



Committee Secretary  
House of Representatives Standing Committee on Infrastructure and Communications  
PO Box 6021  
Parliament House  
Canberra ACT 2600  
AUSTRALIA

Dear Committee Members,

27 July 2012

I refer to the Inquiry into Information Technology (IT) Pricing currently being undertaken by your Committee and the first public hearing of that inquiry to be held next Monday 30 July 2012 at which the Australian Information Industry Association (AIIA) will formally appear.

Adobe Pty Ltd ('Adobe') is a member of the AIIA. We contributed to the written submission prepared by the AIIA and lodged with the Committee on behalf of its membership dated 6 July 2012. Our contributions are reflected in the information and views set out in that submission concerning the IT industry as a whole and the software segment of the industry in particular.

In preparation for the hearing we have also had discussions with the AIIA representatives who will appear on the day. Adobe staff will attend the hearing and be seated in the public gallery to follow the proceedings involving the AIIA and the other witnesses. Adobe also understands that the hearing will be broadcast and additional staff members in a variety of locations worldwide also intend to follow the proceedings online.

Going forward Adobe intends to continue to be engaged in the process, which would include providing input into any further AIIA written and oral contributions to the Committee's work. Adobe understands that the Committee seeks an open discussion during the inquiry to understand the business drivers behind vendor prices. Adobe welcomes that open approach by the Committee and will endeavour to facilitate the Committee's deliberations in that regard.

At this initial stage of the process, the substance of Adobe's views has been provided through the AIIA submission within the due date for initial submissions. Notwithstanding that the date for those initial submissions has now passed, Adobe requests that the Committee include this letter as part of the public record for the inquiry, either as part of the initial round of submission accepted pursuant to an extension or that it be included as part of any subsequent round of submissions.

Yours faithfully

Paul Robson  
Managing Director, Australia & New Zealand