



A DIVISION OF QUALCOMM

Eudora Pro™ Product Description – Consumer

The world's most powerful e-mail software

E-mail is the number one use of the Internet, and Eudora Pro software is the number one Internet e-mail program. Eudora Pro software is simple enough for first-timers, reliable enough for businesses, and powerful enough for the most savvy users.

Designed to the same specifications as the Internet itself, Eudora Pro e-mail is always delivered correctly and attached files (which can be spreadsheets, sound bites, video clips, or other data files) reach their destinations intact.

Advanced e-mail management tools

Eudora Pro software is today's only e-mail management tool that actually helps you be more productive and save time—whether you receive five or 500 messages a day.

As you receive new messages, Eudora Pro software can automatically transfer them into the mailboxes, folders, and sub-folders where they belong. Easily automate responses to your most common requests and automatically forward your mail without lifting a finger. And let Eudora Pro software help you stay on top of things by warning you or other applications with sounds and alerts when an important message arrives.

The number one Internet e-mail

More than 18 million people worldwide use Eudora software. Good advice spreads fast on the Internet, maybe that's why it's grown so quickly from the pioneer to the leader in Internet e-mail. And with its continuous innovations, Eudora Pro software will remain a leader into the future.

EUDORA PRO MAIL FEATURES

Enhanced Mail Management

- **Mail management filters** help you save time and stay organized. Filters automatically identify and file your mail. Eudora pro software sorts messages into mailboxes, automatically forwards e-mail to other locations or persons, sends automated replies, alerts you when important messages arrive, and more.
- **Multiple e-mail accounts** feature allows you to send and receive mail from different Internet e-mail accounts, so you can perform all of your correspondence at once (Windows clients only).
- **Dockable mailbox window** lets you display mailboxes and folders for easy access and management (Macintosh, Windows 95 and NT clients only).
- **Multiple Signatures** let you personalize messages automatically.
- **Customizable Address Book** stores information such as e-mail and street addresses, and phone and fax numbers. Address e-mail at the touch of a button.
- **Enhanced Find** searches for text within messages or their summaries to locate the messages you need in seconds.
- **Automatic sorting** lets you automatically sort incoming and outgoing messages using several criteria.

FEATURES CONT

- **Customizable user interface** lets you adjust the toolbar to match the way you work. The intuitive design helps novices get started fast. Add, delete, and move around toolbar buttons (Macintosh, Windows 95 and NT clients only).
- **Drag and Drop Capabilities** allow you to easily manipulate mailboxes, messages, attachments, and text.
- **Stationery for automatic responses** lets you create templates for outgoing messages and use them in automatic responses.

Designed for the Internet

- **Multiple format attachments.** Eudora's native Internet standards design lets you exchange secure, hassle-free messages and attachments. Attach multiple documents, including graphics, sound bites, video clips, spreadsheets, or any data file.
- **Hot links to the Internet** can be included in your messages. Double click on embedded addresses that transfer you automatically to the Internet, let you download data, create new e-mail messages, or access other Internet resources including web pages.
- **Easier Mail Server Interaction** simplifies control of mail transfers and storage. Limit the size of messages to be automatically downloaded and specify the amount of time you want deleted messages to remain on the server.
- **Mobile connectivity** lets you send and receive e-mail from hotels, airports, or wherever life takes you using regular phone lines (dial up, SLIP, or PPP connections).
- **Take advantage of low phone rates** with time-delayed messaging options.
- **Read and compose mail off-line** and save on Internet access fees.

Multiple Formatting Tools

- **Stylized text capabilities** let you format your messages with bold or colored fonts, or cut-and-paste formatted text right from your word processor. Use various fonts, colors, sizes, and more (Macintosh, Windows 95 and NT clients only)
- **Built-in spelling checker** helps you make a good impression.

Prepared for growth

- **Plug-ins** let you add even more features as they become available from third-party vendors. The new Extended Messaging Services Applications Programming Interface (EMSAPI) allows other applications to plug into Eudora Pro software, so you will be able to use e-mail to do things you had never imagined before, such as foreign language translation, data security services and more.

Technical Help and Information

- **Free phone support** for 90 days after your first call provides live technical help.
- **On-line Help and acclaimed user's manual** give you immediate answers.

SYSTEM REQUIREMENTS

Macintosh Requirements

- A Macintosh Plus or later model Mac OS-based computer
- Macintosh System 7 or later
- A mail account with an Internet Service Provider or an Internet-style network account
- Access to your mail account via a modem (9600 bps or higher recommended) or Internet-style network connection

PC Requirements

- IBM PC or compatible computer
- For 16-bit version of Eudora Pro 3.0:
 - Microsoft Windows 3.1
- For 32-bit version of Eudora Pro 3.0:
 - either Microsoft Windows 95
 - or Microsoft Windows NT version 3.51 or greater
- WinSock API-compliant networking package (not required for serial connection)
- A mail account with an Internet Service Provider or an Internet-style network account
- Access to your mail account via modem (9600 bps or higher recommended) or via Internet-style network

QUALCOMM Incorporated -- Pioneering worldwide communications technologies

Headquarters in San Diego, California, QUALCOMM Incorporated is a world leader in developing, manufacturing and marketing advanced communications systems. In addition to the Eudora family of e-mail products, QUALCOMM innovations include the benchmark OmniTRACS® Mobile Satellite Communications System and cellular and PCS telephone networks based on Code Division Multiple Access (CDMA) technology. QUALCOMM, in conjunction with others, is also pioneering the deployment of the Globalstar™ low-earth-orbit (LEO) satellite communications system. From satellites to software, the ability to integrate sophisticated technologies makes QUALCOMM uniquely qualified to provide elegant solutions to today's complex communications problems.

