

July 18, 1994

To whom it may concern:

I am Paul Koenig, former Senior Director of Marketing for Oracle Corporation's largest division: the UNIX Division. The purpose of this letter is to highly recommend Eric Wasiolek for any software marketing or product marketing management position.

Eric worked for my department during the years of 1991-1993 in two capacities. First, he ran marketing programs for the UNIX Division. Later, he transferred, reporting directly to me, into Oracle's technology management group.

Initially, Eric ran marketing programs for the UNIX Division, which accounts for over 50% of Oracle's billion dollar annual revenues. His responsibility was to create unified messages for the UNIX Division and work with Corporate Marketing to determine effective vehicles for their delivery. To this end, Eric created what was reputed by many of the company's senior executives as the most successful trade show ever: Uniforum '92; ran the company's most successful seminar campaign: Coexistence Strategies; and successfully managed other efforts, such as our annual developer's conference and user group. In addition, because of his technical background, Eric flew around the country and delivered many of the talks associated with these events himself.

Eric later transferred within the UNIX Division to the newly formed technology group, which had as its charter to drive future product requirements for Oracle on UNIX. It was the function of this group to investigate the market to drive product requirements for VLDB, system management tools, and other advanced functionality, and to figure out how we would integrate our product with emerging technologies such as OSF's DCE and DME, CORBA, etc... to position Oracle for the future, and particularly the high-end DBMS market. Oracle was interested in creating a UNIX mainframe market. Due to his extensive background in database and networking, and familiarity with many other relevant technologies, Eric was a valuable contributor to the technology group.

Eric is that rare breed of marketing manager who is able to work equally effectively with pure marketing functions as well as with engineering. He knows the UNIX, database, and networking markets and technology extremely well, and is versed in other technologies as well. He has the ability to anticipate technology and market trends in advance, which is invaluable for market strategizing and product planning. Eric was well liked and respected by others in our department and throughout the company; he was willing to help anyone who came to him, and had no difficulties working with anyone in the company. He is an enthusiastic contributor and, in my view, a valuable addition to any marketing department.

Sincerely,



Paul Koenig
Senior Director of Marketing
Oracle Corporation, UNIX Division