



GLOBAL DIGITAL TRADE SURVEY

UNITED STATES INTERNATIONAL TRADE COMMISSION
ATTENTION: Global Digital Trade Project Team
Office of Analysis and Research Services, Room 511-H
500 E Street, SW, Washington, DC 20436
Telephone: 202-205-3225 or 202-205-3342
Fax: 202-205-2217
globaldigitaltrade@usitc.gov

The U.S. International Trade Commission (USITC) is conducting two fact-finding investigations on foreign regulatory and policy measures that impact (1) the ability of U.S. firms to develop and/or supply digital products and services abroad, and (2) the competitiveness of U.S. firms engaged in the sale of digital products and services, as well as on international trade and investment flows associated with digital products and services. The United State Trade Representative (USTR) requested these investigations as a part of a series of three reports on global digital trade, and has requested that the USITC survey U.S. firms about how these regulatory and policy measures have affected their ability to compete in foreign markets. This questionnaire has been designed to collect information to fulfill this request for the two reports. You can learn more about these investigations (no. 332-562 and no. 332-563) at the following website: <http://www.usitc.gov/globaldigitaltrade>

Your organization is required by law to respond to this questionnaire.
Please read all instructions and return the completed questionnaire
to the USITC no later than March 8, 2018.

If your firm:	This survey asks:
Is primarily a services provider, has no foreign affiliates, and does not send/receive data across borders.	Limited questions about your firm to ensure our survey accurately identifies and represents your industry.
Is primarily a manufacturer of goods (including agriculture and natural resource products), has no foreign operations, and does not send/receive data across borders.	Limited questions about your firm to ensure our survey accurately identifies and represents your industry.
Is a services provider that exports services, has foreign affiliates, or sends/receives data across borders.	Questions about your firm's experiences with regulatory and policy measures related to digital trade in foreign markets that affect your firm's competitiveness.
Is primarily a manufacturer of goods (including agriculture and natural resource products), has foreign operations, or sends/receives data across borders.	Questions about your firm's experiences with regulatory and policy measures related to digital trade in foreign markets that affect your firm's competitiveness, operations, and the processes involved in the production of your goods.

Even if your firm has little or no involvement in digital products and services, you still must complete this questionnaire. However, some questions will not apply to your firm (see table below).

OMB no. 3117-XXXX; Expiration date: XX/XX/20XX

No response is required if a currently valid OMB control number is not displayed

The first of the three reports, *Global Digital Trade 1: Market Opportunities and Key Foreign Trade Restrictions*, is available at: https://www.usitc.gov/sites/default/files/publications/332/pub4716_0.pdf.

We are requesting this information under the authority of section 332(g) of the Tariff Act of 1930 (19 U.S.C. § 1332(g)). Completing the questionnaire is mandatory, and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

For more information on this questionnaire, contact the project team at globaldigitaltrade@usitc.gov. You may also call the team at 202-205-3225 or 202-205-3342. The project leaders for these investigations are Dan Kim, Christopher Robinson, Alissa Tafti, and Ricky Ubee.

Confidentiality

The Commission has designated as “confidential business information” the information you provide in response to this questionnaire, to the extent that such information would reveal the operations of your organization and is not otherwise available to the public. The Commission will not disclose such confidential business information except as provided for in section 7 of this questionnaire. Information received in response to this questionnaire will be aggregated with information from other questionnaire responses and will not be published in a manner that would reveal the operations of your organization.

Furthermore, portions of these reports have been classified as confidential by the USTR for a period of 10 years. Consistent with Executive Order 13526, these reports, and analyses based on this survey, are being classified on the basis that it concerns economic matters relating to national security that impact USTR negotiation and enforcement priorities. USTR intends to treat these reports as interagency memoranda containing pre-decisional advice subject to the deliberative process privilege.

Instructions

1. **Completing the questionnaire.** The best way to provide your firm's responses to this questionnaire is to use the interactive web-based version, accessible at this link:

<https://www.usitc.gov/globaldigitaltrade>.

If you are unable to use the web-based questionnaire, use this electronically fillable Word document (you can download additional copies at this link: <https://www.usitc.gov/globaldigitaltrade/downloads>). And if you prefer not to use either the web-based version or the electronically fillable Word document, you can print the Word version and write-in your responses.

2. **Accessing the questionnaire.** Open the questionnaire in Word. You should not have any issues if you are using Word 2010 or a later version. If using Word 2007, you should still be able to open and save the file (if not, please contact the project team).

3. **Entering information.** Please answer each question that applies to your firm. You can answer questions using the provided checkboxes and type-in entry areas. In the fillable document, these entry areas are normally highlighted in gray, although the color may vary depending on your computer's settings.

You will not be able to change the questionnaire itself or enter information outside the entry areas. Certain type-in entry areas will accept only numbers and not text.

4. **Entering numeric data.** Enter data for revenue/sales, employees, etc. in full figures, not in thousands, millions, or similar format. For example, for \$123.4 million, enter "123400000," not "123400" or "123.4." (Commas between digits will appear automatically after you enter the numbers.)

5. **Questionnaire structure.** This questionnaire is composed of eight sections. Read and respond to sections 1 and 2 carefully. Depending on your responses in these sections, you may not need to complete every subsequent section.

6. **Submitting the questionnaire.** Section 8 has instructions on how to submit your completed questionnaire.

Definitions

Regulatory and policy measures: the impacts of the following measures can be positive or negative on your firm's operations, depending on your service/product or the foreign markets in which you operate.

Group A: Measures related to data:

- **In-country data storage or processing requirements:** measures that require an original or a copy of data to be stored within national or regional boundaries or data to be processed within national or regional boundaries. This also includes requirements to locate data centers and other physical information technology infrastructure within country or regional borders as a condition of operation.
- **Personal data protection/privacy measures:** measures that limit or prohibit the transfer of data related to personal information across country or regional borders.
- **Restrictions on cross-border data flows:** measures that limit or prohibit the transfer of data across country or regional borders (including data-flow restrictions related to cybersecurity or national security regulations).
- **Other data related measures:** any other type of measure related to cross-border data flows not described above.

Group B: Measures related to technical standards:

- **Market-specific technical standards:** measures that impose market-specific technical standards separate or different from international standards.
- **Commercial cryptography/encryption regulations:** measures that prohibit or limit the use of internationally recognized forms of cryptography/encryption for commercial use (products and services not related to defense or military), including requirements to disclose cryptography/encryption keys or decrypted data.
- **Market-specific testing and certification requirements:** measures that impose market-specific testing and/or certification requirements separate or different from internationally recognized testing and certification standards.
- **Other technical standards measures:** any other type of measure related to technical standards or product requirements not described above.