The Eudora software's functionality and impressive list of features make it the e-mail of choice for progressive network administrators and users alike. To order or obtain more information, call the Eudora Hotline at (800) 2-Eudora or (619) 658-1291, or send E-mail to eudora-rep@eudora.com.

Copyright © 1996, QUALCOMM Incorporated. Eudora® is a registered trademark of QUALCOMM Incorporated. Eudora Pro™ and Eudora Light™ are trademarks of QUALCOMM Incorporated. All other trademarks are the property of their respective owners.



A DIVISION OF QUALCOMM

Eudora Pro™

Product Description – Corporate

Electronic mail (e-mail) is one of the most powerful and prevalent business applications in the world today. Because of its speed, reliability and affordability, e-mail has quickly become the communications backbone of the corporate enterprise.

But not all e-mail systems are created equal. In today's multi-platform, multi-LAN environment, corporations need a solution that streamlines the communications network, enhances its interoperability, reliability and lowers its operating costs. Eudora Pro software is the most scaleable Internet/intranet messaging solution; providing an organization with rich global messaging capabilities.

More than 18 million users around the globe have chosen the Eudora® line of products for Internet e-mail, making it the number one Internet e-mail worldwide.

For the IS manager, the Eudora Pro solution provides an open, standards-based, cross-platform e-mail application that delivers full-function interoperability between Macintoshes and PCs across TCP/IP networks. So corporations have a powerful tool for communication while reducing costs, saving administrative time, and increasing e-mail system reliability.

For end users, Eudora provides powerful tools that help manage e-mail overload, keep workers organized, and automate tasks so employees can spend their time doing what they were hired to do, not wading through floods of e-mail. Furthermore, since it's a standalone application and not embedded in a browser, you minimize the risk of employees "surfing" on corporate time! All of this translates into more productive employees in the organization.

Based on Internet standards

Eudora Pro software is written to internationally recognized standards such as Simple Mail Transfer Protocol (SMTP), Post Office Protocol version 3 (POP3), and Multipurpose Internet Mail Extensions (MIME). These standards are proven tens of millions of times every day on the world's largest network—the Internet.

Its open architecture allows Eudora Pro software to be implemented across platforms using a single server and, more importantly, without the need for expensive and troublesome translation gateways. In addition, messages are stored locally on the users' desktops, minimizing the demands on network server resources. Users only need to be connected to the Internet when they are uploading and/or downloading messages. For companies who are billed for Internet connection time, this results in significant cost savings...A positive and direct impact to your bottom line!

As a result, existing resources are freed up, the need for new hardware and software is reduced, and network administrators have greater freedom to manage their networks.

Powerful e-mail management features

Eudora Pro software is designed to help users be more productive and more effective communicators at work—no matter what kind of work they do. Eudora Pro software's features help fight information overload. Users have the maximum amount of flexibility in managing their mail—for the minimum amount of effort. For example, message filters automate the routing of incoming and outgoing mail into pre-defined mailboxes. They can also be used to automate responses to repetitive information inquiries. And message labels and priorities help users quickly identify and sort their mail.

Eudora Pro software's support of multiple standard attachment formats allows employees to exchange word processing documents, spreadsheets, graphics, and even video files reliably and with no loss of formatting, enhancing their collaborative efforts. Attachments arrive over the Internet intact.

Mobile executives and telecommuters benefit because they can read and compose messages off-line. Local mail storage significantly reduces remote access connect time charges. And, when users are ready to send and receive messages, Eudora Pro's support of SLIP, PPP and direct serial dialup access brings e-mail account connectivity as close as the nearest telephone.

The No. 1 way to get global presence and global access

Corporations implementing Eudora Pro are using the Internet to expand their presence and communicate more effectively with their partners, satellite offices, vendors, and customers around the globe. In addition, employees at these companies are tapping into the vast resources available on the Internet, where everything from innovative new software to the latest financial news is easily accessible.

Corporations that use Eudora Pro software become integral parts of the Internet—they are not just connected to it. This is essential because, as they rush to meet the demands of the international marketplace, corporations must be able to communicate just as reliably across the globe as they do across the office.

Complete and affordable

Eudora Pro software gives corporations the high end e-mail functionality they need, while also streamlining their messaging systems. It lowers network overhead by eliminating the need for translation hardware and software (gateways) and significantly reducing training and administrative requirements. In addition, Eudora Pro integrates smoothly with existing e-mail systems, enabling a gradual introduction and minimizing network disruption.

Its ease of implementation, interoperability across platforms, low per user cost, and seamless connectivity to the Internet make Eudora Pro the e-mail system of choice for corporate executives and systems administrators alike.

