

Elmer Harris
President/Ceo
Alabama Power Company
P O Box 2641
Birmingham AL 35291-0001

Dear Elmer Harris,

Did you know that computer viruses are now the fastest growing threat to corporate profits and security? Or that each time a virus hits a corporate site, it costs an average of \$8,366?*

The damage that viruses can inflict upon your corporation is even greater than that of theft or fraud, because viruses can go to the very soul of your company and can wipe out entire data systems. Critical systems like your customer databases...employee records...and sensitive financial documents.

Even more frightening is the pace at which they're growing. Not only are there 15,000 documented viruses today, but virus authors work around the clock to create newer, more insidious viruses -- pervasive viruses like the Macro, which is responsible for 80% of today's corporate network disasters.

As a key decision maker in your company you're undoubtedly concerned when just one virus can cause thousands of dollars in losses...a downtime that equals 21.7 person-days of work...and data loss that can virtually cripple your organization.

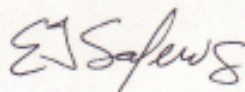
However, there is a solution to the negative financial impact of computer viruses -- a solution so powerful that you'll never need to worry about them again.

In a few days I'll be sending you this remarkable solution. It works with virtually any hardware, software, or operating system you may have -- **especially Windows NT.®**

Use it to open the door to higher profits...to slash downtime...and increase worker productivity. Use it to protect your organization enterprise-wide. And use it to eliminate virus attacks at any port of entry, for good.

It will arrive under lock shortly, but you have the key.

Sincerely,



Enrique Salem
Vice President, Security and Assistance



*Each virus attack to a corporate site costs an average of \$8,366 and 21.7 person-days of work, according to a 1997 Virus Prevalence Study conducted by the International Computer Security Association.