

We are very excited about this area for research. We both believe that this form of workstream based collaboration represents a strategic and significant shift in enterprise communications. This letter is to provide you with some additional information on the project and some set some expectations regarding cooperation.

The outline is taking shape, but still subject to change. This is the current version:

1. Executive Summary
2. What is Any-Time Communications? (temp name)
 - a. Conceptual
 - b. Similar But Different to UC and bus social
 - c. Defining Characteristics of Any-Time Communications
3. Any-time Vendors
4. Key Technical Considerations
5. Evaluation Challenges
6. [sponsor] Vendor Deep Dives
 - a. Descriptive paragraph
 - b. Date of launch
 - c. location of company
 - d. Global/regional availability (plan)
 - e. Approximate size/base of offering
 - f. Brief history of company
 - g. pricing description
 - h. Customer win/example/profile/use case
 - i. Strengths and Cautions
 - j. Ideal customer
7. Future/Roadmap (as a sector)
8. Conclusion and Advice for Adoption

We would like your input on all sections - both asynchronously and via real-time conversations. We would like to propose 90 (maybe keep it to 60? 90 mins is a long time) minute interviews starting the week of May 25th. We will send out some times to choose from. The time will be split between views of the general category and your specific offering. The sooner we can get these on our calendars the better.

Via email, please assist us with the vendor profile information (item 6 a-g above). We would also like a customer contact for interview as soon as possible. The customer interviews are the most

difficult portion of the project to schedule, so it's a top priority for us to get these appointments set.