

## Statement of Qualifications

# Technology

### SECTOR PROJECT HISTORY

SEGMENT	PROJECT TYPE	MARKETS STUDIED
Advanced Manufacturing Technology	Market Analysis	Mexico
Biometrics	Top-Line Research	Argentina, Chile, Brazil
Broadband ISP Infrastructure	Market Analysis	Brazil, Argentina, Mexico
CD-Rom	Demand Analysis	Mexico
Cellular Services	Regulation Impact Analysis	Brazil
Cellular Software Support	Market Entry Study	Brazil, Argentina, Mexico, Caribbean, Central America
Cellular Telephones	Competitive Analysis	Global
Cellular Tower Equipment	Market Demand Analysis	12 Latin American Countries
Cellular Tower Equipment	Market Size Assessment	Mexico
Computer & Electronics	Market Strategy	Puerto Rico, Dom Rep, T&T and Jamaica
Computer Equipment	Competitor Pricing Analysis	Mexico
Computer Hardware	Brand Tracking (several)	Brazil & Mexico
Computer Hardware	Brand Tracking Survey	Brazil
Computer Hardware	Competitive Intelligence	USA
Computer Hardware	Customer Satisfaction Survey/Brazil	Brazil
Computer Hardware	Customer Survey / Mexico	Mexico
Connectivity Equipment	Brand Awareness Study	Brazil, Mexico
Connectivity Equipment	Market Analysis	Mexico
Copper Coils	Competitive Intelligence	Mexico
Copper Tubing	Competitive Intelligence	Mexico
Corporate Software	Top-Line Research	Mexico, Brazil, Chile, Colombia, Argentina, Venezuela
Digital Printers	Market Analysis	Mexico
Electronics	Market Overview	Mexico
E-Procurement	Market Analysis	Argentina, Brazil, Mexico
Equipment	Market Profile	Bolivia
E-Waste Recycling	Competitive Intelligence	Mexico
E-Waste Recycling	Market Strategy	7 Countries In Latin America
External HD	Market Analysis	Mexico
Fax Equipment	Market Entry Study	Argentina, Brazil, Mexico
Home Office Market	Demand Analysis	Mexico

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PROJECT HISTORY cont'd

SEGMENT	PROJECT TYPE	MARKETS STUDIED
Information Technology	Market Profile	Brazil
Infrastructure Equipment	Market Demand	Brazil, Argentina, Mexico, Chile, Venezuela
IT Demand	Brand Research & Analysis	Brazil
IT Hardware	Brand Research & Analysis	Mexico, Brazil
IT Hardware	Brand Tracking	Brazil
IT Products	Brand Research & Analysis	Brazil
IT Services	Customer Intelligence	Brazil
IT Services	Market Profile	Egypt
Long Distance Service	Competitive Intelligence & Analysis	Mexico
Management Consulting	Management Consulting	Mexico
Microprocessors	Brand Tracking	Mexico
Mining Equipment	Demand Analysis	Mexico
Multimedia	JV Partner Due Diligence Research	Mexico, Central America
Office Equipment (Refurbished)	Market Viability Research and Analysis	Brazil, Mexico
Off-Shore IT Services	Market Entry Viability Analysis	USA
On-Line Computer Sales	Competitive Intelligence	USA
Paging	Best Practices Consulting	Mexico
Paging	Management Consulting	Mexico
Paging	Marketing Consulting	Mexico
Paging	Strategic Management Consulting	Mexico
Power Equipment	Demand Analysis	Mexico
Printers	Brand Tracking (2)	Brazil
Printers	Market Analysis	Peru
Printers, Laptops, Scanners	Brand Awareness Tracking	Brazil
Radio Communications	Market Feasibility Study	Mexico, Chile, Brazil
Routers	Market Entry Feasibility	Mexico
Satellite Delivered Internet Service	Market Strategy Research	Mercosur, Andean Countries, Central America, Caribbean, Mexico
Satellite Infrastructure	Market Potential Exploratory Research	Brazil
Satellite ISP	Market Viability Data Collection & Analysis	All Of Latin America (18 Markets)
Satellite Service	Customer Satisfaction Survey	USA
Sheet Metal	Trade Analysis	Mexico
SMR and Cellular Carriers	Competitive Intelligence & Analysis	Guatemala, El Salvador, Honduras, Nicaragua
Software	Market Survey	Brazil
Software	Brand Tracking	Mexico, Brazil
Software	Demand Analysis	Mexico
Software	Market Analysis	Mexico
Software	Market Entry Analysis	Brazil
Software	Market Entry Viability	Mexico, USA
Software	Market Feasibility Study	Mexico

