SCHLUMBERGER TAPS EUDORA PRO EMAIL
FOR ENTERPRISE COMMUNICATIONS

The Company: Schlumberger, Ltd.

Business: Based in New York, Schlumberger is a $7.6 billion diversified organization and a worldwide leader in Oilfield Services, Measurement & Systems, and telecommunications.

"Email is the glue that binds us together. Eudora Pro software provides us with a powerful, cost-effective communications tool that allows our employees–whether they are PC or Macintosh users–to take advantage of the TCP/IP-based network."

–David Sims, Technical Manager, Information Technology
Schlumberger, Ltd.

Schlumberger Catches Internet Tiger by the Tail
While many corporations are still pondering cyberspace strategies, Schlumberger Ltd. has the Internet tiger by the tail. At the heart of its global communications network is a corporate e-mail system equal to the rigors of international business on the Information Superhighway.

Since its founding in the 1920's, Schlumberger has been a pioneer and innovator in the oil services sector. Today, New York-based Schlumberger, Ltd. is a $7.6 billion diversified organization with more than 50,000 employees and operations in about 100 countries. Its three main businesses comprise Oilfield Services; Measurement & Systems; and Omnes, a joint venture with Cable & Wireless plc that provides communications and information technology solutions for the energy exploration and production sector.   Among Schlumberger's competitive initiatives has been the deployment of a large but cost-effective corporate data communications resource across these international businesses and their far-flung locations.

Beginning in the early 1980's, the company developed the Schlumberger Information Network (SINet), which provides voice and data communications to Schlumberger's global operations. Originally deployed as an X.25 packet switching network, SINet moved to TCP/IP networking protocol standards in 1992, and now connects through diverse T1 links to carrier-based Network Access Points on the public Internet backbone. SINet is built on more than 300 routers and 40 packet switches located in 50 countries. More than 50 dial-up access servers around the world support mobile or traveling employees and provide dial-up connectivity from remote locations.

An Early Proponent of Open Systems, Internet Commerce
Being a technology-driven company, Schlumberger has always been an early adopter, as evidenced by its early 1990's transition to an open client/server computing environment and early business use of the Internet. While developing SINet, Schlumberger's engineers pushed for network connectivity with leading universities, key customers and major business partners. Their goal: to maintain close ties to and enable productive collaboration between those entities and Schlumberger engineers and work teams around the world.   As a result, Schlumberger was among the first business-oriented Internet denizens, and one of the first corporate organizations to develop an electronic culture with email, file transfer and remote access as core applications.

Schlumberger's open and enterprise oriented client/server computing environment created demand for an email system with openness and support for Internet standard protocols. The call was for feature-rich email that was simple enough for the casual user. In addition, the company wanted to ensure that any email system put in place would help improve productivity and lower global communications costs across the Schlumberger organization.

Eudora Pro software Meets Critical Enterprise Email Requirements
In early 1993, the company began using Eudora Pro software to deal with its growing volume of email. Eudora Pro software has now become a Schlumberger corporate standard for a number of important reasons. First, Eudora Pro software's multi-platform support gives Schlumberger a uniform email user interface across its PC and Macintosh desktops. Second, Eudora Pro software integrates into Schlumberger's network computing environment with little or no effort because of its strict adherence to Internet standards. For example, Eudora Pro software offers native compatibility with Internet standards (TCP/IP, SMTP, and POP3) via dial-up connections (SLIP, PPP and direct serial dial-up); file sharing standards via MIME (with selectable BASE64, uuencode or BinHex encoding); and a built-in client for a robust client/server enterprise directory system called Ph/Qi.

Eudora Pro software's support for embedded hot links to Internet URLs boosts productivity among the more than 20,000 Schlumberger employees with desktop email and Internet access. Third, Schlumberger's casual email and heavy email users are finding Eudora Pro software to be both a user friendly and productive interface. Fourth, Eudora Pro software delivers much-needed remote access for Schlumberger's many mobile employees who use portable computers while on the road. And finally, the ability to work offline in Eudora Pro software means Schlumberger reaps significant savings in dial-up connect time charges on a global scale.

Today, most of Schlumberger's 23,000 email-equipped employees are using Eudora Pro software, and more are signing up all the time. Schlumberger has purchased a corporate site license to facilitate this migration worldwide, and the Eudora Division of Qualcomm continues to work closely with the company to address its email needs going forward.

Contact   Information:.
Emily Taylor, PR Representative   *Ed Knowlton, Sr. MarComm Mgr.*
The Benjamin Group, Inc.   *Eudora, a division of QUALCOMM, Inc.*
(408)559-6090,   etaylor@sv.tbgi.com   *(619) 658-2384, eknowlton@eudora.com*

VARIAN BUILDS COHESIVE CORPORATE EMAIL STRATEGY WITH EUDORA PRO SOFTWARE

The Company: Varian, Inc.

