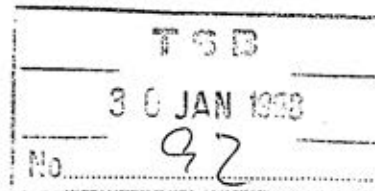


PictureTel Corporation  
100 Minuteman Road  
Andover, MA 01810



January 29, 1998

Dr. T. Imer  
Director  
Telecommunication Standardization Bureau  
International Telecommunication Union  
Place des Nations  
1211 Geneva 20  
Switzerland



Fax #: 41 22 730 5853

Dear Dr. Imer:

The technology contained in the PictureTel wideband codec and presented at the January-February 1998 meeting of ITU-T SG16, is owned by PictureTel Corporation. In accordance with Annex 2 of TSB circular 169, if the ITU selects to use our technology in a recommendation we agree to the terms contained in Section 2.2 of the circular, which states:

"The patent holder is not prepared to waive his rights but would be willing to negotiate licenses with other parties on a non-discriminatory basis on reasonable terms and conditions. Such negotiations are left to the parties concerned and are performed outside the ITU-T."

Sincerely,

Xiancheng Yuan  
Director, Research