

**Attachment—Additional Questions for the Record**

**Subcommittee on Communications and Technology  
Hearing on  
"Leading the Wireless Future: Securing American Network Technology."  
April 21, 2021**

Ms. Diane Rinaldo, Executive Director, Open RAN Policy Coalition

**The Honorable Kathleen Rice (D-NY)**

1. How will U.S. companies that are competing globally be in a better position to compete in international markets with state owned/state-supported entities?

**RESPONSE:**

Over the past twenty years, the telecommunications equipment vendor community has been stymied by high barriers to market entry. This situation has led to limited vendor diversity within the industry, with only a handful of radio access network (RAN) providers and limited options for subcomponent manufacturers.

By opening up the interfaces and standardizing protocols within the RAN, both traditional RAN manufacturers and subcomponent manufacturers can sell directly to operators. This shift will unlock greater competition and choice in the wireless marketplace, ultimately leading to lower prices. Establishing a more robust and competitive marketplace will enable the U.S. telecommunications industry (as well as companies based in partner countries) to compete and win in the global market.

The Coalition also advocates for policies encouraging developing countries to make wireless investments based on trusted vendors rather than simply choosing the lowest bidder. As part of this effort, the Coalition has supported the establishment and funding of a U.S. State Department-led Multilateral Telecommunications Security Fund, which will pool resources with partners and allies to accelerate the adoption of trusted and secure equipment globally.