Group C: Measures related to intellectual property rights (IPRs):

- **Disclosure of source code or other proprietary information:** measures that require firms to disclose source code, algorithms, or other proprietary information in order to operate in foreign markets.
- **Technology transfer requirements:** measures that require firms to transfer proprietary technology and/or intellectual property assets as a prerequisite to investing or operating in foreign markets.
- **Intellectual-property-related intermediary liability:** measures that impose liability for infringed intellectual property (IP) on internet intermediary firms which host digital content or news on their platforms.
- **Digital piracy:** IPR regulations that provide insufficient protection or deterrence of intellectual property theft using digital means, or the lack of enforcement of IPR regulations.
- **Other IPR-related measures:** any other measures that relate to IPR not described above.

Group D: Measures related to foreign investment:

- **Foreign ownership restrictions:** measures that stipulate any limits on a foreign firm's ownership of a local entity. These measures include requirements to form joint ventures with domestic firms, limits on the amount of equity that a foreign firm may hold in a commercial establishment, and other similar measures.
- **Local content/local presence requirements:** measures that require firms to include locally made or locally researched content in products that firms provide or sell in that market. These measures can also include requirements to establish a physical business presence in order to sell or operate in that market.
- **Investment-related taxes, fees, and licensing requirements:** measures that impose investment-related taxes, fees, or licensing requirements on foreign firms.
- **Other investment-related measures:** any other measures related to investing or establishing commercial presence in foreign markets not described above.

Group F: Measures related to market access:

- **Non-IP-related intermediary liability:** measures that impose civil liability on intermediary firms that host user-generated content on their digital platforms (e.g., hate speech and otherwise sensitive content).
- **Censorship:** measures that censor certain digital content (including movies, online commentary, and news).
- **Licensing requirements and other regulatory requirements that affect market access:** measures that require licenses to operate in particular industries within foreign markets (such as electronic payments regulations prohibiting or limiting cross-border transactions, prudential banking requirements, and communications services related licensing requirements).
- **De minimis thresholds:** low minimum value thresholds for applying customs duties to cross-border shipments, increasing the number of transactions subject to these taxes.
- **Other market access-related measures:** any measures related to your firm's ability to operate in foreign markets not mentioned above.

Operational information/data: digitally stored information relevant to your firm's business operations including intellectual property, software code, algorithms, research and development, human resources information, customer information, financial and accounting information, etc.

Business-to-business (B2B): provision of products or services sold by businesses primarily to other firms, enterprises, nonprofit entities, schools, or governments. Commercial arrangements with partners that sell to other businesses or consumers are considered B2B for the purposes of this questionnaire.

Business-to-consumer (B2C): provision of products or services sold by businesses primarily to individual consumers for purposes unrelated to businesses or government. This category does not include consumer-to-consumer transactions.

How to report information about your organization

1. **Coordinating your organization's response.** If separate persons or departments within your organization will share responsibility for completing this questionnaire, please coordinate their responses so that the information your organization gives us is consistent. This will minimize our need to contact you for clarifications.
2. **Relationship to corporate structure.** Please provide a single response for your organization's activities from the highest U.S.-based level possible (i.e., include all subsidiaries under your organization's U.S. headquarters). This may require your organization to combine information from two or more business units.

If it is not possible to combine responses, or it is unreasonably burdensome, then your organization may provide separate responses for business units, but please ensure that the information is complete and that there is no double counting. The questionnaire will ask for the name of your highest-level U.S.-based parent company to help us process responses from multiple subsidiaries that may not be aware that others in the organization have also received questionnaires. **If you must provide a separate response for a parent/subsidiary, please contact our project team at globaldigitaltrade@usitc.gov so they may provide you with an additional unique questionnaire ID token.**

3. **U.S. affiliates of foreign companies.** Please respond as if the affiliate were an independent organization operating in the United States. For example, report estimated total domestic and foreign sales for the affiliate and its U.S. subsidiaries only, and not for the foreign corporation.

SECTION 1. Firm Information

This section asks about the primary characteristics of your firm, and your firm's participation in digital trade. Please fill out this section whether or not you believe your firm's operations are relevant to the overall survey. Your responses in this section will determine which questions, if any, need to be answered in sections 2, 3, 4, and 5.

- 1.1 Enter the 10-digit identification number that was in the notification letter we sent to your firm. This will allow the project team to track your response. If you do not know this number, contact the project team at globaldigitaltrade@usitc.gov or 202-205-3225 or 202-205-3342.

Identification number _____

- 1.2 Please list your firm's primary address and a contact person.

Firm name			
Address			
City	State	Zip code	Website address
Contact person's name		Contact person's job title	
Contact person's telephone number		Contact person's email	

- 1.3 What is your firm's **primary** industry? Select the industry category that most closely corresponds to your primary business line. If your firm's business does not correspond to one of these, please contact the project team at globaldigitaltrade@usitc.gov. **Select only one.**

<input type="checkbox"/>	Online commercial and retail services, and payment services	<input type="checkbox"/>	Telecommunications
<input type="checkbox"/>	Web, software, or hardware services	<input type="checkbox"/>	Transport and delivery services
<input type="checkbox"/>	Media and publishing	<input type="checkbox"/>	Finance
<input type="checkbox"/>	Insurance	<input type="checkbox"/>	Travel and hospitality
<input type="checkbox"/>	Other services	<input type="checkbox"/>	Manufacturing
<input type="checkbox"/>	Agriculture	<input type="checkbox"/>	Natural resources

- 1.4 Is the firm named above a holding company operating in the United States?

Yes No

If your firm is a holding company, each U.S.-based held company should provide a separate questionnaire response. Please contact the project team at globaldigitaltrade@usitc.gov or 202-205-3225 or 202-205-3342 for further instruction.

1.5 Is the firm listed above a subsidiary of a firm operating in the United States?

Yes No

If this questionnaire has been sent to one or more subsidiaries and/or the related parent company, then there should be one coordinated response. If it is not possible to coordinate responses, or it is unreasonably burdensome, then your organization may provide separate responses for subsidiaries, but please ensure that the information is complete for the entire organization and that there is no double counting.

If yes, name your firm’s highest-level U.S.-based parent company: _____
(If your ultimate parent is a foreign company, please list only the highest-level U.S.-based parent company.)

1.6 Provide best estimates of your firm’s revenue/sales and employment for 2016 and 2017. You can give estimates for fiscal years or calendar years, whichever is more convenient. Preliminary estimates for 2017 are acceptable. Full-time equivalent (FTE) employees equal the number of U.S. employees on full-time schedules plus the number of U.S. employees on part-time schedules converted to a full-time basis.

