



DIGITAL
RESEARCH®

January 24, 1985

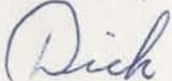
Ms. Kathryn Strutynski
Product Marketing Manager
Digital Research Inc.
60 Garden Court, Mail Stop A3E
P.O. Box DRI
Monterey, CA 93942

Dear Kathy:

We have successfully been able to include Contel CADO as one of our Strategic Partners for the coming years. Your tremendous support of the Concurrent DOS product family and being available to answer specific questions about Concurrent DOS 3.x to their technical evaluation team was a very Key factor of Contel CADO placing confidence in DRI.

Your 'Can-Do' attitude and responsiveness are great assets that we really appreciate! Thank you for your dedication.

Sincerely,



Richard D. Dixon
Director of Western Operations

RDD:mas

cc: Bruce L. Cohen	Vice President & Director of Commercial Operations
Fred G. Cutler	Vice President of Marketing
John Hiles	Vice President of Engineering
Mark A. Plinneke	Director of OEM Strategic Marketing
John R. Rowley	President & Chief Operating Officer
L. Mike Smith	Branch Sales Manager