



June 5, 2025

The Honorable Michael Kratsios  
Director, Office of Science and Technology Policy  
The White House  
1600 Pennsylvania Avenue NW  
Washington, DC 20500

Re: Introduction to the AI Integrators Council

Dear Director Kratsios:

The AI Integrators Council serves as the primary voice for leading companies working to integrate artificial intelligence into systems, platforms, and applications. The Council was created to educate policymakers and other essential stakeholders about the complexity of roles, responsibilities, and relationships across the AI ecosystem and to advocate for policies based on an accurate understanding of this ecosystem. The Council is made up of leading AI companies including Alteryx, Atlassian, Box, Docusign, Peraton, SAIC, Salesforce, Twilio.

As AI continues to evolve and expand, we believe it is essential that federal AI policy fully reflects the complexity of the AI value chain—particularly the critical role played by integrators. Initial policy discussions, draft legislation and potential regulations have centered on binary definitions such as “developers” and “deployers” of AI models. However, the AI community includes numerous stakeholders – including integrators, developers of foundational models, developers of applications, infrastructure and networks providers, deployers of consumer-facing products and applications, and many others. AI systems do not move from laboratory to market in a single step—they are developed, refined, integrated, and deployed by a chain of contributors with distinct capabilities, risks, and responsibilities. The outcome is new use cases, driving real-world impact for businesses and consumers alike.

Integrators play a central role in technical and design decisions that directly shape how AI is used and how risk is managed in practice, often in a business-to-business (B2B) context. Many of these roles are underpinned by contracts that ensure compliance with data protection, IP, and other relevant rules. As the AI ecosystem and the technology itself rapidly develops, we anticipate even more and varied players will participate. To ensure responsible and effective policymaking, it is essential that AI policy is forward-looking. These rules should clearly recognize the various actors and anticipate the continuing evolution of the participants in the AI ecosystem.

We urge the Administration to recognize AI integrators as a distinct and essential link in the AI value chain, and to ensure that any potential regulation or guidance reflects this reality. Doing so

will help ensure policy clarity, promote responsible innovation, and support companies that serve as critical enablers of AI adoption across sectors.

We welcome the opportunity to engage further and share recommendations—both technical and policy-oriented—on how to define and support the role of AI integrators in any forthcoming legislation or policy initiatives.

Thank you for your leadership on these critical issues. We look forward to continued collaboration as you work to promote AI innovation.

Sincerely,

AI Integrators Council

Alteryx  
Atlassian  
Box  
DocuSign  
Peraton  
SAIC  
Salesforce  
Twilio