



CABLE & WIRELESS, INC.

Cable & Wireless, Inc.
1919 Gallows Road
Vienna
Virginia 22182

Telephone: (703) 790-5300

June 4, 1997

Bruce Troutman
President
80/20 Data Company
7205 Hickory Street
Falls Church, VA 22043

Dear Bruce,

On behalf of Cable & Wireless, Inc. I would like to express our appreciation for the work that you and your team have provided during the period November 1995 to June 1997.

You have developed and placed in production 7 systems that are being used by the Sales, Client Services, Billing, Commissions and Sales Support Services departments. You also provided significant support for the Proposal, Order Entry and Provisioning system which is due for release later this year. You and your 80/20 team have shown a dedication and work ethic rarely found with outside consulting services.

I look forward to working with you on future projects and please feel free to use me as a reference.

Best wishes to you, Jeff, Brook, Holly and Joe on your next projects.

Sincerely,

Mike McIntyre
Senior Manager
Data Services Information Systems