



Microsoft

November 10, 2000

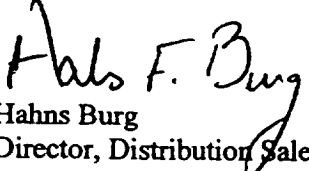
Ms. Toby McDuffie
Tech Data Corporation
4350 Tech Data Drive
Clearwater, FL 34620

Dear Toby:

The purpose of this letter is to communicate an important change Microsoft has made to the Rebate and Marketing Fund Guidelines. Effective July 1, 2000, Tech Data is no longer required to submit Percentage of Product Category reporting to PC Data Corporation, and the requirement is removed from the Rebate and Marketing Fund Guidelines.

Should you have any questions regarding this change, please contact your Microsoft account manager, Brian Kernohan (brianker@microsoft.com).

Sincerely,


Hahns Burg
Director, Distribution Sales

cc: Brian Kernohan

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