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Letter of Comment No: 773
File Reference: 1102-100

From: vito amato [vamato@cisco.com]
Sent: Tuesday, April 20, 2004 9:18 PM
To: Director - FASB
Subject: Expensing Stock Options (File Reference NO. 1102-100)

To Chairman Robert H Herz
FASB
File Reference NO. 1102-100

Dear sir:

Please DO NOT kill the viability of employee stock option ownership. I have worked very hard during my nearly 10 years at Cisco Sytems here in San Jose California. Key factors behind my working so hard and so long at Cisco included my:

- Chance to participate in the American dream of being part owner in my company
- Opportunity to acquire capital (equity) then work to help earn gains and appreciation
- Alignment to the corporate vision, core values, and culture of customer success
- Willingness to innovate and sacrifice by doing my part to achieve corporate goals
- Successful movement from middle class to upper-middle class from option growth
- Ability to afford to live in Silicon Valley and participate in a prosperity growth-engine
- Financial offset of labor costs as I compete for my job with offshore outsources

All these key factors could be jeopardized if you change expense treatment for employee stock options. Whatever your motivation, I urge you to avoid destroying the economic incentives that employee stock ownership offers to middle-class Americans like me.

Thank you in advance for not doing a great harm to my livelihood as a fellow American.

Vito Amato

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4/21/2004