Item	2016	2017
Revenue/sales (in full-figure dollars):		
United States		
Rest of world		
Total (calculated)	00	00
U.S. employment (number of FTEs)		

Please read the following instructions carefully

If your firm had fewer than 20 employees in both 2016 and 2017 (as reported in question 1.6), skip to the certification page (section 7).

If you have indicated in question 1.3 that your firm is in the finance or insurance industry and you have annual revenue of less than \$38.5 million in both 2016 and 2017 (as reported in question 1.6), skip to the certification page (section 7).

If you have indicated in question 1.3 that your firm is in any of the remaining services industries and you have annual revenue of less than \$7.5 million in both 2016 and 2017 (as reported in question 1.6), skip to the certification page (section 7).

Otherwise, continue to the next question.

1.7 Has your firm:

Item	Yes	No
Had any revenue/sales outside the United States (exports) at any time since 2010?	<input type="checkbox"/>	<input type="checkbox"/>
Had any foreign affiliate activity or non-revenue generating operations outside the United States at any time since 2010?	<input type="checkbox"/>	<input type="checkbox"/>
Attempted to enter a market outside the United States since 2010, but has been unable to/unsuccessful?	<input type="checkbox"/>	<input type="checkbox"/>
Digitally sent or received data or operational information across national borders since 2010? <i>For example: product schematics for production, customer/user information or data for analytics, financial transactions information, information for research and development, data related to product monitoring or maintenance, or purchase orders by email or ecommerce platform. This does not include routine email traffic.</i>	<input type="checkbox"/>	<input type="checkbox"/>

Please read the following instruction carefully

If you have checked “No” for **all** four items above, go to certification page (section 7). Otherwise, continue to section 2.

If your company is primarily in the agriculture industry, or natural resources industry and you selected “No” to “Digitally sent or received data or operational information across national borders since 2010,” contact the project team at globaldigitaltrade@usitc.gov.

SECTION 2. Firm Operations

This section asks about the relevance of digital trade to your firm's operations, whether your firm's products and services are directly provided to businesses (B2B) or to consumers (B2C). The categories of products and services shown below also apply to sections 3, 4, and 5.

No	Category
1	Cloud storage and computing services and/or non-cloud software sales: includes cloud computing infrastructure as a service (IaaS), platform as a service (PaaS), software as a service (SaaS), data analytics, and cognitive and artificial intelligence solutions. This category also includes non-cloud-based software sales and downloaded software.
2	Network and information communications technology (ICT) hardware/equipment: includes wireline voice and data network equipment, wide area networking equipment, wireless network equipment, and associated software. This category also includes business or consumer ICT equipment, including computers, mobile phones, semiconductors, and other related equipment.
3	Communications services: includes telecommunications services, fixed and mobile broadband, and routing and switching services. This category also includes online communications services and applications, such as Voice-over Internet Protocol (VOIP) services, and video conferencing services. This category does not include cloud computing services that are considered infrastructure as a service (IaaS).
4	Digital media content: includes social media, video, audio, games, e-books, music, search, news, and other internet media content. This category includes online stores, marketplaces, and other digital content distributors, including app stores.
5	Manufactured goods: For example, chemicals and processed foods. This category includes products from all industries classified in the North American Industry Classification System (NAICS) codes 31 to 33 (https://www.census.gov/cgi-bin/sssd/naics/naicsrch?chart=2017).
6	Support services related to internet-connected devices: includes services related to the Internet of Things, after-sales services, and other maintenance, and support services.
7	Online commercial and retail services, and electronic payment services: includes online commercial/retail commerce platforms of physical goods where transactions and payments are primarily conducted on the internet. This category includes online payment services that facilitate electronic commerce transactions of digital or physical goods online.
8	Other services not included above: includes all other categories of services not listed above, including banking and financial services.

2.1 Indicate the products and services that your firm develops, sells, or provides (1) to external customers, or (2) for maintenance of internal operations (not including services or products from external vendors). Check all that apply. "Customers" includes all foreign and domestic customers, and "develops, sells, and provides" includes all domestic and foreign operations.

If none of these product/service categories apply, please contact the project team at globaldigitaltrade@usitc.gov or 202-205-3225 or 202-205-3342.

	Product/service category
<input type="checkbox"/>	Cloud storage and computing services (including SaaS, PaaS, IaaS, data analytics, and cognitive and artificial intelligence solutions) and/or non-cloud software sales (including downloaded software)
<input type="checkbox"/>	Network and information communications technology (ICT) hardware/equipment
<input type="checkbox"/>	Communications services (including telecommunications services and fixed and mobile broadband, as well as online communications services and applications)
<input type="checkbox"/>	Digital media content (including social media, video, games, e-books, music, search, news, and distributors of online content)
<input type="checkbox"/>	Manufactured goods (including chemicals and processed foods)
<input type="checkbox"/>	Support services related to internet-connected devices (Internet of Things, including after-sales, maintenance, and support services)
<input type="checkbox"/>	Online commercial and retail services, and electronic payment services
<input type="checkbox"/>	Other services not included above (including banking and financial services)

2.2 For each category below, estimate the share it provides of your firm's total (domestic and foreign) revenue/sales. Do not include the value of in-house services. Enter shares in whole numbers without % sign, e.g., 5, 10, 15, etc. Total should be 100.

Product/service category	Estimated share of total revenue (latest available year, rounded to whole percent)
Cloud storage and computing services and/or non-cloud software sales	
Network and information communications technology (ICT) hardware/equipment	
Communications services	
Digital media content	
Manufactured goods	
Support services related to internet-connected devices	
Online commercial and retail services and electronic payment services	
Other services not included above	
All other (such as agriculture and natural resources)	
Total (sums to 100 percent)	00

2.3 Identify whether the following products and services your firm provides are business-facing (B2B) or consumer-facing (B2C):

Product/service category	Primarily B2B	Both B2B and B2C	Primarily B2C
Cloud storage and computing services and/or non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Network and information communications technology (ICT) hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2.4 If you selected B2B above, roughly estimate the share (as a percentage, rounded to the nearest 10 percent) of your overall B2B sales that are business-to-government (B2G): _____

SECTION 3. Regulatory and policy measures, and foreign markets

This section asks whether your firm has encountered regulatory and policy measures related to trade in digital products and services, and about foreign markets where your firm sells, operates, or has been prevented from entering.

3.1 Has your firm encountered regulatory and policy measures in any foreign market that have affected your ability to develop, provide, or sell your products and services? This includes regulatory and policy measures that may have kept your firm from entering into a foreign market. Check all that apply.

