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MICROCOMPUTER LEARNING CENTERS

► (203) 355 1230

March 22, 1987

Computer Education Techniques, Inc.
35 West 35 Street, 5th Floor
New York, New York 10001

Dear David:

As we enter into the second term license agreement. I thought that I would take the opportunity to outline those areas I feel relevant to my evaluation of our prospective business relationship.

1. Courseware

I feel we need to expand the range of software products we provide training on and develop more complete courseware products and related training aids - instructor manuals, visual aids, CBT: Computer Based Training demonstration programs, etc.

2. Distribution Systems

I feel that the long term trend will be towards licensing courseware to third parties and training their instructors to teach the courses.

It will be necessary to have an integrated system of "reciprocal" royalties and sales commissions.

3. Marketing

We need a greater variety of promotional literature and an integrated advertising campaign which would help us penetrate new markets through third parties.

In particular, I am referring to software companies, computer hardware stores, and professional associations.

I look forward to working with you in the years ahead as we profitably develop the full potential of the growing microcomputer services market.

Very truly yours,
SYS-ED/Stamford

Jeri M. Roberts

Jeri Roberts
President

JR:jr

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