From: Hugh McBride

Sent: Wednesday, October 12, 2005 9:10 AM

To: Abram LaBelle

Subject: RE: Programming Languages

Abram:

I know we have had some informal discussions regarding the purchase of a complete software package for my firm and that you are working on a formal proposal for me to review.

However, I have a concern. Yesterday I played a round of golf with a good friend who is the retired CIO of a major mining company in the Northwest. During the round I mentioned that I was waiting for a formal proposal on a software package for my start-up. My friend discussed a number of things that he thought I should be aware of in purchasing an “integrated enterprise information system” – his words, not mine! One thing he was adamant about and said I should also feel the same was – “You had better be sure just what language the application is written in, or it may be a suitable application, but either be non-supportable or very costly to support/change because of the programming language.” Truthfully, I think I understand his advice – but I am not sure.

Therefore, I have some questions before we proceed:

1. • What’s the significance of the “programming language” to my business. What are your comments about what he said.
2. • You have mentioned two major contenders/vendors for our software application – I believe you said one was Web based and one was not – I’m guessing that probably means different languages – what does that mean for my business in terms of support, ease of use and maintenance?
3. • What are you going to recommend and why – again with reference to his remarks.

While I really have come to respect your professional approach to my needs, I do want to be honest with you and let you know I will be very interested in your reply (to include additional information you deem appropriate) and that I will informally discuss with my friend. And as always, I would appreciate your reply and our discussion being in something other than all that tech jargon :>)

Thanks and I look forward to hearing from you.

Hugh

H. McBride

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