

Exhibit L

From:
Sent: Thursday, August 27, 1998 10:45 AM
To: 'Jeffrey Schneider' <jeffreys@dnai.com>
Cc: 'Hart, Peter' <peterhart@measuright.com>
Subject: RE: bios + brain dump

Have you heard anything from Fred? If not I will give them a call and just check in.

[Rich.. ya.. see if there is any interest.. or if something turned them off]

I ran down the dB programmer I really wanted yesterday. Unfortunately he is booked solid through October. That isn't so long from now, so he may yet work out for the really serious dB design, which is what I really want him for.

He gave me some recommendations, including the fact that another programmer we both worked with is now on the Infomix development team. I'll contact him and see what can be had from that quarter.

It's not as good a name to drop as Oracle, but they do have a very good technology, particularly for internet applications. Not to mention the price is much better. No inclination there, just commentary.

[Rich.. I have a call into a contact at Oracle.. if you have any introductions, lets work them all]

I also talked to Tom a while ago about seeking resources at Sun.

[Rich.. this is excellent.. no telling what Sun can do for us.. lending us their name could be valuable]

I have some contacts there and will see if I can parley that into a real support relationship. Some of their sales engineers are real sharp, they obviously want to support Java and our exchange server will be a great application for them to sell server hardware around. They are a dysfunctional organization in many ways so no great good may come of it, but it's worth exploring.

[Rich.. talk to Jeff D... about their relationship with Sun... They worked with engineers ok for a new product, but Sun did them major damage with a pre-announcement based on their product using Jeffs release date they knew from confid stuff he gave them.. pretty crappy. But what the heck.. if we know we are doing business with the devil... lets see what we can do]

If we can get the right person involved it could be worthwhile. They are quite liberal in loaning equipment to projects they like for example.

My approach right now is to seriously look for dB programmers to work with Skywehr, and wait on looking for replacement programmers.

[Rich.. yes]

Peter's mail and talk yesterday was about parallel tracks, but we aren't in a position to make any offers to any alternative programmers so I don't want to tease anyone. I will make general inquiries into availability.

[Rich.. ya.. yesterdays discussion was positive enough to forstall new programmer searches]

I have an outline started on the SEC implications. I'll try and get it into shape and send you a copy today or tomorrow so you can think about it.

[Rich.. great]

I'd like to renew conversing with Tom about misc issues. For now I would still refrain from giving him any more specs or requirements, but we could shoot the breeze about stuff like the delay in the Java JDK that was just announced and what kind of QA people he would like to have, maybe even meet them. In my mind the more can do to cement the working relationship the better.

[Rich.. yes.. the point here is building the relationship, trust and the concept that we are good to work with]

My mother is visiting for a few days, it's my birthday this weekend so I'll be running around today and tomorrow.

[Rich.. Happy Birthday! .. have fun!]