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BRIEFING PACKAGE
(Week ending 19th July 1996)

Attached you will find some more information that may help you in your day-to-day contact with employees, customers and media.

Information included in this issue:

1. Digital MCS is the Leading Services Provider in Europe
2. Balanced Press Reviews for Restructuring Message
3. Nokia Telcoms Choses Digital as Global LAR
4. Where is I.T. Heading ?

This is a Digital Confidential document but the contents can be used at your discretion as background in responding to internal and external questions.

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DIGITAL MULTIVENDOR CUSTOMER SERVICES TOPS IN EUROPE

Digital is the leading multivendor service provider in Europe in terms of market share, according to a report by the international market research firm INPUT.

With 9.1 percent of the market, Digital tops ICL (8.1), Olivetti (7.4), IBM and Bull (both at 3.9), and HP (3.3).

INPUT studied multivendor service market share in every European country for its report, "The Future of IT Support--Multivendor Services in Europe 1995-2000." In ranking Digital number one in 1995, INPUT said, "Digital's multivendor service focus has enabled it to maintain a prominent position in the European customer services marketplace."

NOTEBOOK MIGRATION TO GROW SHARPLY

The Giga Information Group reports that notebook users in the PC arena are expected to swell their ranks from today's 20% to 33% by the year 2000. And by then, 80% of those notebooks will be their user's primary computer (up from 30% today.)

Of course to be most effective, those notebooks are going to be requiring "Connectivity." And with Digital's corporate strategy clearly focusing on providing connectivity solutions to business, including solutions such as our Internet Tunnel software that empower those who do their business away from traditional offices, we're well prepared for this growing trend towards "anywhere, anywhen computing."