



## The Tech Sector and the U.S.-Colombia and U.S.-Panama TPAs

### The U.S. high-tech industries support trade with Colombia and Panama!

- Members of the U.S. high-tech industries — from consumer electronics to software producers — strongly support the U.S.-Colombia and U.S.-Panama Trade Promotion Agreements.
- Currently, U.S. high-tech exports to Colombia and Panama directly support approximately 6,300 and 1,600 American jobs, respectively, according to data from the U.S. Census Bureau.
- Large and small tech companies derive about 60% of their revenue from foreign markets. With so many great American jobs tied to exports, opening foreign markets such as Colombia and Panama is a priority.

### Colombians and Panamanians love American high-tech products!

- U.S. high-tech exports to Colombia grew by 23% in 2008, reaching \$1.85 billion, according to TechAmerica. U.S. high-tech exports to Panama totaled \$514 million in 2008, up 27% from 2007.
- According to TechAmerica, U.S. high-tech exports to Colombia have grown 175% since 2002, creating a high-tech trade surplus of nearly \$1.79 billion. The United States had a high-tech trade surplus of \$509 million with Panama in 2008.

### The trade agreements offer real advantages to the U.S. tech sector!

- The agreements require Colombia and Panama to join the World Trade Organization's Information Technology Agreement, removing tariff and non-tariff barriers to imports of high-tech products.
- Failure to pass the agreements could cause the U.S. to lose our position as a market leader in Colombia and Panama as other countries such as Canada and the European Union secure their own preferential access to these growing markets.

**The trade agreements with Colombia and Panama  
are great deals for U.S. high-tech companies!**