Ready for the future

E-mail will continue to replace more expensive and less reliable forms of communication in the workplace. And as corporate reliance on e-mail grows, Eudora can grow with you. The new Extended Messaging Services Application Programming Interface (EMSAPI) allows for 3rd party applications to be plugged into Eudora for high interoperability. Among some of the plug-ins being developed by leading 3rd parties in their field are: data security services, language translation and data compression. This means you get to select the security scheme or application that makes the most sense for your organization. Perhaps, one that is already in place, so you don't have to retrain your users on all their applications just to replace your email system! At Eudora, we are

Ready for the future cont

committed to addressing these issues rapidly and effectively. We are working hard to maintain the Eudora brand's leadership position in the e-mail industry.

QUALCOMM Incorporated – Pioneering worldwide communications technologies

Headquarters in San Diego, California, QUALCOMM Incorporated is a world leader in developing, manufacturing and marketing advanced communications systems. In addition to the Eudora family of e-mail products, QUALCOMM innovations include the benchmark OmniTRACS® Mobile Satellite Communications System and cellular and PCS telephone networks based on Code Division Multiple Access (CDMA) technology. QUALCOMM, in conjunction with others, is also pioneering the deployment of the Globalstar™ low-earth-orbit (LEO) satellite communications system. From satellites to software, the ability to integrate sophisticated technologies makes QUALCOMM uniquely qualified to provide elegant solutions to today's complex communications problems.

EUODORA PRO MAIL FEATURES

For The Network Administrator

- **TCP/IP connectivity** – Connects directly to TCP/IP networks using SMTP and POP3 to exchange mail with any other mail systems that connect to TCP/IP networks, including the Internet.
- **SMTP and POP3 implementation** – Integrates smoothly with existing mail systems, enabling a gradual introduction of the Eudora Pro software and minimizing network disruption.
- **Internet access** – Conforms to the Internet addressing rules of RFC-822, allowing for direct addressing to any Internet mailbox without address translation.
- **Multipurpose Internet Mail Extensions (MIME) support** – Permits the exchange of files and binary data, including messages using international character sets, between multiple platforms.
- **Password Authentication** – Supports the Kerberos Password Authentication System for added password security.
- **Directory Services** – Utilizes Ph and Finger directory services.
- **Mobile access** – Is able to use serial connections or SLIP/PPP to provide dialup access.
- **Multiple mailing lists** – Supports multiple group-, department- and company-wide mailing lists in addition to the user's personal Nickname list.

For The User

- **More Powerful Filters** – Greater power and flexibility to organize and manage e-mail automatically.
- **Multiple E-mail Accounts** – Users can now access different Internet mail server accounts with Eudora Pro (Windows clients only).
- **Capability-Enhancing Plug-ins** – The new Extended Messaging Services plug-in interface allows other applications to work directly with Eudora Pro software. Plug-in applications could include human language translation, data compression, image format conversion, content analysis, and data security services.
- **Improved Text Formatting** – Users can incorporate various fonts, font sizes, styles, colors, and layout options to give messages the look of word-processed documents (Macintosh, Windows 95 and NT clients only).

For The User cont

- **Drag and Drop Capabilities** – Simplifies making file attachments and manipulating mailboxes, messages, and large amounts of text.
- **New Configurable Toolbar** – It is now even easier to access key commands and customize the toolbar to suit each individual user. Users can create new buttons for many Eudora commands (Macintosh, Windows 95 and NT clients only).
- **Floating Dockable Mailbox Window** – Provides users with a window for simple mailbox and folder management (Windows 95 and NT clients only).
- **Customizable Address Book** – Users can create multiple address books that include e-mail lists, physical addresses, telephone and fax numbers.
- **New Support for Stationery** – Users can now create templates for outgoing messages and use them in automatic responses.

- **Improved Mail Server Control** – Allows control of mail transfers and storage on the e-mail server. Users can limit the size of messages they want automatically downloaded or limit how long they want deleted messages to stay on the server.
- **Multiple Signatures** – Users can create and use many different signatures to personalize messages.

SYSTEM REQUIREMENTS

Network Requirements

- Host computer supplying:
 - SMTP and POP3, or POP3 with XTND XMIT capabilities
 - User Account

Macintosh Requirements

- A Macintosh Plus or later model Mac OS-based computer
- Macintosh System 7 or later
- A mail account with an Internet Service Provider or an Internet-style network account
- Access to your mail account via a modem (9600 bps or higher recommended) or Internet-style network connection

PC Requirements

- IBM PC or compatible computer
- For 16-bit version of Eudora Pro 3.0:
 - Microsoft Windows 3.1
- For 32-bit version of Eudora Pro 3.0:
 - either Microsoft Windows 95
 - or Microsoft Windows NT version 3.51 or greater
- WinSock API-compliant networking package (not required for serial connection)
- A mail account with an Internet Service Provider or an Internet-style network account
- Access to your mail account via modem (9600 bps or higher recommended) or via Internet-style network

The Eudora Pro software's functionality and impressive list of features make it the e-mail of choice for progressive network administrators and users alike. To order or obtain more information, call the Eudora Hotline at (800) 2-Eudora or (619) 658-1291, or send E-mail to eudora-rep@eudora.com.

Eudora Pro™ for Macintosh

Version Comparison

Eudora Pro for Macintosh version 3.x is available through retail distribution or direct from QUALCOMM via our web page <<http://www.eudora.com>>. Eudora Light version 3.x for Macintosh is distributed by QUALCOMM via the Internet at no charge. Eudora Pro version 3.x includes many significant features that are not included in Eudora Light.

