

Lupe Anguiano

From: "Lupe Anguiano" [REDACTED]
To: "Veronica Tostado" [REDACTED]
Sent: Tuesday, July 11, 2000 11:13 AM
Attach: Fund Raising Resume.doc; Mexico Proposal.doc
Subject: Cisco Academy Proposal

Veronica,

I am delighted we spoke this morning. Attached is the proposal and my resume that I developed for Lisa in December. It is a draft that needs to be organized to fit your plans. It is a good starting point. I am looking forward to hearing from you.

Lupe Anguiano

[REDACTED]t

7/11/2000

Lupe Anguiano



To: Lisa C. Streeter
Market Development Manager
Americas International Region
Worldwide Education
Cisco Systems, Inc.

From: Lupe Anguiano
Consultant

Re: Cisco Networking Academy Development Proposal – (Draft)
In Mexico and Latin America

Date: December 21, 1999

I appreciate having had an opportunity to discuss briefly with you, my interest in serving as a Cisco Consultant and one of your team members to help develop the Cisco Networking Academy in Mexico and Latin America.

My Expertise

Based on past development work with the Cisco Networking Academy in California and Guanajuato, Mexico – from 1997 to now 1999:

- Lead faculty - in the organization and development of the Oxnard College Cisco Regional Networking Academy; 1997 to today. Served as Cisco Academy Coordinator for Ventura County. Recruited 12 Cisco local Academies. Helped raise funding. Developed Education and Ventura County business partnerships for the majority of the 12 locals and also the College Regional Academy. Business partners included: GTE, Xircom, Technicolor, Pacific Bell, Proctor and Gamble, Limoneira, and others. Obtained support for the Cisco Academy from various Ventura County Chambers of Commerce and City Councils.
- Organized and developed Cisco Academy meeting with the Governor of Guanajuato, Mexico, the Honorable Ramon Martin Huerta; Ing. Fernando Rivera Barroso, Secretary of Education for the State of Guanajuato and Lic. Jose Hernandez Hernandez, Director for Exterior Affairs for the State of Guanajuato, Mexico; Jaime Carpenter, Cisco Systems Director General and Ana Maria Legarreta, Cisco Networking Academy from Mexico.

Expertise Summary:

- Fund Raising experience, have helped many Cisco Academies raise funding for their programs. I am an active member of the National Society of Fund Raising Executives.
- Effective experience in organizing Education and Business Partnerships.
- Effective organization and development of business partners.
- Developing Internships for Cisco Academy students.
- Job placement of Cisco Academy students.
- Helping students develop resumes and interview preparation. Internet job search and resume posting.

Developing the Cisco Networking Academy in Mexico and Latin America:

The people and contacts, I anticipate working with for the development of the Cisco Networking Academy in Mexico and Latin America are as follows (suggest my first focus be developing the Academy in Mexico as a Model site):

