Len Tatore

Letter of Comment No: 1354 File Reference: 1102-100

From: Derek Whitehead (dewhiteh) [dewhiteh@cisco.com]

Sent: Wednesday, April 21, 2004 4:10 PM

To: Director - FASB

Subject: File Reference No. 1102-100

Chairman Robert H. Herz.

I am writing this email to urge you NOT to e expense stock options, especially at an unrealistically high valuation.

I am a recent hire here at Cisco and one of the main reasons I joined the company was the stock options. Not simply due to there monetary value but because of the culture they've fostered here. Options have lead to everyone having a vested interest in the organizations success and a pride of ownership that would not be present if it were not for the options granted us all.

Derek J. Whitehead

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