The table below provides a brief description of the features in Eudora for Macintosh. A bullet (•) in the version number box indicates that the enhancement is included in that version.

Feature	Eudora Light 1.5.x	Eudora Light 3.x	Eudora Pro 3.x	Description
Message filtering		•	•	Sorts incoming or outgoing messages into user-defined mailboxes and modifies subjects and priorities based on specified criteria.
Enhanced message filtering			•	Several filtering “terms” can be used individually or together to sort messages into mailboxes, forward e-mail to other locations or persons, send automated replies, and alert users when important messages arrive.
Plug-ins		•	•	Supports Extended Messaging Services Application Programming Interface (EMSAPI). It allows other applications to plug into Eudora. Plug-in applications could include human language translation, data compression, image format conversion, content analysis, and data security services.
Display stylized text		•	•	Users can see text formatting such as different font sizes, styles, colors, and layout options in messages.
Create stylized text			•	Users can incorporate various fonts, font sizes, styles, colors, and layout options to give messages the look of word-processed documents. This is based on the text/enriched standard.
Macintosh Drag and Drop support		•	•	Provides Macintosh Drag and Drop™ support.
Configurable Toolbar			•	Allows access to common functions, including reply, forward, next/previous message, check mail, attach file, check spelling and print. Users can customize the Toolbar, set buttons to correspond to function keys, and create new buttons.
Customizable Address Book			•	Supports multiple Address Books that include physical addresses, telephone numbers, and fax numbers.
Nickname/Address Book support	•	•	•	Allows users to create nicknames to store frequently used e-mail addresses.
Stationery			•	Users can create templates for outgoing messages and use them in automatic responses.
Multiple signatures			•	Supports multiple signatures (Light supports two signatures).
Find	•	•	•	Allows text searches within messages or their headers.
POP server interaction			•	Users can selectively fetch or delete messages or fetch only headers from the server. Allows control of mail transfers and storage on the POP server to limit the size of messages downloaded, or limit amount of time deleted messages remain on the server.

Feature	Eudora Light 1.5.x	Eudora Light 3.x	Eudora Pro 3.x	Description
Simultaneous / sticky sorting			•	Automatically sorts incoming and outgoing messages using several criteria at once.
Spelling checker			•	Includes a spelling checker.
Active hot links		•	•	Launches your favorite Internet application from within a message by clicking on the URL.
Uuencode			•	Supports uuencoding and uudecoding for attachment transfer.
SLIP and PPP software			•	Includes Point-to-Point Protocol (PPP) and Serial Line Interface Protocol (SLIP) software for connecting over either Local Area Networks (LANs) or through Dialup connections.
Technical support			•	Provides designated contacts with 90 days of toll-free technical support via the Eudora Hotline, as well as a Eudora Hotline e-mail address on the Internet for ongoing support.
On-line Help	•	•	•	Provides on-line Help windows containing quick-reference instructions for accomplishing many operations. Balloon Help is context-sensitive.
Color-coded message labels			•	Message summaries can be labeled by color to help users find the messages they need.
Automatic opening of attachments		•	•	Opens an attachment within the appropriate application when the attachment icon is double-clicked.
Auto forwarding/re-directing of attachments			•	Attachments are automatically forwarded and redirected along with messages.
Automatic attachment deletion		•	•	When enabled, automatically deletes attachment files from the designated attachments folder when the original message is deleted. When attachments are moved to other folders, this no longer applies.
Authentication support		•	•	Can be used with the Kerberos Authentication System for increased security.
Word services			•	Allows users to add word services (such as spell checking) that support the Word Services Suite to the Eudora editor for use with outgoing messages.
Return Receipt			•	When selected, a cooperating mailer notifies the user when the outgoing message reaches the recipient.
Transfer Undo		•	•	Undoes message transfers.
Change message status		•	•	Allows users to manually change the status of message summaries in mailbox windows.
POP3Post		•	•	Lets Eudora use extended POP3 servers to send mail in a more secure manner.
Show all headers		•	•	Shows all headers when BLAH,BLAH,BLAH icon is selected on incoming message window.
AppleEvents	•	•	•	Supports a suite of AppleEvents.

Eudora Pro™ for Windows

Version Comparison

Eudora Pro for Windows version 3.x is available through retail distribution or direct from QUALCOMM via our web page <<http://www.eudora.com>>. Eudora Light version 3.x for Windows is distributed by QUALCOMM via the Internet at no charge. Eudora Pro version 3.x includes many significant features that are not included in Eudora Light.

The table below provides a brief description of the features in Eudora for Windows. A bullet (•) in the version number box indicates that the enhancement is included in that version.