Regulatory and policy measures (see page 4 for definitions)	Check if Yes
Group A: Measures related to data	
In-country data storage or processing requirements	<input type="checkbox"/>
Personal data protection/privacy measures	<input type="checkbox"/>
Restrictions on cross-border data flows	<input type="checkbox"/>
Other data-related measures (specify):	<input type="checkbox"/>
Group B: Measures related to technical standards	
Market-specific technical standards (beyond international standards)	<input type="checkbox"/>
Commercial cryptography/encryption regulations	<input type="checkbox"/>
Market-specific testing and certification requirements	<input type="checkbox"/>
Other technical standards measures (specify):	<input type="checkbox"/>
Group C: Measures related to intellectual property rights (IPRs)	
Requirements to disclose of source code or other proprietary information	<input type="checkbox"/>
Technology transfer requirements	<input type="checkbox"/>
IP-related intermediary liability	<input type="checkbox"/>
Digital piracy	<input type="checkbox"/>
Other IPR-related measures (specify):	<input type="checkbox"/>
Group D: Measures related to foreign investment	
Foreign ownership restrictions	<input type="checkbox"/>
Local content/local presence requirements	<input type="checkbox"/>
Investment-related taxes, fees, and licensing requirements	<input type="checkbox"/>
Other investment-related measures (specify):	<input type="checkbox"/>
Group E: Measures related to market access	
Non-IP-related intermediary liability	<input type="checkbox"/>
Censorship	<input type="checkbox"/>
Licensing requirements and other regulatory requirements that affect market access (such as electronic payments regulations, and prudential banking licensing)	<input type="checkbox"/>
De minimis thresholds	<input type="checkbox"/>
Other market access-related measures (specify):	<input type="checkbox"/>

- 3.2 Select the markets (check all that apply):
- a. in which your firm has experience developing (including research and development), providing, or selling products and services since 2010, or
 - b. which your firm has been **prevented** from entering since 2010.

Market	(A) Has experience operating in market	(B) Prevented from entering market
Brazil	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>
Colombia	<input type="checkbox"/>	<input type="checkbox"/>
European Union (EU)	<input type="checkbox"/>	<input type="checkbox"/>
India	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>
Russia	<input type="checkbox"/>	<input type="checkbox"/>
South Korea	<input type="checkbox"/>	<input type="checkbox"/>
Thailand	<input type="checkbox"/>	<input type="checkbox"/>
Turkey	<input type="checkbox"/>	<input type="checkbox"/>
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>
All other non-U.S. markets	<input type="checkbox"/>	<input type="checkbox"/>

- 3.3 For each of the markets selected in question 3.2, provide the estimated share of total non-U.S. revenue/sales coming from that market for the most recent fiscal or calendar year. Enter shares in whole numbers without % sign, e.g., 5, 10, 15, etc. Total should be 100.

Market	Estimated share of revenue/sales, rounded to whole percent
Brazil	
China	
Colombia	
European Union (EU)	
India	
Indonesia	
Russia	
South Korea	
Thailand	
Turkey	
Vietnam	
All other non-U.S. markets	
Total (sums to 100 percent)	

SECTION 4. Regulatory and Policy Measures

This section asks how the regulatory and policy measures you identified above impact your firm's operations and competitiveness globally. This section also gives you an opportunity to briefly describe how these measures affect your firm's operations and competitiveness.

Section 4.1. Measures Related to Data

If you checked "Yes" to any of the Group A measures (measures related to data) in question 3.1, you must complete this section. Otherwise, go to section 4.2.

Measures related to data include in-country data storage or processing requirements, personal data protection and privacy measures, restrictions on cross-border data flows, or any other data protection and privacy-related measures that affect your firm's ability to provide products and services abroad.

The impact of these measures can be positive (for example, maintaining trust in data protection in a given market) or negative (for example, unnecessarily prohibiting the transfer of data needed to maintain operations or provide valuable services). The questions in this section are primarily focused on data-related measures that impact your firm negatively by imposing additional costs and decreasing competitiveness in foreign markets.

Unless otherwise specified, please answer all questions in this section based on experiences in all foreign markets previously selected in question 3.2.

There is an option to provide a narrative response at the end of this section (question 4.1.8) to discuss impacts of data-related measures.

4.1.1 Indicate the extent to which **measures related to data** impact your firm’s ability to develop, sell, or provide each of the following products or services in all foreign markets, on average. This includes your firm’s ability to directly provide the following products or services to maintain internal operations in all foreign markets. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share.

Product/service category	Not encountered	Encountered, but not restrictive*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Cloud storage and computing services and non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Network and ICT hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact or positive impact on costs, risks, or market share.
 **For example, prevented entrance or led to exiting a market.

4.1.2 On average, how have **measures related to data** in all foreign markets affected your firm’s:

Activity	Decreased	No change	Increased	Not applicable
Cross-border sales of services/exports of products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Affiliate activities, including sales of products and services, and R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Operational and compliance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.1.3 To what extent do **measures related to data** in all foreign markets negatively impact your firm's ability to:

Ability to:	No impact	Low impact	Moderate impact	High impact	Not applicable
Efficiently manage your firm's operational costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gather, transfer, analyze, and otherwise use data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Offer the full variety or quality of products/services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Innovate products and services as well as conduct or access your firm's R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manage cybersecurity risks, including protecting your firm's sensitive operational or customer-related data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Invest in or acquire competing or complementary technology/assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leverage the value of your customer and/or supplier networks (network effects)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expand your customer base (scalability)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access financing/funding	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.1.4 (Optional) Describe the impact of **measures related to data** on your firm's competitiveness in all foreign markets. Also, describe any additional impacts to your firm's competitiveness as a result of **measures related to data**. Please do not use the return or tab keys when entering your response.

4.1.5 What strategic changes did your firm make in response to **measures related to data** across all foreign markets? (Check all that apply)

<input type="checkbox"/>	Made no changes
<input type="checkbox"/>	Directed less attention/focus to those foreign markets
<input type="checkbox"/>	Increased attention/focus to other foreign markets
<input type="checkbox"/>	Increased investment to comply with these measures
<input type="checkbox"/>	Halted plans for expansion in that market
<input type="checkbox"/>	Raised prices to offset increased costs
<input type="checkbox"/>	Changed mode/method of selling in those foreign markets (direct exports to affiliate sales or vice versa)
<input type="checkbox"/>	Other (specify):

4.1.6 Indicate the extent to which **measures related to data** impact your firm’s ability to develop, sell, or provide products or services in each of the following markets. This includes your firm’s ability to directly provide its products or services or to maintain its internal operations in each foreign market. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share in the listed markets below.

