

Lupe Anguiano

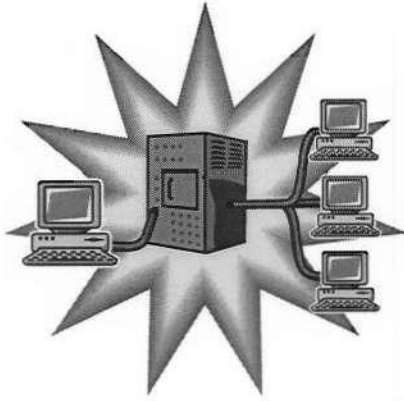
From: Lupe Anguiano <languian@gte.net>
To: Ed Lynch <ejlynch1@aol.com>
Sent: Monday, October 25, 1999 4:56 PM
Attach: Ed Lynch.doc; Neiman Marcus GTO trip.doc
Subject: Guanajuato, Mexico

Hi Ed,

This is the idea paper, feel free to make changes. Thanks for helping me with the Cisco Certification. Being a student is a challenge for me. But then I love challenges.

Lupe Anguiano

10/27/99



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To: Ed Lynch, Professor
Engineering Technology
Oxnard College

From: Lupe Anguiano, Consultant
Cisco Systems, Inc. and State of Guanajuato, Mexico

Re: Guanajuato, Mexico – Proposed Technology Project

Date: October 25, 1999

I want to follow-up in writing the discussions we had yesterday - about you giving consideration to partnering with academic institutions in Guanajuato, Mexico in the development of the Cisco Networking Academy and other technology programs that you have developed at Oxnard College, such as Microsoft Essentials, A+ and multi-media programs. This project would also include the exchange of students and technology teachers. I hope your group from the National Science Foundation will want to work with you in this project and also participate in it themselves.

Lic. Jose Hernandez, Director for Exterior Affairs for the State of Guanajuato expressed great interest in partnering with you and your leadership in the development of these technology programs. Jaime Carpenter, Country Director for Cisco Mexico (in Mexico City) supports our program efforts. We are in the process of organizing a Cisco Academy meeting in Guanajuato November 18 or 19th to discuss implementation plans. Attending the meeting will be: Cisco Mexico, Guanajuato academic institutions, Lic. Jose Hernandez, myself and hopefully you or one of your representatives.

As I indicated in our conversation, I would like to develop a grant proposal to support the following:

1. Computer and other technology equipment and software needed by Guanajuato.
2. Guanajuato and US Student and faculty exchange travel and accommodations.
3. Teaching materials and books.
4. Program Coordinator Consultant fees (myself).

We need someone to receive the proposal funds for this project. Do you think your National Science Foundation group would accept being our accounting arm for this project? Or do you think the group would see this as a project they want to include in the three-year National Science Foundation grant?

Budget Outline:

- Guanajuato Cisco Academy and Multi -media Lab. expenses (30 computers, server, printer and other Cisco bundle equipment). Estimate: \$40,000.
- Travel and Accommodations: \$25,000.
- Microsoft, A+ software, multi-media and books. Estimate: \$10,000.
- T – one line for one year. ?
- Program Coordinator (\$24,000 per year or \$2,000 per month).
- Annual Program Budget Estimate: \$100,000.

Special Thanks

Thank you for accepting me as one of your Cisco Networking Academy students. I enjoyed Sunday's class. I know certification will not be easy, but with you as my teacher, I feel I can do it. I am studying.

Attachment: Guanajuato, Mexico Trade Mission October 15 – 17, 1999 Report.

Guanajuato, Mexico • Product Exploratory Visit
October 15 to 17, 1999

Patricia Auletta, Store Manager, Neiman Marcus Last Call
Tempe, Arizona

Guests of: Lic. Jose Hernandez Hernandez, Director, Comunidades Guanajuatenses
en el Extranjero • Gobierno del Estado de Guanajuato, GTO

Organized by Lupe Anguiano, Consultant and Maria Elena Ramirez, Comunidades
Guanajuatenses en el Extranjero, Guanajuato, GTO

Purpose

The visit to Guanajuato, Mexico was organized to review and explore Guanajuato, Mexico – Sterling Silver items such as Jewelry, Glass products and furniture tables as possible Neiman Marcus sales items. Patricia Auletta, Store Manager of Neiman Marcus Last Call store in Tempe Arizona was the guest of honor; she will present the Guanajuato items to Neiman Marcus.

Product Review

1. ***Sterling Silver:*** Visited Santa Fe Mining Co-op (made up of associate members who work the mines) or “Sociedad Cooperative Minero” Santa Fe de Guanajuato; made up of seven mines. The mines produce sterling silver; gold; copper; brass; alpaca; rex and various mineral crystals – such as Quartz, Rose Quartz, Amethyst and other crystal gemstones. Some of the Associates design and develop jewelry and other products. Meeting with Rosa Maria Torres Espinoza, General Controller. Expressed interest in producing items for Neiman Marcus. Note Plateria Santa Fe Catalog.
2. ***Glass Products and Tables:*** Visited Guajuye Trading Company in San Miguel Allende, GTO. The Guajuye Company has many worldwide customers. The company is very well organized and has trading experience. Packaging via Guajuye label, has organized shipping department. Glass products and furniture are high quality items. Note Guajuye Catalog.
3. ***Furniture:*** Visited Hermanos Trejo furniture factory. The company produces wood tables, chairs, picture frames, wood figure items and ceiling lamps. Product catalog is in development stages.
4. ***Artistic Items:*** Various Metallic Art pieces by Mario Alcantar Espinoza (artist). Toy animal figures, lamps, metallic decorative pictures and boxes etc. Religious wax figures by Lic. Elvira Rodriguez Arredondo. Iron artistic items, figures and fixtures presented by Luis Jesus Rueda Marquez and group for artists.

Guanajuato Trade Office in the United States

The Guanajuato trade office in the United States is located in Dallas, Texas, adjacent to the Casa Guanajuato Dallas. Gilberto (Gael) Batista Aguilera will manage the office. The office is currently in organizational stages.

Cisco Systems, Inc. Lupe Anguiano made a brief presentation of the Cisco Networking Academy and Cisco Internet products (routers, switches and the developing Cisco AVVID) as a vehicle for electronic-commerce. Lic. Jose Hernandez expressed interest in a future meeting with Cisco Mexico to explore implementation of the Cisco Networking Academy in Guanajuato. Lic. Hernandez will invite the Governor, Ramon Martin Huerta.

Report prepared by: Lupe Anguiano, Consultant
October 19, 1999