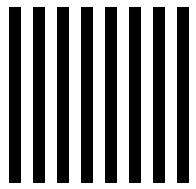


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Digi International
Attn: Industry Alliance Coordinator
11001 Bren Road East
Minnetonka, MN 55343



Industry Alliance Program



Digi is a leading manufacturer of solutions for just about every connectivity need. As a member of Digi's Industry Alliance, you'll have the inside track on how to use our products to help sell yours. You'll also have the opportunity to collaborate on the development of new products that will help keep you ahead of the competition.

If your company manufactures or develops a product or service that is compatible or interoperable with Digi connectivity solutions, we'd like your company to join our Industry Alliance Program. Current Industry Alliance members include the industry's most respected names in microcomputers, workstations, application software, operating systems and services. However, there is always room at the top for new alliances.

When you join the Digi Industry Alliance Program, you will be joining a growing number of industry leaders who have discovered that the closer they work with Digi, the better their products work in today's

multi-vendor environments. That's because no other company can match Digi's commitment to collaborating on the development of connectivity solutions that set new standards for performance, compatibility, and reliability.

Here are some of the programs we offer:

Alliance Purchase Program.

When you become an Industry Alliance member, you'll be able to purchase Digi hardware and software products at 70% off the list price to use in your sales demonstrations and as evaluation units.

Never before has it been so easy to show how well connected your products really are.

Beta Program.

As an Industry Alliance member, you'll have the potential opportunity to work with Digi as an Authorized Beta Test Site for new products we're developing. In return, you'll be able to use Digi as an Authorized Beta Site for the products your company is developing. Simply stated, it's the most cost-effective way to ensure the





plug-and-play compatibility that's becoming more important in the marketplace every day.

DigiConnects Program.

This icon represents compatibility between Digi products and our Industry Alliance's hardware and software. When you display the DigiConnects icon on packaging, literature, advertising, or at trade shows--you're telling customers that the Digi products will perform how, where, and when they need them, with transparent interoperability, scalability, and speed. By using the DigiConnects icon in qualified marketing activities, you can receive up to \$200 cash directly from Digi.

Industry Alliance Loaner Program.

Just ask and we'll loan you Digi products for use at trade shows, seminars, and other marketing events.

Become a Digi Industry Alliance member, and you'll automatically be connected in all the right ways.

Digi Alliance Link.

Your membership in the Industry Alliance Program will begin with the inclusion of your company's product(s) compatibility on

our Industry Alliance web page (www.dgii.com). This page features product descriptions and contact information for all Alliance members whose products or services are compatible with Digi's products. This site is used by Digi's sales personnel, accessed at trade shows, and promoted through our advertising, direct mail and other marketing activities.

Provide us with your company's overview, how your products work with Digi's and a URL to your web site so we can include you on Digi's Industry Alliance web page.

CHANNELS.

All Industry Alliance members will receive CHANNELS, Digi's newsletter. You'll find articles from our executive, technical, sales and marketing staff, as well as practical tips and applications on how to use our products. CHANNELS is also available on Digi's web page.

As an Industry Alliance member, you'll have access to a personal contact for assistance to answer Digi

related questions. You will be able to participate in joint marketing activities to targeted resellers and end users and order up to 100 pieces of Digi product literature at no charge. In addition, the location of your trade show booth will be highlighted on special maps created and distributed by Digi for trade shows we participate in.

Simply complete and return the attached reply card, and we'll send you an application to join the Digi Industry Alliance Program. For growing your sales in these challenging times, it's the smartest connection you can make.

For additional information, please call Digi's Industry Alliance Coordinator at 800-344-4273 or 612-912-3444 ext. 3501.



Let's Connect!

Please send me your Industry Alliance membership application right away.

Name _____
 Company _____
 Address _____
 City/State/Zip _____
 Phone _____
 Fax _____
 Email _____

I am a (please check one):
 Manufacturer (3) ISV (9)
 Systems Integrator (1) ISP (5)
 VAR (2) Other (6) _____

Operating systems we support (please check all that apply):
 DOS (3) PICK (8)
 IBM AIX (1) QNX(9)
 Microsoft Windows (13) SCO(10)
 Microsoft Windows NT (14) Solaris (12)
 Novell NetWare (7) Other(s) (12) _____
 OS/2 (6)



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