Market	Not encountered	Encountered but beneficial overall	Encountered but not impactful*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Colombia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EU	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
All other non-U.S. markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact on costs, risks, or market share.

**For example, prevented entrance or led to exiting a market.

4.1.7 **Respond to this question only if you chose the European Union (EU) in question 3.2.** What is the anticipated impact of the EU's General Data Protection Regulation (GDPR) on your firm?

<input type="checkbox"/>	Leave the EU market
<input type="checkbox"/>	Limit EU business operations
<input type="checkbox"/>	Maintain business operations in the EU market at current level
<input type="checkbox"/>	Increase business operations in the EU primarily because of GDPR
<input type="checkbox"/>	Increase business operation in the EU in spite of potential costs associated with GDPR
<input type="checkbox"/>	Aware of GDPR, but do not know the anticipated impact
<input type="checkbox"/>	Not aware of GDPR

4.1.8 *(Optional)* Please use this space to describe any other impacts not noted above that foreign **measures related to data** have had on your firm's international operations. If you selected "other data-related measures" in question 3.1, use this space to describe what other **measures related to data** your firm has encountered. Please do not use the return or tab keys when entering your response.

Section 4.2. Measures Related to Technical Standards

If you checked “Yes” to any of the Group B measures (measures related to technical standards) in question 3.1, you must complete this section. Otherwise, go to section 4.3.

Measures related to technical standards include market-specific technical standards separate or different from international standards; commercial cryptography regulations, including requirements to use domestically produced cryptography or requirements to disclosure cryptographic keys or decrypted data; market-specific testing and certification requirements separate or different from internationally recognized testing and certification standards; and other technical standards that affect your firm’s ability to provide goods or services abroad.

The impact of these measures can be positive (for example, providing quality and safety standards for products and services a given market) or negative (for example, unnecessarily imposing non-international or duplicative standards that favor domestic products and services). The questions in this section are primarily focused on measures related to technical standards that impact your firm negatively by imposing additional costs and decreasing competitiveness in foreign markets.

Unless otherwise specified, please answer all questions in this section based on experiences in all foreign markets previously selected in question 3.2.

There is an option to provide a narrative response at the end of this section (question 4.2.7) to discuss impacts of measures related to technical standards.

4.2.1 Indicate the extent to which **measures related to technical standards** impact your firm’s ability to develop, sell, or provide each of the following products or services in all foreign markets, on average. This includes your firm’s ability to directly provide the following products or services to maintain internal operations in all foreign markets. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share.

Product/service category	Not encountered	Encountered, but not restrictive*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Cloud storage and computing services and non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Network and ICT hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact or positive impact on costs, risks, or market share.
 **For example, prevented entrance or led to exiting a market.

4.2.2 On average, how have **measures related to technical standards** in all foreign markets affected your firm’s:

Activity	Decreased	No change	Increased	Not applicable
Cross-border sales of services/exports of products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Affiliate activities, including sales of products and services, and R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Operational and compliance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.2.3 To what extent do **measures related to technical standards** in all foreign markets negatively impact your firm’s ability to:

Ability to:	No impact	Low impact	Moderate impact	High impact	Not applicable
Efficiently manage your firm’s operational costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gather, transfer, analyze, and otherwise use data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Offer the full variety or quality of products/services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Innovate products and services as well as conduct or access your firm’s R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manage cybersecurity risks, including protecting your firm’s sensitive operational or customer-related data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Invest in or acquire competing or complementary technology/assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leverage the value of your customer and/or supplier networks (network effects)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expand your customer base (scalability)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access financing/funding	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.2.4 (Optional) Describe the impact of **measures related to technical standards** on your firm’s competitiveness in all foreign markets. Also, describe any additional impacts to your firm’s competitiveness as a result of **measures related to technical standards**. Please do not use the return or tab keys when entering your response.

4.2.5 What strategic changes did your firm make in response to **measures related to technical standards** across all foreign markets? (Check all that apply)

<input type="checkbox"/>	Made no changes
<input type="checkbox"/>	Directed less attention/focus to those foreign markets
<input type="checkbox"/>	Increased attention/focus to other foreign markets
<input type="checkbox"/>	Increased investment to comply with these measures
<input type="checkbox"/>	Halted plans for expansion in that market
<input type="checkbox"/>	Raised prices to offset increased costs
<input type="checkbox"/>	Changed mode/method of selling in those foreign markets (direct exports to affiliate sales or vice versa)
<input type="checkbox"/>	Other (specify):

4.2.6 Indicate the extent to which **measures related to technical standards** impact your firm’s ability to develop, sell, or provide products or services in each of the following markets. This includes your firm’s ability to directly provide its products or services or to maintain its internal operations in each foreign market. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share in the listed markets below.

Market	Not encountered	Encountered but beneficial overall	Encountered but not impactful*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Colombia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EU	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
All other non-U.S. markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact on costs, risks, or market share.

**For example, prevented entrance or led to exiting a market.

4.2.7 (Optional) Please use this space to describe any other impacts not noted above that foreign **measures related to technical standards** have had on your firm's international operations. If you selected "other technical standards measures" in question 3.1, use this space to describe what other **technical standards measures** your firm has encountered.. Please do not use the return or tab keys when entering your response.

Section 4.3. Measures Related to Intellectual Property Rights (IPR)

If you checked “Yes” to any of the Group C measures (measures related to intellectual property rights) in question 3.1, you must complete this section. Otherwise, go to section 4.4.

Measures related to IPRs include source code or other proprietary information disclosure requirements; technology transfer requirements; intellectual property infringement liability imposed on internet platforms that host digital content or news; digital piracy; and other IPR-related measures that negatively impact firms’ ability to provide products and services in foreign markets.

The impact of these measures can be positive (for example, providing a level of IPR protection to leverage intellectual property assets in a given market) or negative (for example, imposing requirements to disclose source code or trade secrets as a condition of market entry). The questions in this section are primarily focused on measures related to IPRs that impact your firm negatively by imposing additional costs and decreasing competitiveness in foreign markets.

Unless otherwise specified, please answer all questions in this section based on experiences in all foreign markets previously selected in question 3.2. There is an option to provide a narrative response at the end of this section to discuss impacts of measures related to IPRs.

There is an option to provide a narrative response at the end of this section (question 4.3.8) to discuss impacts of measures related to intellectual property rights.

4.3.1 Indicate the extent to which **measures related to IPRs** impact your firm’s ability to develop, sell, or provide each of the following products or services all foreign markets, on average. This includes your firm’s ability to directly provide the following products or services to maintain internal operations in all foreign markets. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share.

Product/service category	Not encountered	Encountered, but not restrictive*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Cloud storage and computing services and non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Network and ICT hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact or positive impact on costs, risks, or market share.
 **For example, prevented entrance or led to exiting a market.

