



LAN & PC Services, Inc.
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February 7, 2005

[*name*]

[*company*]

[*street address*]

[*city, state, zip*]

Dear [*prefix*] [*last name*]:

As a friend of our company, I wanted to notify you first about our new solution to stop spam and the latest developments in our three-year battle against it.

Postini, the world's leading spam filtering service, used by major corporations around the world, is now available to smaller firms through specially designated resellers, including our company.

With the latest algorithms to foil spammers' coding tricks, real-time virus protection, and filtering of outbound content, Postini has developed a reputation as the premier service in fighting spam and computer protection.

We are continuing to fight spam on other fronts as well. After a series of unsolicited emails from the state of Connecticut to one of my personal accounts, I wrote a letter to the Attorney General and received some publicity in local newspapers. You'll find a reprint from the Greenwich Time enclosed.

Also, our firm is working on a long-term project to create a free brochure on spam and distribute a petition for submission to the U.S. Congress. We are informing clients through our company newsletter about recent developments, such as the use of "zombie computers" by spammers, a technique that the Spamhaus Project estimates may increase the percentage of junk email from 75 percent of all transmissions to over 90 percent. Some other statistics:

- Spam and viruses cost businesses \$23 billion dollars in 2003 from lost productivity, interruption of services, and wasted or damaged resources.
- According to Ferris Research, spam alone accounts for \$10 billion in lost productivity.
- The Computer Research Board identified more than 7,000 new viruses, worms and Trojan horses in 2003, costing businesses \$13 billion.

For more information about using Postini to protect your mailboxes against viruses and spam, please contact me at 203-422-0686. Thank you for your interest.

Sincerely,

Jeff Higgins
Founder and Partner