



DIGITAL EQUIPMENT CORPORATION

**Russell A. Gullotti**  
Vice President

Merrimack, New Hampshire  
03050-4303

August 30, 1993

Mr. Jeffery H. Margolis  
Vice President and Chief Information Officer  
Take Care, Inc.  
E. Iliff Ave.  
Aurora, Colorado 80044

Dear Jeff,

Thank you for the time you spent with Doug Anderson and me on August 16th. I thoroughly enjoyed meeting you and found your comments about Digital and the Health Care Industry very interesting and valuable.

I also want to thank you for taking me up on my offer to be interviewed for Digital's Analyst Briefing. Doug told me you did an excellent job but, found the morning "hard work". I do appreciate the time you spent with the producer and film crew. Your comments were exactly what we are looking for, i.e., honest feedback from our important clients on how Digital is performing.

Good luck in your new position as CIO of Take Care, Inc. I appreciate the business you have done with us in the past, and look forward to Take Care and Digital having a long and mutually beneficial business partnership. If we fail to meet your expectations at any time please let me know.

I will send you a copy of the final film clip we use for our analysts meeting Jeff.

Sincerely,

A handwritten signature in cursive script that reads "Russ".

Russ Gullotti  
Vice President, U.S. Area

cc: Doug Anderson



DIGITAL EQUIPMENT CORPORATION

Russell A. Gullotti  
Vice President

Merrimack, New Hampshire  
03050-4303

23 September, 1993

Jeff Margolis  
Takecare

Dear Jeff,

Thank you for your recent taped participation in Digital's Corporate Briefing for Industry and Financial Analysts. The customer-focused sessions, in which your segment played a significant role, provided a concise and direct reflection of Digital's performance in the market place.

Commentary from the analysts defined the customer segment as high quality, and a credible highlight of the meeting.

Thank you, also, for consenting to the use of quotes from the taped segment for our Client/Server Backgrounder for Press and Analysts, and for possible use of the tape during our upcoming Client/Server announcement.

The enclosed video tape is a copy of the final production of the complete U.S. customer session. We appreciate the time and effort you expended, and all of the insights you have shared in the generation of this video. Your comments have stimulated many discussions of the progress we have made, and the challenges we have embraced to become a best-in-class customer-focused corporation.

Jeff, I look forward to working with you on Takecare's continued implementation and expansion of its client-server and EDI based applications. Digital wants to remain your information technology partner. We will do all that we can to insure Takecare's success!

Again, thank you for your support. I hope to see you again soon.

Best Regards,

  
Russ Gullotti  
Vice President, US Area

CC: Doug Anderson