



European Services Forum



May 27, 2015

Dear Minister,

Thank you for the work that you and your delegation are doing in the Trade in Services Agreement (TiSA) negotiations in Geneva. As representatives of the services enterprises in our respective countries and regions, the participants in the Global Services Coalition wish to express our strong joint support for the TiSA negotiations. We recently demonstrated this support by organizing our latest Coalition mission to Geneva in April 2015, comprised of forty companies and associations. We were pleased by the dedication and ambition of the delegations with whom we met.

It is vital that the international rules governing international trade in services be updated to reflect the realities of today's---and tomorrow's---technologies and business needs. For this reason we urge you and your colleagues to convey to the negotiating teams the need for speed and high ambition in concluding the negotiations.

Both comprehensive market access commitments and modern rules are essential, as is a higher level of regulatory coherence. We urge that all parties complete their market access offers in time for the July round of TiSA negotiations, covering all sectors and modes of delivery. Rules are an essential element of this future-oriented agreement, which must be sufficiently flexible to facilitate innovative new services and means of delivery, especially through digital technology.

For much too long, services in multilateral negotiations have been hostage to other negotiating topics. The TiSA offers the best opportunity to overcome that impasse and frame a template for 21<sup>st</sup> century services trade.

As you set the direction and expectations for the next phase of the negotiations, we request that you convey unambiguously to your negotiators that you attach the greatest importance to achieving a forward-looking and ambitious agreement in a timely manner.

Be assured that the members of the Global Services Coalition will continue to provide our strong support for the TiSA negotiations.