leveraging world-class cybersecurity technologies and products.

AMCHAM member companies in ICT sector have invested significantly in India. Apart from the investments towards creation of research and development centers, they continuously invest in facilitating and supporting the Start-Up Program and skilling and training of workers in India. In drafting this order, narrow definition of what qualifies as a 'local supplier' in India has been considered - thereby negating the long-term partnership of the U.S. companies, with the largest FDI and gainfully engaging over 5 million Indians.

Digital India is the Government's critical and ambitious Program and we wish it all success. We request for an effective approach to address issues that are fundamental to creating an environment that facilitates investment, innovation and economic growth – e.g. presence of adequate infrastructure, simplified and limited tax regime, consistent and predictable rule of law, etc. Policies supporting manufacturing in India i.e. National Manufacturing Policy and State IT/ITES investment programs are

