



Mr Nick Champion, MP
Chair House of Representatives Committee
on Infrastructure and Communications
Parliament House
CANBERRA ACT 2600

2 October 2012

Dear Mr. Champion

Thank you for your letter dated 26 September 2012 inviting me to attend a hearing of the Committee on 5 October in respect of its inquiry into Information Technology (IT) Pricing.

I appreciate your invitation to address the Committee in person. We of course have a great deal of respect for the Committee's inquiry and the importance of these issues to Australian consumers. Microsoft has sought to be responsive to the Terms of Reference as fully as possible in our two earlier submissions. We do not feel that we are able to provide further information that would assist the Committee in its inquiry, particularly without sharing commercially sensitive pricing methodologies, and we are hopeful that the Committee appreciates the need for confidentiality in that regard. As an alternative to providing oral testimony, however, Microsoft would be happy to explore funding an academic research paper that would shed more light on the macro-economic influences on IT pricing in markets like Australia. We believe this effort would make a meaningful contribution to support the Committee's investigation.

We would be grateful for the opportunity to discuss this idea with you further to see if this would be a satisfactory outcome for the Committee and will contact your office in the next day to schedule an agreeable time.

Yours sincerely,

Pip Marlow
Managing Director
Microsoft Australia