- 1.) **The Honorable Luz Elena Bueno:** Consul De Mexico, in Oxnard, California. She helps me open official communication with Governors and Education officials in Mexico. She helped me develop Guanajuato, Mexico.
- 2.) **Dr. Jorge A. Bustamante:** President, El Colegio De La Frontera Norte, in Tijuana, Mexico. I have worked with Dr. Bustamante in various projects education and immigration projects. His College has several campuses in US/Mexico boarder towns. He also conducts market studies for US businesses, interested in Mexico markets. The Government of Mexico funds the major part of his College activities. Developing Cisco Academies in various Mexico boarder areas with the support and participation of El Colegio De La Frontera Norte - is a great idea.
- 3.) **Patricia Auletta:** Store Manager of Neiman Marcus Last Call in Tempe, Arizona. Pat does extensive advertising with the TV stations in Nogales, Mexico (Arizona, Mexico) boarder. She is my niece; she has agreed to assist me with contacts needed to develop the Cisco Academy in Nogales, Mexico.
- 4.) **Professor Alfredo Lopez:** Professor of Music in the University of Guadalajara, Jalisco, Mexico. Has agreed to assist me obtain support for the development of the Cisco Networking Academy from the University Rector. The plan is to work with the University of Guadalajara Branches in various parts of the State of Jalisco. Professor Alfredo is my cousin.
- 5.) **C. J. Jesus Gonzalez Aceves:** Presidente Municipal (Mayor) of Ocotlan, Jalisco Mexico. Ocotlan, Jalisco Mexico is Sister City of Oxnard, CA. I have worked with Luz Elena Bueno, Consul of Mexico in Oxnard and the Mayor of Oxnard Manuel Lopez to develop community support projects. Ocotlan hosts an academic branch for the University of Guadalajara; computer science is a focus study.
- 6.) **Enrique Duran Villanueva:** Director of Personnel for Aceites, Grasas y Derivados (cooking oil company), in Guadalajara, Jalisco Mexico. Has agreed to help introduce me to various company personnel officers in Guadalajara. Like the US company personnel managers get together on a monthly bases.
- 7.) **Women of the Hemisphere:** Latin American Women who are heads of Tourism in Latin America.
- 8.) **Others in development stages, such as Bolivia.**

Budget:

Estimate budget cost: Includes Consultant fee, travel, communication costs (phone, computer, Internet) is between \$50,000 to \$60,000 annual fee.

Lisa, I will have to depend on working with you to develop a one-year target (Model development) plan and budget costs to implement such. My fee at Oxnard College was \$45 an hour, if that is high I am willing to work with you on whatever is reasonable. The important thing is to get started ASAP.

I hope this is what you asked me to organize for you.

Lupe Anguiano

Resume

Employment Objective: Education, Recruiter, Fund Raising, Marketing

Experience:

- Developed and implemented various Microsoft training programs. Developed "Cisco Regional Networking Academy" at Oxnard College. Over 200 students trained as technology Information Technicians (IT). Recruited 12 Local Cisco Academies; High Schools (some colleges) in Ventura County. Helped raise funds for many of these programs. Raised over 1 million.
- Successfully recruited and involved private industry technology companies in the Microsoft and Cisco Academy; GTE, Xircom, Technicolor, Mattel, Pacific Bell and others.
- Developed effective IT Internships and employment for students.
- Working with Casa Guanajuato Dallas, Texas. Developed "Education and Cultural Arts" program and proposal.
- Working as a consultant with the State of Guanajuato, Mexico. Helping develop employment based economic development projects. Providing solutions so people will not be forced to migrate to the United States for economic reasons. Limiting immigration.
- Organized and developed a GTE Customer Service program for single parents on public assistance. Helped develop animation program.
- In collaboration with major companies in Los Angeles, New York City, Dallas, San Antonio and Denver created and managed a highly successful employment and education training and job placement model program. Raised over 1 million for the program.

Education and Special Training:

- Master of Arts Degree (Administration & Education), Antioch University, Yellow Springs, Ohio. March 1978.
- Computer Literate: Windows, Internet, Microsoft Professional, Cisco Systems products.
- Bilingual: English and Spanish
- IBM Executive Management Training Course, Terrytown, New York.
- Attended summer school at Marymount College and evening classes at California State University at Los Angeles.
- Undergraduate work at Victory Noll College (affiliated with Catholic University) in Huntington, Indiana.

Professional Membership:

- Association of Internet Professionals, Los Angeles.
- National Society of Fund Raising Executives, San Fernando Valley.
- Software Council of Southern California.

Past Employment:

- 1999 Current: Consultant, self-employed.
- 1995 to 1999: Part-time faculty at Oxnard and Ventura College, Ventura County Community College District. Developed Technology training programs.
- 1994 to 1995: Human Resources, Fiesta Casino Hotel and D.G. Marrow Employment Agency in Las Vegas, Nevada. Various Consultant projects: 1991 to 1994.
- 1979 to 1991: Managed National Employment and Education Model Program.