



January 28, 2025

The Honorable Ted Cruz
Chairman
Committee on Commerce, Science, and Transportation
United States Senate
Washington, DC 20510

Dear Mr. Chairman:

On behalf of the Software and Information Industry Association (SIIA), I am writing to express our support for the nomination of Mr. Howard Lutnick as Secretary of Commerce. SIIA is the principal trade association for the software and digital content industries, representing global leaders in technology, data, and innovation.

From the perspective of SIIA's 350-plus corporate members, the role of the Secretary of Commerce is among the most important positions in the Executive Branch. Our members rely on the Commerce Department to promote the interests of U.S. industry domestically and around the world, advance U.S. leadership in emerging technologies, and protect national security. Key agencies under the Department's purview, including the National Institute of Standards and Technology (NIST), the Bureau of Industry and Security (BIS), and the International Trade Administration (ITA), enable progress in critical areas important to our members such as artificial intelligence, cross-border trade, and safeguarding sensitive technologies. In addition, the U.S. Patent and Trademark Office (PTO)'s commitment to patent quality is crucial both for SIIA's members and for U.S. economic competitiveness on the world stage.

I had the pleasure of meeting Mr. Lutnick in 2023 when he spoke at one of SIIA's events for the financial information industry. As the Committee is no doubt aware, he brings an impressive resume to the role. He has for decades served as a leader in the financial sector as CEO of Cantor Fitzgerald, which he rebuilt from the ashes of 9/11, when the firm lost 658 of its 1400 employees. His firm raised \$180 million to provide healthcare to the families of those that lost their lives for a decade. It now employs over 12,000 people worldwide.

What's most striking about Mr. Lutnick's qualities beyond his success are his curiosity and willingness to learn. Every leader encounters hardships: resilience comes from learning from and overcoming it. Mr. Lutnick's unique combination of humility, acumen, resilience, and leadership make him a well-qualified addition to the Cabinet of any President. His

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curiosity, strategic thinking, and tenacity will prove vital in navigating the challenges facing the Department of Commerce in a rapidly changing world.

We urge the Committee to favorably consider Mr. Lutnick's nomination. We believe his leadership will strengthen the Department of Commerce's ability to advance U.S. innovation, secure global competitiveness, and support industries that drive economic progress.

Thank you for considering our views.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Christopher A. Mohr". The signature is fluid and cursive, with the first name "Christopher" being more prominent.

Christopher A. Mohr
President
Software & Information Industry Association
(SIIA)