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Letter of Comment No: 1272 File Reference: 1102-100

From: Sent: Upendra Kale [ukale@cisco.com] Wednesday, April 21, 2004 2:44 PM

To:

Director - FASB

Subject:

File Reference No. 1102-100, addressed to Chairman Robert H. Herz,

Stock options are vital for US to maintain its leadership in Software market.

U.S. companies need stock options to compete with other countries on a global basis. (Example: Chinese companies use stock options and they do not treat them as an expense.)

Expensing stock options could have a dramatic impact on American high tech leadership, innovation and job creation.

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