WHO WE ARE:
We are The Decision Support Experts, providing both client/server decision support tools and consulting services for the development of mission-critical, enterprise-wide decision support systems (DSS) for Fortune 500 clients. Our clients span the Chemical, Computer, Finance, Retail, Medical and Utilities industries, and have included General Electric, Xerox, Merck, Dayton-Hudson, Merckyn, McDonalds, Siemens, Nissan and The Pentagon among many others. We are focused on developing the best decision support systems and tools. Our vision is to break down all barriers between critical business information and people, creating systems which will provide every desktop with crystal ball access to all parts of their work environment.

In addition to our consulting engagements, which are directed towards developing customized DSS applications, we are currently in the Beta introduction phase of DSS AGENT, the next generation in DSS software. It provides users with dynamic SQL query creation, multidimensional data views, support for complex filtering criteria, and the ability to data surf in the hundred gigabyte range and to automate white collar work through the use of Desktop Agents and Alerts. Founded in 1989 by 3 MIT graduates, we have more than doubled in size every year. We now have offices in San Francisco, Washington DC, Wilmington, and Barcelona. We will be opening an office in London later this year.

WE NEED PEOPLE:
Our exponential growth has created a continual need for new hires, in all key functions of our business. This includes Consultants, Software Engineers, Marketing Specialists and Technical Writers. We are looking for people who desire to work in a challenging and productive environment, are interested in personally growing with our company, and can both contribute to and benefit from MicroStrategy's continued growth.

Our continued success depends on the quality of our new employees.

WHO WE'RE LOOKING FOR:
- Consultants should be technically adept, have a fundamental interest in working with computers, have strong analytical reasoning ability, and possess excellent oral and written communication skills. Job responsibilities of Consultants include the development of Decision Support Systems, preparation of presentation materials and proposals for clients, and interaction with client business team members on a daily basis. Travel will be required.
- Software Engineers should have strong technical and analytical skills. Knowledge of object-oriented programming, C++, spreadsheet paradigms, SQL, RDBMS, Windows 3.1, and Visual Basic is preferable. Job responsibilities of Software Engineers include the analysis, design, and implementation of core DSS tools, tool set customization to client needs, and the development of application prototypes using core DSS tools.
- Technical Writers should be skilled communicators, possessing excellent writing abilities combined with strong technical backgrounds. Job responsibilities will include writing technical briefs on competitive product offerings, product documentation, as well as white papers for publication in industry conferences. Some travel will be required.
- Marketing Specialists should demonstrate creativity, and must possess excellent oral and written communication skills, organizational skills, and insight into the computer software industry. Relevant experience in public relations or computer science is helpful. Job responsibilities will include development of company collateral, public relations in company presentations and trade shows, tele-marketing, and direct mail. Some travel will be required.
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OUR RECRUITING SCHEDULE:
As mentioned, we are in great need of new hires - we will hire every top candidate we meet. Therefore, we will be recruiting throughout both the Fall and Spring semesters. Our Fall events include:

- Friday, October 14, 1994: Class of 1995 Career Fair. Please stop by our booth any time between the hours of 10 am - 4 pm and get to know us.
- Friday, October 14, 1994: Our President and CEO, Michael J. Saylor, will be giving a presentation at the Faculty Club (6th floor, Sloan School, 50 Memorial Drive) at 6 pm, followed by a reception where you can meet many of our recent MIT hires. Please come hungry and thirsty, for we will have food and drink!
- Saturday, October 15, 1994: 1st round interviews. These will be held at the Kendall Marriot Hotel. Some invitations to interview will be made in advance and some will be made the evening of the 14th.

Strongly encourage you to send us a cover letter and resume in advance. Please send these to:

MIT Recruiting Coordinator
MicroStrategy, Inc.
8000 Towers Crescent Drive, Suite 1045
Vienna, Va 22182
Fax: (703) 761-4820
E-mail: mit-recruiting@strategy.com

AND EVEN IF YOU'RE NOT SUITED TO BE A TECHNICAL WIZARD...

You might know someone who is! We will give a $500 FINDER'S FEE to the first person who recommends a candidate who joins our firm. The recommendation should include a memo telling us why that person would be good for our organization, along with his/her resume.

FINDER'S FEE

$500

MICROSTRATEGY INCORPORATED

Client/Server Decision Support Experts

SAN FRANCISCO • WASHINGTON D.C. • BOSTON • BARCELONA

September 16, 1994

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