



DIGITAL EQUIPMENT CORPORATION

Russell A. Gullotti
Vice President

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Merrimack, New Hampshire
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June 29, 1994

Mr. Paul Damp
President & Chief Operating Officer
SHL Systemhouse Inc.
145 King Street West, Suite 202
Toronto, Ontario
M5H 1J8

Dear Paul:

Thank you for taking the time to meet with me last Tuesday, June 21, 1994

When we met last week, I was President of the Americas Area for Digital. Today I was named Vice President of Manufacturing. (Things move fast around here these days!).

Paul, I appreciated the opportunity to better understand the capabilities and focus of your organization. Hopefully, hearing of some of Digital's key directions was of equal value to you.

From our discussions regarding SHL's presence in the Latin American territory, and in particular the opportunity that exists with respect to PC distribution, Danny Baldwin has already advised your office of the name and contact numbers of the Latin American Territory Vice-President, Luis Zuniga. Luis is anxious to explore the opportunity to work with SHL Systemhouse, both in the PC distribution area as well as the systems integration and outsourcing areas. He is expecting to be contacted by your representative in Latin America.

Regarding our conversation concerning SHL Computer Innovations and their current position with respect to distributing Digital's PC's, Graeme Woodley will be discussing the matter with our PC General Manager in Canada, Michael Tremblay. Ideally, this discussion will lead to a better understanding of the obstacles to and opportunities for a closer relationship on this front. Further, I have contacted our UK Subsidiary Manager, Chris Conway, about the similar opportunity in that part of the world.

Digital Equipment Corporation

Again Paul, I would like to thank you for your time, wish you and SHL continued success, and formally extend my invitation to host you in the event you travel to the Massachusetts/New Hampshire area in the near future. I can be reached via telephone at 603-884-6209 or via facsimile at 603-884-0864.

My replacement as the Americas President is Harry Copperman, formerly our PC Business Unit Manager for the Americas. I know he, too, would be delighted to spend time with you when you are in this area.

Thanks again for spending time with me. I enjoyed it.

Sincerely,



Russ Gullotti
Vice President, Manufacturing and Logistics
Digital Equipment Corporation

cc: Harry Copperman
Luis Zuniga
Graeme Woodley
Ron Larkin
Chris Conway