Letter of Comment No: 1521 File Reference: 1102-100

ikon

From: Cook, Brad [brcook@cisco.com]

Sent: Thursday, April 22, 2004 1:20 PM

To: Director - FASB

Cc: 'savestockoptions@cisco.com'; Cook, Brad

Subject: File Reference No. 1102-100, Expensing Options Draft proposal

Dear Chairman, Robert H. Hertz,

In reference to your proposal of expensing Stock options, I would just like to share with you my view point. This does not only effect me personally but many others that's are Cisco shareholders. Both Cisco employees and many Americans that have invested there 401k in the long term viability of Cisco.

I have been with Cisco for over 5 years now. During that time I have been fortunate to be able to really plan for my my future financial security. Without the Cisco options granted to me, I would have ended up being more reliant on the government to support my lifestyle when it comes time to retire. The options have allowed me to fund other investment activities, suck as property and a balanced stock portfolio. The options have really allowed me to set my family up for future financially security as well as my self sustainability from the social benefits programs crippling most countries.

Beside the initial monetary value, the options and stock also acts as a motivator when it comes to working hard. I put in significant hours and the fact that I am part owners of the company keeps me driven to succeed. I know that my contributions are helping us as a company be more productive, more profitable and more valuable to our share holders.

I ask you to please think very seriously about your approach and the potential impact it will have on the US economy. I remember during the recent CA elections. I was listening to a speak by Arnold S. He said that CA represented 40% of the US economy, and until CA can build momentum, the US economy is likely to continue to stall.

I see that your approach of expensing stock options will continue to stall not only the US but the very state that relies so heavily on stock options to drive innovation and hard work. CA has been successful in its innovation as it has been able to attract the best people. I to am an Expat on assignment to the US from Australia. My willingness to move and uproot my family to this country would have been thought about twice should the stock options not been an available.

It comes down to it. Do I want a job or a career that drives my long term personal and financial success. If I wanted the first (a job) I could have found a job in Sydney and not put my family through the turmoil of moving such vast distances.

Please consider your proposal very seriously, think of the long term ramifications, and I think you will see that it is the wrong decision.

Best regards

Brad Cook Director, World Wide Business Operations Cisco Systems