4.3.2 On average, how have **measures related to IPRs** in all foreign markets affected your firm’s:

Activity	Decreased	No change	Increased	Not applicable
Cross-border sales of services/exports of products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Affiliate activities, including sales of products and services, and R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Operational and compliance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.3.3 To what extent do **measures related to IPRs** in all foreign markets negatively impact your firm's ability to:

Ability to:	No impact	Low impact	Moderate impact	High impact	Not applicable
Efficiently manage your firm's operational costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gather, transfer, analyze, and otherwise use data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Offer the full variety or quality of products/services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Innovate products and services as well as conduct or access your firm's R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manage cybersecurity risks, including protecting your firm's sensitive operational or customer-related data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Invest in or acquire competing or complementary technology/assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leverage the value of your customer and/or supplier networks (network effects)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expand your customer base (scalability)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access financing/funding	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.3.4 (Optional) Describe the impact of **measures related to IPRs** on your firm's competitiveness in all foreign markets. Also, describe any additional impacts to your firm's competitiveness as a result of **measures related to IPRs**. Please do not use the return or tab keys when entering your response.

4.3.5 What strategic changes did your firm make in response to **measures related to IPRs** across all foreign markets? (Check all that apply)

<input type="checkbox"/>	Made no changes
<input type="checkbox"/>	Directed less attention/focus to those foreign markets
<input type="checkbox"/>	Increased attention/focus to other foreign markets
<input type="checkbox"/>	Increased investment to comply with these measures
<input type="checkbox"/>	Halted plans for expansion in that market
<input type="checkbox"/>	Raised prices to offset increased costs
<input type="checkbox"/>	Changed mode/method of selling in those foreign markets (direct exports to affiliate sales or vice versa)
<input type="checkbox"/>	Other (specify):

4.3.6 Indicate the extent to which **measures related to IPRs** impact your firm’s ability to develop, sell, or provide products or services in each of the following markets. This includes your firm’s ability to directly provide its products or services or to maintain its internal operations in each foreign market. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share in the listed markets below.

Market	Not encountered	Encountered but beneficial overall	Encountered but not impactful*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Colombia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EU	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
All other non-U.S. markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact on costs, risks, or market share.

**For example, prevented entrance or led to exiting a market.

4.3.7 Has your firm faced requirements to disclose source code or algorithms to a national government agency in order to operate in the country?

Market	Check box
Brazil	<input type="checkbox"/>
China	<input type="checkbox"/>
Colombia	<input type="checkbox"/>
EU	<input type="checkbox"/>
India	<input type="checkbox"/>
Indonesia	<input type="checkbox"/>
Russia	<input type="checkbox"/>
South Korea	<input type="checkbox"/>
Thailand	<input type="checkbox"/>
Turkey	<input type="checkbox"/>
Vietnam	<input type="checkbox"/>
Other (specify)	<input type="checkbox"/>

4.3.8 (Optional) Please use this space to describe any other impacts not noted above that foreign **measures related to IPRs** have had on your firm’s international operations. If you selected “other IPR-related measures” in question 3.1, use this space to describe what other measures related to IPRs your firm has encountered. Please do not use the return or tab keys when entering your response.

Section 4.4. Measures Related to Foreign Investment

If you checked “Yes” to any of the Group D measures (measures related to foreign investment) in question 3.1, you must complete this section. Otherwise, go to section 4.5.

Measures related to foreign investment include foreign ownership restrictions; local content or local presence requirements; investment-related taxes, fees, and licensing requirements imposed on foreign firms (not imposed on domestic firms); and other investment-related measures that affect firms’ ability to provide products and services in foreign markets.

The impact of these measures can be positive or negative. The questions in this section are primarily focused on measures related to foreign investment that impact your firm negatively by imposing additional costs and decreasing competitiveness in foreign markets.

Unless otherwise specified, please answer all questions in this section based on experiences in all foreign markets previously selected in question 3.2. There is an option to provide a narrative response at the end of this section to discuss impacts of measures related to foreign investment.

There is an option to provide a narrative response at the end of this section (question 4.4.7) to discuss impacts of measures related to foreign investment.

4.4.1 Indicate the extent to which **measures related to foreign investment** impact your firm’s ability to develop, sell, or provide each of the following products or services in all foreign markets, on average. This includes your firm’s ability to directly provide the following products or services to maintain internal operations in all foreign markets. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share.

Product/service category	Not encountered	Encountered, but not restrictive*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Cloud storage and computing services and non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Network and ICT hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact or positive impact on costs, risks, or market share.
 **For example, prevented entrance or led to exiting a market.

4.4.2 On average, how have **measures related to foreign investment** in all foreign markets affected your firm’s:

Activity	Decreased	No change	Increased	Not applicable
Cross-border sales of services/exports of products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Affiliate activities, including sales of products and services, and R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Operational and compliance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.4.3 To what extent do **measures related to foreign investment** in all foreign markets negatively impact your firm’s ability to:

Ability to:	No impact	Low impact	Moderate impact	High impact	Not applicable
Efficiently manage your firm’s operational costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gather, transfer, analyze, and otherwise use data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Offer the full variety or quality of products/services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Innovate products and services as well as conduct or access your firm’s R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manage cybersecurity risks, including protecting your firm’s sensitive operational or customer-related data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Invest in or acquire competing or complementary technology/assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leverage the value of your customer and/or supplier networks (network effects)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expand your customer base (scalability)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access financing/funding	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.4.4 (Optional) Describe the impact of **measures related to foreign investment** on your firm’s competitiveness in all foreign markets. Also, describe any additional impacts to your firm’s competitiveness as a result of **measures related to foreign investment**. Please do not use the return or tab keys when entering your response.

4.4.5 What strategic changes did your firm make in response to **measures related to foreign investment** across all foreign markets? (Check all that apply)

<input type="checkbox"/>	Made no changes
<input type="checkbox"/>	Directed less attention/focus to those foreign markets
<input type="checkbox"/>	Increased attention/focus to other foreign markets
<input type="checkbox"/>	Increased investment to comply with these measures
<input type="checkbox"/>	Halted plans for expansion in that market
<input type="checkbox"/>	Raised prices to offset increased costs
<input type="checkbox"/>	Changed mode/method of selling in those foreign markets (direct exports to affiliate sales or vice versa)
<input type="checkbox"/>	Other (specify):

4.4.6 Indicate the extent to which **measures related to foreign investment** impact your firm’s ability to develop, sell, or provide products or services in each of the following markets. This includes your firm’s ability to directly provide its products or services or to maintain its internal operations in each foreign market. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share in the listed markets below.