Feature	Eudora Light 1.5.x	Eudora Light 3.x	Eudora Pro 3.x	Description
Message filtering		•	•	Sorts incoming or outgoing messages into user-defined mailboxes and modifies subjects and priorities based on specified criteria.
Enhanced message filtering			•	Several filtering “terms” can be used individually or together to sort messages into mail-boxes, forward e-mail to other locations or persons, send automated replies, and alert users when important messages arrive.
Multiple e-mail accounts			•	Users can send and receive mail from multiple POP accounts to perform all of their correspondence at once.
Plug-ins		•	•	Supports Extended Messaging Services Application Programming Interface (EMSAPI). It allows other applications to plug into Eudora. Plug-in applications could include human language translation, data compression, image format conversion, content analysis, and data security services.
Display stylized text (32-bit Windows clients only)		•	•	Users can see text formatting fonts, font sizes, styles, colors, and layout options in messages.
Create stylized text (32-bit Win clients only)			•	Users can incorporate various fonts, font sizes, styles, colors, and layout options to give messages the look of word-processed documents.
“Drag and Drop” support		•	•	Users can drag messages to mailboxes and mailboxes to folders and more.
Toolbar		•	•	Allows access to common functions, including reply, forward, next/previous message, check mail, attach file and print.
Configurable Toolbar (32-bit Win clients only)			•	Users can customize the Toolbar and create new buttons, including user mailboxes and Address Book entries.
Nickname/Address Book support	•	•	•	Allows users to create nicknames to store frequently used e-mail addresses and e-mail lists.
Customizable Address Book			•	Supports multiple Address Books that include physical addresses, telephone numbers, and fax numbers
Mailbox window (32-bit Win clients only)		•	•	Users can sort messages directly in the Mailbox window and customize their workspace for easy mailbox management.
Stationery			•	Users can create templates for outgoing messages and use them in automatic responses.

Feature	Eudora Light 1.5.x	Eudora Light 3.x	Eudora Pro 3.x	Description
POP server interaction			•	Users can selectively fetch or delete messages or fetch only headers from the server. Allows control of mail transfers and storage on the POP server to limit the size of messages downloaded, or limit amount of time deleted messages remain on the server.
Multiple signatures			•	Supports multiple signatures (Light supports two signatures).
Find	•	•	•	Allows text searches within messages or their summaries.
Spelling checker			•	Includes a built-in spelling checker with customizable dictionary. Dictionaries are available for American English, British English, French, German, Italian and Spanish.
MAPI support		•	•	Allows for the sending of messages and attachments from within MAPI-enabled applications, such as word processing, spreadsheet and graphics applications. Based on the Simple MAPI 1.0 specification.
Active hot links	•	•	•	Launches your favorite Internet application from within a message by clicking on the URL.
Uuencode			•	Supports uuencoding and uudecoding for attachment transfer.
Multipurpose Internet Mail Extensions (MIME) encoding/decoding	•	•	•	Permits the exchange of files and binary data, including messages using international character sets, between multiple platforms.
Technical support			•	Provides designated contacts with 90 days of toll-free technical support via the Eudora Hotline, as well as a Eudora Hotline e-mail address on the Internet for ongoing support.
Authentication support		•	•	Can be used with the Kerberos Authentication System and APOP for increased security.
On-line Help	•	•	•	Provides extensive context-sensitive On-line Help.
Automatic opening of attachments		•	•	Opens an attachment within the appropriate application when the attachment icon is double-clicked.
Auto forwarding/re-directing of attachments			•	Attachments are automatically forwarded and redirected along with messages.
Automatic attachment deletion		•	•	When enabled, automatically deletes attachment files from the designated attachments folder when the original message is deleted.
Color-coded message labels			•	Message summaries can be labeled by color to help users find the messages they need.
Return Receipt			•	A cooperating mailer can notify users via e-mail when an outgoing message is delivered or read.
Auto dial and hang-up modem connection		•	•	Connection to ISP is automatically made when Eudora does any network operation, and disconnected when network operation is finished.

Feature	Eudora Light 1.5.x	Eudora Light 3.x	Eudora Pro 3.x	Description
Direct Serial Dial-up	•	•	•	Sends and receives mail remotely, via modem, without a SLIP or PPP connection.
Transfer Undo		•	•	Undoes message transfers.
Change message status		•	•	Allows users to manually change the status of message summaries in mailbox windows.
Finish Nicknames	•	•	•	Automatically finishes the partial text of an Address Book entry in a message header field.
POP3Post		•	•	Lets Eudora use extended POP3 servers to send mail in a more secure manner.
Show all headers		•	•	Shows all headers when BLAH,BLAH,BLAH icon is selected on incoming message window.



A DIVISION OF QUALCOMM

SUGGESTED EDUCATIONAL PRICES

Eudora Pro Mail for Macintosh or Windows

Education Pricing Standard Packs

Education Single User Pack	US\$44.50
Education 5 User Pack	US\$178.75 (<i>\$35.75 per user</i>)
Education 20 User Pack	US\$535.00 (<i>\$26.75 per user</i>)
Education 50 User Pack	US\$1,250.00 (<i>\$25.00 per user</i>)
Education 100 User Pack	US\$2,375.00 (<i>\$23.75 per user</i>)
Education 250 User Pack	US\$5,625.00 (<i>\$22.50 per user</i>)

Education Pricing Upgrade Packs

NOTE: An earlier version of Eudora Pro software must be installed for the Upgrade to work.

Education Upgrade Single User Pack	US\$39.00
Education Upgrade 5 User Pack	US\$150.15 (<i>\$30.03 per user</i>)
Education Upgrade 20 User Pack	US\$449.40 (<i>\$22.46 per user</i>)
Education Upgrade 50 User Pack	US\$1,050.00 (<i>\$21.00 per user</i>)
Education Upgrade 100 User Pack	US\$1,995.00 (<i>\$19.95 per user</i>)
Education Upgrade 250 User Pack	US\$4,725.00 (<i>\$18.90 per user</i>)

Optional Items

User manual(s) for Macintosh or Windows*	US\$20.00
Quick reference guide for Macintosh or Windows* (package of 10)	US\$30.00
T-shirt (M, L, or XL)	US\$14.00

**These items are available to Eudora Pro licensees only [your registration number must be provided when ordering].*

Important Notes

Eudora Pro Mail for Macintosh supports the Power Macintosh platform.
Eudora Pro Mail for Windows supports Windows 3.1, Windows 95, and Windows NT platforms.