Business: Based in Palo Alto, California, Varian, Inc. is a diversified international manufacturing company with sales in excess of $1.5 billion annually.

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 "Varian will be using Eudora Pro software well into the future. For our organization, Eudora Pro software is the glue that enables workgroups to form and communicate electronically where it was not possible to do so before. We've worked with many other electronic mail products in the past, but Eudora Pro software is our solution of choice for the future."

— Chuck Weddell, Information Technology Specialist, Corporate IS

Achieving Operational Excellence

Through several decades of growth and change, Varian has followed a corporate vision of *Operational Excellence*. This vision calls for a commitment to quality, customer focus, fast time-to-market, flexible factories and organizational excellence. One of the best examples of how Varian has employed information technology to achieve Operational Excellence is its strategy for and implementation of an enterprise Internet email system.

Varian is not only one of the pioneers of Silicon Valley, it is one of the Valley's most successful companies. Varian's Health Care Systems division is the world leader in the manufacture of medical linear accelerators used for cancer treatment. The company's Semiconductor Equipment division is the premier global supplier of front-end fabrication systems for chip manufacturing. Within Varian's Instruments division, its Nuclear Magnetic Resonance Instruments group sets the standard for NMR spectrometers for advanced bio-molecular, chemical, and material science research. Varian is also known for its pioneering work in ultra-high vacuum technology. The company's worldwide organization includes manufacturing, sales and service operations in the U.S., England, Europe and the Netherlands.

Eudora Pro Software Delivers Enterprisewide Email

Like many companies that have migrated to an enterprisewide client/server computing environment, Varian found itself supporting multiple email solutions that lacked enterprisewide communications support. To overcome the problem of maintaining and supporting its variety of incompatible email clients and gateways and provide a more cohesive email strategy, the Corporate IS group defined enterprisewide requirements. They wanted a single email solution that was compatible with Internet standards for IP, POP and MIME compliance. At the same time, they needed an open email solution. Their requirements called for an email server using an IBM RS6000 running AIX that could also be integrated with their new implementation of SAP's powerful UNIX-based R3 customer service application. Varian's Executive Steering Committee for Information Technology selected Eudora Pro software based on its ability to satisfy all of these requirements.

Varian has since become a corporate site-licensee with more than 1,500 installed Eudora clients. The Corporate IS group has found that Eudora not only simplifies installation, but also increases productivity gains, which are already being realized thanks to its email messaging and management strengths, its ability to exchange a variety of information from word processing documents to PDF files, and its effective support of remote access from field

offices. Varian's use of Eudora is expanding with planned implementations at various stateside business units, and at several European and Pacific Rim sites in the near future.

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CISCO ENJOYS BEST OF ALL WORLDS WITH EUDORA PRO SOFTWARE AS CORPORATE EMAIL SOLUTION

The Company: Cisco Systems, Inc.

Business: Based in San Jose, California, Cisco Systems, Inc. is a $4 billion company and the leading global supplier of internetworking solutions.

"As an enterprisewide email system, Eudora Pro software is open, feature-rich and supportable. When Cisco adopts a corporate software standard, we want to know all our employees will be comfortable with it, and that they will use the product to its fullest extent. I highly recommend Eudora Pro software as an email solution for the Internet."

— Bill Weber, Macintosh Desktop Group Manager, IS Desktop Technology Group

Cisco on the Go

A good customer is a demanding customer. Being the world leader in enterprise internetworking solutions makes San Jose, Calif.-based Cisco Systems, Inc. a demanding customer when it comes to adopting an email software standard that will stand up to its exacting requirements. As Cisco's corporate email software supplier, the Eudora Division of Qualcomm has worked hard to ensure that Eudora Pro software fits the bill.

Cisco Systems is a high-growth company in the fast-paced networking industry. The company has achieved revenue growth of more than 1,000 percent in four years, successfully completed a series of strategic acquisitions and alliances, and reorganized itself into several business units in order to stay focused on the specific needs of customers and prospects worldwide. To help manage this robust growth, Cisco developed a global communications strategy and implemented a variety of internal state-of-the-art communications processes including online services, electronic publishing, videoconferencing and enterprise resource planning. As part of this strategy, Cisco needed a robust email system that could support its multi-platform computing environment and enhance overall business productivity across the company's various areas of business.

Eudora Pro Software's Openness, Features and Reliability Fit the Bill

Cisco chose Eudora Pro email for its openness, functionality and supportability for the enterprise. As an open email system, Eudora Pro software provides a simplified communications backbone that uses widely-accepted and tested format and protocol standards at every level, from TCP/IP connectivity to SMTP, POP3 and MIME support. For Cisco, this meant Eudora Pro software could be deployed with minimal network disruption and ongoing improvements could be made at the user interface level without impact to the email backbone.

