



John T. Chambers  
Chairman and Chief Executive Officer  
Cisco Systems, Inc.  
170 West Tasman Drive  
San Jose, CA 95134-1706 USA  
www.cisco.com

May 13, 2014

*Via Email and ECFS*

Mr. Thomas Wheeler  
Chairman  
Federal Communications Commission  
445 Twelfth Street, SW  
Washington, DC 20554

Re: *Protecting and Promoting the Open Internet (GN Docket No. 14-28)*

Dear Chairman Wheeler:

Thank you for taking the time to speak to me today on the phone about Cisco's concerns relating to the FCC's Open Internet proceeding. Cisco has supported an open and innovative Internet for over a decade and was one of the original drafters of the "Connectivity Principles" that stated that Internet consumers should not be blocked from accessing and using all legal content and applications.

Cisco strongly supports the balanced approach that you have proposed as the Commission develops new rules for the Open Internet. In order to promote innovation on the Internet, it is important to protect end users and content providers from unwarranted blocking. It is equally important to protect innovation inside the network by allowing new technology and business models to be deployed without onerous regulation. Your approach of applying a "commercially reasonable" test to new offerings by Internet service providers allows innovative new products and services to develop, while at the same time protecting consumers and competition.

Cisco is deeply troubled by the proposals of some advocates to impose the old-fashioned telephone regulations of Title II of the Communications Act to broadband Internet access service. By keeping the heavy hand of Title II regulation out of the Internet, the FCC has encouraged huge investment in Internet infrastructure. Indeed, over \$60 billion per year is spent to improve broadband networks of all types. Cisco's Visual Networking Index demonstrates the enormous explosion of Internet traffic that U.S. networks currently handle and that U.S. networks are starting to become world class again. Our research indicates, for instance, that almost 50% of the world's LTE subscribers are in the United States – a clear result of investment encouraged by sound FCC policy.

If Title II regulation is brought to broadband Internet access services, investment in new infrastructure will be severely hamstrung. New, innovative services may not be brought to market because entrepreneurs fear telecommunications regulation. The competitiveness of our nation will be threatened because, in a global world, investment and jobs will move to countries that encourage innovation.

I am passionate about this issue because it is crucial to the future of the Internet. Will we have rules that only seek to protect innovation on the edge of the network by imposing onerous regulation on the core of the network? Or will we take a balanced approach that encourages innovation everywhere in the Internet ecosystem while protecting consumers and competition? I strongly urge the FCC to take the balanced approach as it deliberates on this important proceeding.

Thank you for your leadership on this crucial issue. It is important that the FCC gets it right and ensures that innovation can thrive throughout the Internet. Cisco stands ready to work with you on achieving the right balance as the Commission moves forward to complete its work.

Respectfully submitted,

A handwritten signature in black ink that reads "John Chambers". The signature is written in a cursive, flowing style.

John T. Chambers  
Chairman and Chief Executive Officer