

Ed (Sr) Bachner

From: Nairn Dave-cmdi201 [cmdi201@motorola.com]
Sent: Monday, November 11, 2002 12:48 PM
To: Ed (Sr) Bachner
Subject: WIPS

Ed Bachner
Rosetta-Wireless Corp
2700 International Drive
Suite 201 - TRECC
West Chicago, IL 60185

Dear Ed

I am pleased to see your success with Gate 1 of the NIST Advanced Technology Program. In these tough economic times, it is good to see the government step in to fund leading-edge programs, where a company like ours just couldn't take the risk under the current circumstances.

We believe you have a very innovative approach to delivering data in the 'field' - a fresh look at compensating for RF reliability and bandwidth issues. My business is focused around providing so-called "thin" clients that allow service workers to do data inquiries. Typically these are specialized workers at large companies or government units. The brief nature of the transactions masks the problematic RF environment. Personally, however, I and many other executives use what would be called "thick" clients, i.e., our laptops - but not yet on wireless. For most mobile executives, the information needed will be a combination of reference information, enterprise information, e-mail, and transactional data. In the old days, this would be your bookcase, your file cabinet, your in-box, and your computer. Now days, it is a combination of data stores in your hand, on the enterprise, and on the Internet. Rosetta's WIPS concept makes it all 'local' to the individual. Having done that, information can now be accessed with any thick or thin device.

As this project moves forward we would like to stay involved, albeit somewhat peripherally. Certainly, as you move past this ATP to beta development, we can help by providing information on the type of documentation and QC we would need as a potential licensee and partner.

Again, my congratulations on your progress.

Sincerely,

David D. Nairn
MCEI Vice President and Director
Data Subscriber Operations, Integrated Solutions Division

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