Each Eudora Pro Mail Pack, including multi-packs comes with one set of Media only. Media is defined as one user manual, one set of master floppy diskettes, and one quick reference guide. See optional Items for additional documentation.

The Eudora Pro Mail purchase price includes 90 days of toll-free telephone technical support. It also includes access to e-mail technical support. Technical support includes all maintenance releases to the Eudora Pro software via electronic distribution on the Internet using FTP, the World Wide Web, and e-mail list server.

Educational discounts are available for qualified institutions, including degree-granting educational institutions, their faculty, staff, and registered students. Verification of educational status is required.

Product Availability

Purchase Eudora Pro Mail directly from Eudora by calling (800) 238-3672 (press 3).



A DIVISION OF QUALCOMM

Eudora Division, QUALCOMM Incorporated, 6455 Lusk
Boulevard, San Diego, CA 92121-2779. Eudora Sales
Administration: (800) 2-EUDORA, International Sales: 619-658-
1291, Fax: 619-658-1500, e-mail: Eudora-rep@eudora.com,
home page: <<http://www.eudora.com/>>, FTP: ftp.qualcomm.com
(192.35.156.5) quest directory.

Prices and policies subject to change without notice.

80-8216-3
10/9/96

QUALCOMM Incorporated is a leader in digital wireless communications technologies. The company manufactures, markets, licenses and operates advanced communications systems and products based on digital wireless technology.

QUALCOMM had revenues of \$386.6 million in the fiscal year ending September 1995. Publicly traded since December 1991, its stock trades on the NASDAQ National Market System, symbol: QCOM.

Founded
1985

Employees

Over 6,000 personnel are located at the company's San Diego headquarters and throughout the United States, and internationally

Products And Technologies

Eudora[®] Software —The Eudora Group develops and markets enterprise Internet software solutions, including the Eudora line of electronic mail products. Eudora software is the number one Internet e-mail brand, with more than 10 million users worldwide. Eudora features advanced tools to help users manage and organize their e-mail. With direct addressing to the Internet, no costly, specialized gateways or servers are needed, so it's ideal for both individual users and large corporations. For more information, visit the Eudora web site at <http://www.eudora.com>.

OmniTRACS[®] System — QUALCOMM's OmniTRACS system is the most technologically advanced two-way mobile satellite communications and tracking system of its kind in the world. The OmniTRACS system provides data transmission and position reporting services to over 450 transportation companies and other mobile customers. QUALCOMM has sold over 155,000 OmniTRACS terminals worldwide, with systems in operation in the United States, Canada, Europe, Japan, Brazil, Mexico and Malaysia.

CDMA — QUALCOMM's Code Division Multiple Access (CDMA) is a next-generation technology for digital wireless telephone communications. CDMA improves voice quality and increases capacity by as much as 10 to 20 times over today's analog cellular system. CDMA uses spread spectrum technology to break up speech into small, digitized segments and encode them to identify each call. A large number of users can thus share the same band of spectrum. Commercial deployment of CDMA cellular systems has begun in several U.S. cities. A North American standard based on QUALCOMM's CDMA technology was adopted in the Spring of 1993 for the rapidly growing cellular telephone industry.

Globalstar[™] — Globalstar is a low-earth orbit (LEO) satellite-based, cellular-like voice and data service for mobile or fixed applications. Globalstar will extend existing cellular systems and land telephone lines to create a seamless worldwide network, enabling users to call, fax and send data to and from anywhere in the world. QUALCOMM, in conjunction with Loral Corporation and other international telecommunications carriers and manufacturers, has formed Globalstar, L.P., a limited partnership to own and operate Globalstar.

VLSI — Included in the company's offerings is a family of Very Large Scale Integration (VLSI) products, including Viterbi and Trellis decoders, Variable-Rate Vocoders, Direct Digital Synthesizers (DDS), Phase-Locked Loop (PLL) frequency synthesizers and Voltage Controlled Oscillators (VCOs).

Government — QUALCOMM's government products include Data Link Systems (DLS) for government test and training ranges, and the QM6100 Universal Compatible Modem for Defense Satellite Communications System (DSCS).

Headquarters

6455 Lusk Boulevard San Diego, California 92121-2779(619) 587-1121

Editorial inquiries should be directed to:

Julie Cunningham, Corporate Communications and CDMA, (619) 658-4224; Molly Foerster, Investor Relations, (619) 658-4844; Ed Knowlton, Eudora Division, (619) 658-2384; Marilyn Jordan, OmniTRACS, (619) 658-5884; Keriann Hartman, CommSystems, (619) 658-2768



A DIVISION OF QUALCOMM

EUDORA

A Division of QUALCOMM Incorporated

Overview

The Eudora division of QUALCOMM Incorporated (NASDAQ:QCOM), develops and markets the world's most widely-used Internet-based email software: Eudora Light™ and Eudora Pro™. With an estimated 18 million users across the globe, the award-winning Eudora® software line is the premier advanced messaging solution for Internet communications.

