

PHASE ONE

SYSTEMS/INCORPORATED

April 17, 1986

Mr. Jon E. Seidel
EDP CONSULTING, INC.
3373 Guido Street
Oakland, CA 94602

Dear Jon,

I want to take this opportunity to thank you for the excellent support you provided Phase One with regard to future planning and direction for our database management product, CONTROL 'Plus'. Your broad industry background helped us immensely in defining and implementing valuable enhancements to our product.

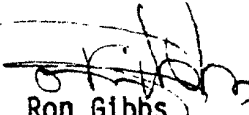
In particular, I appreciated your ability to:

- . Provide technical direction regarding new features which make the product easier to use and more powerful
- . Provide clear statements as to the tradeoffs entailed in the various areas under consideration
- . Present a "user's viewpoint" with regard to compatibility and ease of use

You were the catalyst in making necessary and valuable changes to the product, from a management and a technical point of view. I thoroughly enjoyed working with you in this effort and I am looking forward to a continued business relationship.

Best wishes for continued success.

Very truly yours,


Ron Gibbs
President