

Ingres

Ingres Corporation
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October 5, 1990

To whom it may concern,

The purpose of this letter is to highly recommend Eric Wasiolek as a Manager of Product Marketing for software products.

During the time I was Vice-President of Marketing at INGRES Corporation, Eric worked in my department as manager of "Distributed INGRES" product marketing. This position involved managing all aspects of three critical product lines: our networking [client-server] database products, database gateways, and distributed database products. Eric managed the marketing program for these products, including sales and public relations activities, and the relationship with three engineering groups.

In this capacity, I found Eric to be effective both as a business planner, as a company spokesperson for distributed database products and strategy, as a communicator to and supporter of the sales force, and as a manager of the engineering relationship.

During the time that Eric reported to my department, he effectively focused engineering to deliver the products he needed to succeed in his markets. He developed key relationships with industry analysts and the press, to position INGRES as committed to standards and as the unqualified leader in distributed database. He developed competitive materials [Star Wars], and a regular communication vehicle to the sales force [the "connectivity newsletter"] on all aspects of product configuration/availability, and marketing programs. Eric also co-authored an important article on database gateways in UNIX Review during this time.

Eric's industry and product knowledge in the complicated and often confusing area of distributed computing is unsurpassed. This was evident to the analysts, press, and sales force. Eric uses this knowledge to drive product requirements, positioning, and programs from a industry/competitive standpoint, and is therefore able to quickly formulate winning strategies.

I would be glad to discuss Eric's qualifications in more detail.

Sincerely,



Chris Greendale
Vice President of Oracle Marketing, USA