Heritage

Eudora email messaging software has a rich heritage derived from the Internet's pioneering days. Developed by Steve Dorner at the University of Illinois in 1988, Eudora software was originally conceived for the transmission of research information through a network of educational institutions. The software was licensed to QUALCOMM in 1991. In 1993, the company formed QUALCOMM's Enterprise Software Technologies (QUEST) group, which was responsible for developing, marketing and supporting the entire Eudora email messaging family.

Launched as a separate operating unit in 1996, the Eudora division continues the original QUEST mandate to provide best-of-class Internet/Intranet email messaging solutions that are feature rich, reliable and easy-to-use.

Today, the Eudora division provides personal electronic delivery and messaging management tools for rich, meaningful content that takes electronic messaging beyond its traditional plain text boundaries.

Market Leadership

Eudora software is the number one Internet email in the world, with 18 million users across the globe, according to topline results from new surveys by The Research Spectrum and Find/SVP. These topline findings build on earlier research supporting QUALCOMM's leadership in the Internet email market. The January, 1996 MIDS Study reported that Eudora Pro and Eudora Light combined are used by over 60% of educational institutions, and that more than 50% of organizations on the Internet use Eudora software products for communication.

Product Line

The Eudora electronic messaging line includes: Eudora Light, an entry-level Internet email software that is distributed, at no cost, via the Internet and through strategic partnership agreements; and Eudora Pro, a powerful client-providing management tool and productivity enhancer. Eudora software is available for the Microsoft® Windows®, Macintosh and Newton® platforms.

Eudora is an open, standards-based email software. Based on the TCP/IP, Internet communication protocol, Eudora features cross platform support that meets market demand for openness and interoperability, making it simple for Eudora users to communicate on the Internet. Eudora Pro provides native 32-bit support for Windows '95 and Windows NT operating systems. Eudora also supports Microsoft's Messaging Application Program Interface (MAPI).

Eudora Pro 3.0 was released for Macintosh in July, 1996; for Windows in October, 1996; and for Newton in November, 1996.

Eudora Pro 3.0

Eudora Pro 3.0's scaleable design makes it the best Internet email messaging solution for first-time users, savvy high-volume users, and even corporate users.

Delivering exceptional levels of functionality, reliability, flexibility, and ease-of-use, Eudora Pro 3.0 features many advanced functions, including:

- **More Powerful Filters:** Greater power and flexibility to organize and manage email automatically.
- **Multiple Email Accounts:** Users can now access different Internet mail server accounts with Eudora Pro (Windows only).
- **Improved Text Formatting:** Users can incorporate various fonts, font sizes, styles, colors, and layout options to give messages the look of word-processed documents (works with Macintosh, Windows '95 or Windows NT only).
- **New Configurable Toolbar:** It is now even easier to access key commands and customize the toolbar to suit each individual user. Users can create new buttons for many Eudora commands (works with Macintosh, Windows '95 or Windows NT only).
- **Drag & Drop Capabilities:** Simplifies making file attachments and manipulating mailboxes, messages, and large amounts of text.
- **Floating Dockable Mailbox Window:** Provides users with a window for simple mailbox and folder management (works with Windows '95 or Windows NT only).
- **Customizable Address Book:** Users can create multiple address books that include email lists, physical addresses, telephone and fax numbers.
- **New Support for Stationery:** Users can now create templates for outgoing messages and use them in automatic responses.
- **Improved Mail Server Control:** Allows control of mail transfers and storage on the email server. Users can limit the size of messages they want automatically downloaded or limit how long they want deleted messages to stay on the server.
- **Multiple Signatures:** Users can create and use many different signatures to personalize messages.

Eudora Pro's advanced technology is evident in its Extended Messaging Services Application Programming Interface (EMSAPI), which allows third party developers to create an endless stream of exciting new plug-in modules, such as data security, human language translation, image format conversion and content analysis.

A free EMSAPI software developer's toolkit is available to assist third party developers with creating new applications that can benefit Eudora's huge installed user base.

Distribution

Eudora pioneered the concept of seeding free quality software products on the Internet. Today, Eudora's status as the number one product in its category is due, in part, to this forward-thinking strategy. Distributed via Eudora's web site and through agreements with Internet service providers and OEMs, Eudora Light has proven to be a successful vehicle for encouraging the purchase of Eudora Pro. Most Eudora Light users who purchase Eudora Pro do so within the first three months of usage.

Products in the Eudora software family have been either licensed for distribution or purchased for use by a large number of key industry players. These companies include Microsoft, IBM, MCI, Cisco Systems, GTE, Lockheed Martin and Schlumberger.

Eudora software is also used for Internet email by many of the world's leading universities, including MIT, Stanford, University of California, Brown, and Cornell.

Eudora is available to U.S. consumers through most major retail chains, including Egghead Software, CompUSA, MicroCenter and Fry's, as well as through leading computer catalogs and on-line software stores. U.S. distributors include Ingram Micro, Tech Data, Vision Source, and Transparent Technologies. Eudora Pro is

available worldwide through local distribution channels including VARs, retailers and resellers. Eudora Pro 3.0 can also be purchased directly from the Eudora web site. Suggested retail price is U.S. \$89.00. For more information, visit <<http://www.eudora.com>>.