Market	Not encountered	Encountered but beneficial overall	Encountered but not impactful*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Colombia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EU	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
All other non-U.S. markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact on costs, risks, or market share.

**For example, prevented entrance or led to exiting a market.

4.4.7 (Optional) Please use this space to describe any other impacts not noted above that foreign **measures related to foreign investment** have had on your firm's international operations. If you selected "other investment-related measures" in question 3.1, use this space to describe what other measures related to foreign investment your firm has encountered. Please do not use the return or tab keys when entering your response.

Section 4.5. Measures Related to Market Access

If you checked “Yes” to any of the Group E measures (measures related to market access) in question 3.1, you must complete this section. Otherwise, go to section 5.

Measures related to market access related measures include non-intellectual property related intermediary liability; censorship of digital content (including movies, online commentary, news, etc); market-access related licensing and other prudential requirements (such as electronic payments regulations, banking licensing for digital payment firms, etc); de minimis customs duties and value-added tax (VAT) levels; and other market access related measures that inhibit firms’ ability to provide products and services in foreign markets.

The impact of these measures can be positive (for example, sensible measures regarding culturally sensitive digital content), and negative (for example, low de minimis customs duty thresholds that hinder certain e-commerce transactions). The questions in this section are primarily focused on measures related to market access that impact your firm negatively by imposing additional costs and decreasing competitiveness in foreign markets.

Unless otherwise specified, please answer all questions in this section based on experiences in all foreign markets previously selected in question 3.2. There is an option to provide a narrative response at the end of this section to discuss impacts of measures related to market access.

There is an option to provide a narrative response at the end of this section (question 4.5.7) to discuss impacts of measures related to market access.

4.5.1 Indicate the extent to which **measures related to market access** impact your firm’s ability to develop, sell, or provide each of the following products or services in all foreign markets, on average. This includes your firm’s ability to directly provide the following products or services to maintain internal operations in all foreign markets. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share.

Product/service category	Not encountered	Encountered, but not restrictive*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Cloud storage and computing services and non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Network and ICT hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Overall	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact or positive impact on costs, risks, or market share.
 **For example, prevented entrance or led to exiting a market.

4.5.2 On average, how have **measures related to market access** in all foreign markets affected your firm’s:

Activity	Decreased	No change	Increased	Not applicable
Cross-border sales of services/exports of products	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Affiliate activities, including sales of products and services, and R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Direct investment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Operational and compliance costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.5.3 To what extent do **measures related to market access** in all foreign markets negatively impact your firm’s ability to:

Ability to:	No impact	Low impact	Moderate impact	High impact	Not applicable
Efficiently manage your firm’s operational costs	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Gather, transfer, analyze, and otherwise use data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Offer the full variety or quality of products/services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Innovate products and services as well as conduct or access your firm’s R&D	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Manage cybersecurity risks, including protecting your firm’s sensitive operational or customer-related data	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Invest in or acquire competing or complementary technology/assets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leverage the value of your customer and/or supplier networks (network effects)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Expand your customer base (scalability)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Access financing/funding	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

4.5.4 (Optional) Describe the impact of **measures related to market access** on your firm’s competitiveness in all foreign markets. Also, describe any additional impacts to your firm’s competitiveness as a result of **measures related to market access**. Please do not use the return or tab keys when entering your response.

4.5.5 What strategic changes did your firm make in response to **measures related to market access** across all foreign markets? (Check all that apply)

<input type="checkbox"/>	Made no changes
<input type="checkbox"/>	Directed less attention/focus to those foreign markets
<input type="checkbox"/>	Increased attention/focus to other foreign markets
<input type="checkbox"/>	Increased investment to comply with these measures
<input type="checkbox"/>	Halted plans for expansion in that market
<input type="checkbox"/>	Raised prices to offset increased costs
<input type="checkbox"/>	Changed mode/method of selling in those foreign markets (direct exports to affiliate sales or vice versa)
<input type="checkbox"/>	Other (specify):

4.5.6 Indicate the extent to which **measures related to market access** impact your firm’s ability to develop, sell, or provide products or services in each of the following markets. This includes your firm’s ability to directly provide its products or services or to maintain its internal operations in each foreign market. The level of restrictiveness should reflect the degree to which these measures have impacted your firm’s costs (including compliance and operational costs), risks, and market share in the listed markets below.

Market	Not encountered	Encountered but beneficial overall	Encountered but not impactful*	Somewhat restrictive	Moderately restrictive	Very restrictive	Prohibitively restrictive**
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Colombia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
EU	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
All other non-U.S. markets	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

*For example, no impact on costs, risks, or market share.

**For example, prevented entrance or led to exiting a market.

4.5.7 (Optional) Please use this space to describe any other impacts not noted above that foreign **measures related to market access** have had on your firm's international operations. If you selected "other market-access related measures" in question 3.1, use this space to describe what other measures related to market access your firm has encountered. Please do not use the return or tab keys when entering your response.

SECTION 5. Cost Estimates

*This section asks you to **roughly estimate** the costs associated with foreign regulatory and policy measures chosen in question 3.1 and faced in the markets chosen in question 3.2. Costs can include additional operation costs and compliance costs. Exact calculations are not necessary as broad ranges are provided (for example, “between 1 and 25 percent” cost increases).*

Please include costs which your firm currently incurs due to the regulatory and policy measures as well as costs that have been incurred in anticipation of pending regulations. Costs can be incurred in foreign markets and in the United States, as long as they are directly related to foreign regulatory and policy measures.

The time period of cost estimates should be based on the most recently available fiscal or calendar year.

5.1 Have the regulatory and policy measures encountered by your firm and selected in question 3.1 increased your firm’s cost of doing business in all foreign markets?

Yes No

If you selected “Yes” above, proceed to question 5.2. Otherwise, go to question 5.4.

5.2 On average, **roughly estimate** how much the measures you identified in question 3.1 have increased your firm’s **total costs** of doing business in all foreign markets in these product/service categories? (Total costs include fixed costs such as the cost of building additional facilities and variable costs, which are the costs of serving an additional customer from existing facilities)

Product/service category	Estimated cost increase					
	No change	Up to 25 percent	26-50 percent	51-75 percent	76-100 percent	More than 100 percent (enter value)
Cloud storage and computing services and non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Network and ICT hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

5.3 On average, **roughly estimate** how much the measures you identified in question 3.1 have increased your firm’s cost of providing one additional unit of product or service in all foreign markets from your existing facilities, i.e. **variable costs**? For example, the cost of adding an additional account to a video subscription service would be considered a variable cost.

