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Mr. Russell A. Gulotti
Vice President, U.S. Area
Digital Equipment Corporation
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MK02-2/C12

Dear Russ:

We enjoyed meeting with you at the CSO conference in San Francisco. The conference was very well done and we were pleased to see the new "Paradigm Shift" at Digital. The meetings we had with Digital Executives, specifically Bob Schmitt, Ed Kamins, Rita Foley, John Klein and Willow Shire went very well. As you suggested, I will provide you with a quarterly update on our joint success.

As we discussed at our meeting, Information Builders and Digital have been working together since 1985 delivering successful open, portable, client/server applications that support global data access and provide high productivity. Over the past four years alone, Information Builders has helped to leverage over \$1 billion in Digital hardware sales. Our joint rightsizing and client/server messages to IBI's mainframe base of 4500 sites will be central themes in all marketing campaigns that we deliver to the field in 1994. We will also work to jointly leverage the success of accounts such as Polaroid in rightsizing strategies to the Digital Alpha architecture.

Thank you for your support and I look forward to speaking with you soon.

Sincerely,



Kevin Merguen
Digital Sales Manager

full
IBI
(customer)