



DIGITAL EQUIPMENT CORPORATION

Russell A. Gullotti
Vice President

Merrimack, New Hampshire
03050-4303

August 25, 1993

Mr. Don Byrne
Vice President Sales and Marketing
Target Systems Corporation
33 Boston Post Road
West Marlboro, MA 01752

Dear Mr. Byrne:

Thanks very much for your letter regarding the efforts of Wayne Galusha. Obviously, it is always a pleasure for me to receive communications such as yours that take the time to highlight the excellence of our Digital employees. I will communicate your kind thoughts to Wayne directly.

I also plan to look into the circumstances of the sale of Digital's equipment that was eventually made to Sierra Health Services. I want to be sure that we don't have any problems with any of our other partners regarding pricing of our hardware and software.

Once again. Thank you very much for taking the time to communicate with me, and I'll look forward to a continuing strong relationship between our two companies.

Sincerely,

Russ Gullotti
Vice President, U.S. Area

CC: Ed Kamins
Joe Zercoe
Willow Shire