



**SMART**<sup>®</sup>

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Federal Communications Commission  
Authorization & Evaluation Division  
7435 Oakland Mills Road,  
Columbia, MD 21046

Dec. 18, 2019

RE: Regulatory Model: IDS665-1

**Marketing of SMART Technologies Products**

Dear To Whom it May Concern,

SMART Technologies market and sell our products to institutional buyers only through sales channels that do not sell to consumers. Our markets include educational institutions, business and government entities.

Sincerely,

Jeremy Hansen  
Director, Hardware Development  
SMART Technologies Inc.  
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