Executive Leadership

Jeff Jacobs, Vice President and General Manager, leads the Eudora division providing strategic direction for its growing leadership in the Internet email messaging market. Jacobs joined QUALCOMM in 1986 as a market analyst for the company's OmniTRACS satellite communications product line and was promoted to product manager in 1988, and to program manager of field software in 1990. Jacobs founded the QUALCOMM Enterprise Software Technologies group (QUEST) in 1993. Under his guidance, the installed base of Eudora software has grown to become the uncontested leader in the Internet email category.

Jim DeBello, Vice President and Assistant General Manager is responsible for overseeing the day-to-day operational activities of the Eudora division, including operations, technical support, business systems, marketing, sales, program management and engineering. Prior to joining QUALCOMM, DeBello founded Solectek Corporation in 1990, leading the firm to become the industry's major supplier of internetworking products. Prior to this, DeBello was responsible for management at John M. Thornton & Associates, a San Diego-based high tech investment group specializing in the investment and operation of southern California hardware and software firms. DeBello holds a B.A in economics and history as well as an MBA from Harvard University.

Craig Brenner, Director, Worldwide Marketing, is responsible for Eudora's domestic and international marketing programs, including business strategy and planning, customer and market research, product marketing, marketing communications and market development. From 1987 to 1994, Brenner held various sales and marketing management positions at Apple Computer, Inc. Prior to joining Eudora, he headed up Brenner Consulting Group and held engineering positions at General Electric, Digital Equipment Corporation (DEC) and Lexidata. Brenner holds a BS in electrical engineering from the University of Massachusetts at Amherst.

Ann Schrader, Director, Worldwide Sales, directs all of the Eudora division's domestic and international sales efforts, including strategic planning, corporate site licenses, channel sales, sales promotions and OEM programs. Schrader joined QUALCOMM as national sales manager in 1994. From 1992-1994, she held various positions at Stac Electronics, including channel account manager and North American sales manager. Previously, Schrader was corporate account manager for Software Publishing Corporation and ComputerLand, West Los Angeles. Ann holds a BSBM from the University of Redlands.

John Noerenberg, Director of Technology, is in charge of expanding the Eudora division's development staff, supervising new product specifications and implementations, and coordinating engineering development with marketing development. Noerenberg joined QUALCOMM in 1989 as a senior engineer, rapidly rising through the ranks to his current position. Prior to joining QUALCOMM, Noerenberg held a variety of engineering positions Amistar, GraphOn Corporation, Talaris Systems, Inc., MA/COM Telecommunications Division and INTECH, Inc. Noerenberg holds a BSEE from Purdue University.

Employees

The Eudora division currently has over 80 employees, including executives, engineers, tech support and marketing specialists, working at its San Diego headquarters.

Headquarters

Address: Eudora Division
QUALCOMM, Incorporated
6455 Lusk Boulevard
San Diego, CA 92121-1779
Sales Support: 619-658-1291 or 800-2-EUDORA
Fax: 619-658-1500
Email: eudora-rep@qualcomm.com
Web Site: <http://www.eudora.com>

**About
QUALCOMM**

Headquartered in San Diego, QUALCOMM develops, manufactures, markets, licenses and operates advanced communications systems and products based on its proprietary digital wireless technologies. QUALCOMM's primary products are the OmniTRACS® system (a geostationary satellite-based, mobile communications system providing two-way data and position reporting services), CDMA wireless communications systems and products and, in conjunction with others, the development of the Globalstar™ low-earth-orbit (LEO) satellite communications system. Other products include the Eudora Pro electronic mail software, ASIC products, and communications equipment and systems for government and commercial customers worldwide. For more information, please visit QUALCOMM's web site at (<http://www.qualcomm.com/>.)

Contacts:

Ed Knowlton, Senior Marketing Communications Manager
Eudora Division, QUALCOMM, Incorporated
Phone: 619-658-2384
Fax: 619-658-1560
email: eknowlton@eudora.com

Anne Hohenberger
The Benjamin Group Inc.
Phone: 408-559-6090, ext. 341
Fax: 408-559-6188
email: ahohen@sv.tbgi.com

or
Maureen Cappon-Javey
The Benjamin Group Inc.
Phone: 408-559-6090, ext. 306
Fax: 408-559-6188
email: mcjavey@sv.tbgi.com



A DIVISION OF QUALCOMM

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
The Benjamin Group, Inc.
(408)559-6090, etaylor@sv.tbgi.com*

*Ed Knowlton, Sr. MarComm Mgr.
Eudora, a division of QUALCOMM, Inc.
(619) 658-2384, eknowlton@eudora.com*



A DIVISION OF QUALCOMM

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.

"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.



A DIVISION OF QUALCOMM

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."

Contact Information:

*Emily Taylor, PR Representative
The Benjamin Group, Inc.
(408)559-6090, etaylor@sv.tbgi.com*

*Ed Knowlton, Sr. MarComm Mgr.
Eudora, a division of QUALCOMM, Inc.
(619) 658-2384, eknowlton@eudora.com*



A DIVISION OF QUALCOMM

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.

Contact Information:

*Emily Taylor, PR Representative
The Benjamin Group, Inc.
(408)559-6090, etaylor@sv.tbgi.com*

*Ed Knowlton, Sr. MarComm Mgr.
Eudora, a division of QUALCOMM, Inc.
(619) 658-2384, eknowlton@eudora.com*