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ARRIS

February 27, 1989

Mr. Richard Gleason
The Gleason Partnership
114 Commonwealth Avenue
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Dear Rick:

As always, it was a pleasure to speak with you. As you
know, Sigma and Microtecture have been in negotiation for
quite a few months regarding the potential of a
relationship between the two organizations. Given the
complexities of such negotiations it is not possible for me
to predict when, or even if, we will come to terms which
are acceptable to both parties.

However, there are a number of underlying philosophical
issues which can be addressed. The question which was
central to our conversation was our willingness to commit
to the ongoing support and enhancement of Datacad in
general, and our position with regards to an OS/2 version
in particular.

Our interest in Datacad derives from our belief that it is
an excellent product, and that it serves a market
requirement which is largely separable from that served by
the ARRIS family. While both address the needs of
architects, they operate on substantially different
platforms, and consequently appeal to different users.
When a prospective customer enters a Sigma (note that I did
not say ARRIS) dealership, I would like him to leave having
purchased a product from me - independent of his preference
for operating system or hardware configuration. I believe
that the ability to address a broad range of operating
environments is an important component of a business
success.

One last comment on this subject. I have always been a
strong believer in letting the marketplace determine
product success. Should we come to an agreement with
Microtecture regarding the Datacad family of product, I
would continue to support market determinism.

The question of OS/2 as the future platform for Datacad is
very simple on one hand, and very complex on the other. It
is clear that for users such as yourself the ongoing
enhancement of Datacad will require that the technological

constraints imposed by DOS be removed. Two operating
system alternatives exist - OS/2 and UNIX. I would concur
that OS/2 is certainly the more attractive of the two, for
a number of reasons, and that it is the logical destination
for advanced Datacad development. That is the simple
part. Knowing where to go is easy in this case, knowing
how to get there is more difficult.

What has been perceived to be my objection to OS/2 is
actually a concern that a set of complex, and often
conflicting objectives need to be balanced in establishing
a near-term, mid-term and long-term development strategy.

For example:

1.   If 50% of the Datacad users require the capabilities
      of OS/2 (with the attendant costs in hardware and
      conversion, potential downtime as machines are
      upgraded etc.) would it be reasonable to abandon DOS
      development, or should two products coexist (DOS and
      OS/2)?

2.   Should the Datacad OS/2 product be a "port" from DOS,
      or should substantial pieces of the internal code be
      rewritten?

      IF YES, then what is the tradeoff between time and
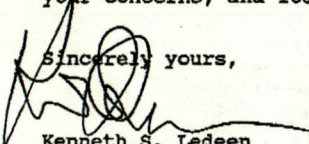   cost to get the first OS/2 release out?

      IF NO, will customers be prepared to pay a
      substantial amount of money (for upgraded hardware at
      least) if the new Datacad OS/2 release offers no
      immediate advantage over the contemporaneous DOS
      version?

3.   What is the time frame, resource requirement, and
      external specification for the OS/2 product? Unlike
      question 2, which addresses only the desirability of
      a pure port, this questions raises issues of needed
      features.

4.   Since the entire development/support system at
      Microtecture is DOS based, how do you support two
      complete environments, without having either to
      double the amount of equipment or to abandon one or
      the other operating system? Will each support person
      and developer need 2 PC's, one for DOS one for OS/2 ?

5.   Is it acceptable to suspend development effort on DOS
      for an extended period of time in order to bring out
      an OS/2 version?

The list of questions goes on. My only point was to suggest
that the successful implementation of a second generation
product requires that these issues be thought through carefully
at the front end, before you set sail on a major development
program. I don't mean to suggest that these problems are more
complex than those associated with any other major development
program, only that they need to be addresses before it is
possible to say with any degree of confidence what will be
available and when.

I hope that this information is of help to you. I appreciate
your concerns, and look forward to meeting with you soon.

Sincerely yours,

Kenneth S. Ledeen

PS: Since this letter was written, we have
signed a letter of intent with Microtecture.

We still need approval from the respective
Boards and Shareholders — so we have a
long way to go

Ken