Product/service category	Estimated cost increase					
	No change	Up to 25 percent	26-50 percent	51-75 percent	76-100 percent	More than 100 percent (enter value)
Cloud storage and computing services and non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Network and ICT hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

5.4 **Roughly estimate** how much the removal of all regulatory and policy measures identified in question 3.1 would increase your firm’s annual non-U.S. revenue or sales by product/service category.

Product/service category	Estimated annual non-U.S. revenue increase					
	No change	Up to 5 percent	6-10 percent	11-15 percent	16-20 percent	More than 20 percent (enter value)
Cloud storage and computing services and non-cloud software sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Network and ICT hardware/equipment	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Communications services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Digital media content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Manufactured goods	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Support services related to internet-connected devices	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Online commercial and retail services and electronic payment services	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Other services not included above (including banking and financial services)	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

5.5 Have the regulatory and policy measures encountered by your firm and selected in question 3.1 increased your firm’s cost of doing business in the individual foreign markets you identified in question 3.2?

Yes No

If you selected “Yes” above, proceed to question 5.6. Otherwise, go to question 5.9.

5.6 On average, **roughly estimate** what percentage these regulatory and policy measures have increased your firm’s **total costs** of doing business in the following foreign markets (Total costs include fixed costs, such as the cost of building additional facilities, and variable costs, which are the costs of serving an additional customer from existing facilities.) Only respond for those countries you selected in question 3.2.

Market	Estimated cost increase					More than 100 percent (enter value)
	No change	Up to 25 percent	26-50 percent	51-75 percent	76-100 percent	
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Colombia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
European Union	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

5.7 On average, **roughly estimate** how much these regulatory and policy measures have increased your firm's cost of serving an additional customer in the following foreign markets from your existing facilities, i.e. **variable costs**? Only respond for those countries you selected in question 3.2.

Market	Estimated cost increase					
	No change	Up to 25 percent	26-50 percent	51-75 percent	76-100 percent	More than 100 percent (enter value)
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Colombia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
European Union	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

5.8 How did you reach all of the above cost estimates? Check all that apply.

	Method
<input type="checkbox"/>	Internal firm estimates
<input type="checkbox"/>	External market research
<input type="checkbox"/>	Compared with organization's performance in other foreign markets
<input type="checkbox"/>	External publication (specify):
<input type="checkbox"/>	Other (specify):

5.9 **Roughly estimate** how much the removal of all regulatory and policy measures identified in question 3.1 would increase your firm’s annual non-U.S. revenue or sales by market/region. Only respond for those countries you selected in question 3.2.

Market	Estimated annual non-U.S. revenue increase					
	No change	Up to 5 percent	6-10 percent	11-15 percent	16-20 percent	More than 20 percent (enter value)
Brazil	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
China	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Colombia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
European Union	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
India	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Indonesia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Russia	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
South Korea	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Thailand	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Turkey	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
Vietnam	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	

5.10 If any of the regulatory and policy measures your firm has encountered in foreign markets have had a positive impact or lowered your firm’s costs, please describe those impacts below. Please do not use the return or tab keys when entering your response.

SECTION 6. Other Information

- 6.1 If your organization would like to further explain any of the responses in this questionnaire, use the space below. Please do not use the return or tab keys when entering your response.

SECTION 7. Certification

The undersigned certifies that the information supplied herein in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the USITC. Section 332(g) of the Tariff Act of 1930 (19 U.S.C. 1332(g)) provides that the Commission may not release information which it considers to be confidential business information unless the party submitting such information had notice, at the time of submission, that such information would be released by the Commission, or such party subsequently consents to the release of the information. The undersigned acknowledges that all information, including confidential business information, submitted in this questionnaire response and throughout this investigation may be disclosed to and used: (i) by the Commission, its employees and Offices, and contract personnel (a) for developing or maintaining the records of this or a related proceeding, or (b) in internal investigations, audits, reviews, and evaluations relating to the programs, personnel, and operations of the Commission including under 5 U.S.C. Appendix 3; or (ii) by U.S. government employees and contract personnel (a) for cybersecurity purposes or (b) in monitoring user activity on U.S. government classified networks. The undersigned understands that all contract personnel will sign appropriate nondisclosure agreements. The Commission will not otherwise disclose any confidential business information in a manner that would reveal the operations of the firm supplying the information. The United States Trade Representative has asked that the Commission not include any confidential business information in the report it transmits to them. The information will be aggregated with information from other questionnaire responses and will not be published in a manner that would reveal the operations of your organization.

Certifier's name and title	Date of certification
Certifier's signature (not necessary if submitting electronically)	

Check the box below in place of a written signature to indicate that the authorized official listed has certified the information provided.

Certified

SECTION 8. Submitting the Questionnaire

- 8.1 Before submitting your organization's completed questionnaire, report the actual number of hours required and the cost to your organization of completing this questionnaire, including all preparatory activities.

Number of hours		Cost (\$)	
-----------------	--	-----------	--

- 8.2 If your organization would like to give us a written submission for the public record, click on the link below to view the *Federal Register* notice about this investigation and go to page X of this notice for instructions. All written submissions are due by XXXXX XX, 2018.

[LINK TO FEDERAL REGISTER NOTICE](#)

- 8.3 Use one of the options below to submit your questionnaire.
- A. **Drop-box:** Use this option to transmit your completed questionnaire through our secure electronic drop-box (this method encrypts your data). Go to the address below and follow the instructions. In the PIN entry box, type: 1969
<https://dropbox.usitc.gov/>
- B. **Email:** Email your completed questionnaire to our project team at globaldigitaltrade@usitc.gov. Note that submitting your questionnaire response by email will subject your organization's confidential business information (CBI) to transmission over an unsecured environment and possible disclosure to third parties. Any risk of disclosure of CBI during transmission is assumed by your organization and not us. However, once we receive the email, we will store your questionnaire response in our secured environment and safeguard it as detailed in the certification in section 7.
- C. **Print and mail/fax:** If you prefer to send your completed questionnaire in hard copy (paper) form, print out a completed copy and mail or fax the hardcopy to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
ATTENTION: Global Digital Trade Project Team
Office of Analysis and Research Services, Room 511-H
500 E Street, SW, Washington, DC 20436
Fax: 202-205-2217

We do not recommend sending the questionnaire by regular U.S. mail because this type of mail undergoes extra processing to screen for hazardous material that will likely delay the delivery. Instead, we recommend overnight mail service.

Thank you for providing your response. The Commission will be compiling the information from the questionnaire responses to analyze the impacts of regulatory and policy measures affecting global digital trade. During the analysis phase, we may contact you for follow-up discussions about interpreting the data and other issues affecting the industry.