

Sun Microsystems, Inc.  
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7900 Westpark Drive  
McLean, VA 22102

February 27, 2003



Dear Jack,

It was a pleasure working with you and finally meeting you at our Sun Government Executive Partner Forum earlier this month. I wanted to take the time to share with you some of my observations on our working together. I hope that you would consider another speaking engagement for Sun Microsystems should the opportunity present itself.

For this event, I had to work with over ten speakers from outside Sun and I have to admit that you were the most flexible and approachable individual. You made yourself available (around my calendar) to speak with me about the event and the messaging that should be included in your presentation. You allowed me to review three drafts of your presentation before we both agreed on the final presentation. You accepted feedback in a professional manner. I also noted that you got me the final presentation ahead of schedule.

Because you took the time to understand Sun technology innovations such as N1 and Sun ONE product suite, you were able to tailor your message in a way that connected to the audience (which included Integrators key to Sun's government business and ISVs) and with Sun. You included e-Government as a key discriminator and business initiative for Integrators, ISVs, and Sun to work together to deliver better partnership driven solutions.

It is evident that you enjoy public speaking and delivering your message to a large audience. Your presence, professionalism and attitude was inspiring. Your presentation included graphics and interesting perspectives (with trade studies and government examples) to establish and support your key points.

I had a couple of our partners tell me that they enjoyed your presentation and the time you spent with our customers during the Partner Fair. I wish you great success on your 4<sup>th</sup> book. I'd be glad to be a reference for other speaking engagements you are considering.

Thanks again for your interest in supporting our event. I look forward to working with you again.

Regards,

A handwritten signature in black ink that reads "Jean S. Edwards". The signature is fluid and cursive, with a long horizontal stroke at the end.

Jean S. Edwards  
Content Manager, Sun Government Executive Partner Forum