To be effective, an email system must foster productivity. Message filtering, reported by industry surveys as the most important corporate email feature, can easily be customized with Eudora Pro software to the individual employee's requirements in order to sort, prioritize and handle mail more efficiently. Eudora Pro software's architecture provides users with access to plug-in applications including human language translation, compression, image format conversion, content analysis and data security services. The payoff for Cisco employees has been the ability to share information—in a variety of forms from spreadsheets to multimedia documents—between Macs and PCs and from the desktop to the Internet.

Today, Cisco has a corporate volume license for Eudora Pro software and has deployed the email system for 6,000 users. According to Cisco's Bill Weber, "We look forward to evaluating future developments in the area of a standards-based groupware solution to include integrated directory services, scheduling, messaging, and time-management capabilities for possible inclusion in our Intranet environment."

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(619) 658-2384, eknowlton@eudora.com

WESTINGHOUSE TEAMS EUDORA PRO SOFTWARE WITH ITS MAILPRO-PLUS^(SM) FOR AN INTEGRATED E-MAIL SOLUTION

The Company: Westinghouse Communications

Business: Westinghouse Communications, a division of Westinghouse Electric
                 Corporation of Pittsburgh, PA. More than a century ago, Westinghouse
                 propelled the world into the age of electricity. Today, the company's
                 businesses include the Westinghouse/CBS Group of Television and Radio
                 Networks, Stations and Production, and Group W Satellite Communications;
                 and the Industries & Technology Group, including Power Generation and
                 Energy Systems, Thermo King, Government & Environmental Services and
                 Communication & Information Systems.

*"Eudora Pro software is a hot rod. . .it's powerful, dependable, fast and it's got everything
you need right there under the hood."*

> *--Don Torockio, Senior Consultant, Internet and
> E-Mail Products, Westinghouse Communications*

Total Communications at the Right Price
Westinghouse Communications Services, a division of the Westinghouse Electric Corporation,
bases its livelihood on the ability to deliver a total communications solution at extremely
competitive rates, both to its parent company and to external customers around the world.
Westinghouse Communications integrates voice, data, video and network services in a one-
stop shopping package. The company's vision is to be a complete Communications Service
Provider for its customers.

To realize this vision, Westinghouse Communications has had to provide an integrated email
system that is open, robust and reliable enough to meet two critical success factors:
interoperability with the typical customer's open, heterogeneous network environment; and
seamless integration with Westinghouse's internal mail systems, which include database and
news clipping services.

Since the 1970s, Westinghouse has relied upon in-house message switching and email
services, which have evolved into the Westinghouse Electronics Mail Service (WEMS).
However, in order to incorporate emerging technologies and standards and to better integrate
existing LAN mail applications, Westinghouse Communications has also adopted some
commercially-available email solutions to help meet their future requirements. The company
developed MailPro-Plus as its mail architecture based upon key industry standards including
SMTP and POP-Mail. MailPro-Plus combines host mail servers, clients, and directory services
that integrate this system with existing LAN- and host-based mail applications. Westinghouse
Communications chose Eudora Pro software as its POP-Mail client to work with MailPro-
Plus. This choice was based on Eudora Pro software's advanced client features, intuitive
interface and cost-effectiveness.

Email Access Anywhere, Anytime with Eudora Pro Software
Eudora Pro software's client/server connectivity options, from TCP/IP to X.25 network access
to PC and Macintosh cross-platform compatibility, made for a smooth implementation
process at Westinghouse. In addition, Eudora Pro software embodied the right client features
to complement Westinghouse Communications' MailPro-Plus product for a total enterprise
communications solution. Perhaps most important, Eudora Pro software matches MailPro-
Plus with reliable remote access for mobile users accessing email and exchanging messages at

any hour or location. Eudora Pro software's strong scripting language makes it possible for Westinghouse Communications to provide flexible dial-up access to the MailPro-Plus system anywhere in the world—from Brazil to the Ukraine to the United States. By supporting interconnections with private and public X.25 carriers, as well as corporate Intranet and Internet accessibility, Eudora Pro software ensures MailPro-Plus customers have worldwide email accessibility.

Like MailPro-Plus, Eudora Pro software supports the Post Office Protocol (POP3) to ensure a level of email security with password-protection. Eudora Pro software met another important MailPro-Plus pre-requisite by providing PH directory services support to give Westinghouse Communications customers a consolidated email subscriber directory. In addition, Westinghouse Communications achieved a high success rate in getting users trained and productive with Eudora Pro software, and discovered that the software is fast and efficient compared to other email systems.

To date, Westinghouse Communications has implemented the MailPro-Plus/Eudora Pro software solution for more than 750 Westinghouse users and customers, and expects to support as many as 2,000 more internal users on the new email platform by the end of September, 1996. Thanks to MailPro-Plus/Eudora Pro support for a consolidated email subscriber directory, these users are fully-integrated with the other email systems in use at Westinghouse. MailPro-Plus with Eudora Pro software is now one of two enterprisewide email systems being deployed at Westinghouse, and the preferred choice for those traveling on international business.

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