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PROJECT HISTORY cont'd

SEGMENT	PROJECT TYPE	MARKETS STUDIED
Software	Partnering Study	US
Telecom	Benchmark Assessment	Global
Telecom	Competitive Analysis / Global	Global
Telecom	Competitive Intelligence	Global
Telecom	Digital Traffic Study	Global
Telecom	Market Assessment	Latin America
Telecom	Market Profile	Brazil
Telecom	Whitepaper	Mexico
Telecom Equipment B2B Portal	Market Viability Research and Analysis	Argentina, Brazil, Mexico
Telecom Equipment B2B Portal	Market Viability Research and Analysis	Argentina, Brazil, Mexico
Telecom Services	Competitive Intelligence & Analysis	Brazil
Telecom Services	Market Feasibility Study	Mexico
Telephone Equipment	Brand Tracking	Brazil
Telephone Equipment	Market Profile	Global
Thermostat Control Technology	Market Entry Research & Analysis	Mexico
Wireless	Competitive Intelligence	Latin America
Wireless Services	Competitive Intelligence & Analysis	Brazil

**SECTOR PROJECT CLIENTS**

The following clients have been served by InfoAmericas, either directly or in collaboration with affiliate consulting groups.

- **Americas X-change** (electronic marketplace)
- **CANITEC**
- **Carganet** (electronic marketplace)
- **Datamonitor** (global research firm)
- **El Sitio** (portal)
- **e-Siglo** (software service provider)
- **Global English** (language services)
- **Hewlett Packard**
- **I-Sky** (wireless ISP)
- **KAE** (marketing intelligence firm)
- **Kroll & Associates** (global intelligence firm)
- **Kyocera**
- **Latin Vertical Ventures** (e-commerce investments)
- **Loral Skynet** (communications service provider)
- **Management Insights**
- **Netmundo** (electronic marketplace)
- **Nortel**
- **Pro Export Colombia**
- **Qualcomm**

**PUBLIC DOMAIN ARTICLES AND REPORTS**

Our project history is comprised of customized studies conducted for individual clients. Their content is confidential and cannot be shared without their consent. However, InfoAmericas has published the following articles in this sector that provide a glimpse of our skills in market research, analysis, forecasting and strategic consulting.

**PUBLISHED ARTICLES**

PLEASE NOTE: You will need a username and password to access the full text of these articles, registration is FREE

- **The Latin American Prepaid Mobile Services Market**  
[http://tendencias.infoamericas.com/article\\_archive/2004/048/048\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2004/048/048_industry_analysis.htm)
- **Telecommunications Industry Consolidation Revisited**  
[http://tendencias.infoamericas.com/article\\_archive/2004/047/047b\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2004/047/047b_industry_analysis.htm)

- **Mexico's New Spectrum Auction**  
[http://tendencias.infoamericas.com/article\\_archive/2004/045/045\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2004/045/045_industry_analysis.htm)
- **Latin America and the Caribbean Look at Launching '3G'**  
[http://tendencias.infoamericas.com/article\\_archive/2003/043/043\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2003/043/043_industry_analysis.htm)
- **The Wi-Fi Back Door to the Local Loop**  
[http://tendencias.infoamericas.com/article\\_archive/2003/040/040\\_industry\\_analysis\\_2.htm](http://tendencias.infoamericas.com/article_archive/2003/040/040_industry_analysis_2.htm)
- **The Prepaid Mobile Revenue Problem**  
[http://tendencias.infoamericas.com/article\\_archive/2002/033/0206\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2002/033/0206_industry_analysis.htm)
- **Mining for Revenue in the Latin American Telecommunications Boom**  
[http://tendencias.infoamericas.com/article\\_archive/2001/1101/1101\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2001/1101/1101_industry_analysis.htm)
- **The Mexican Cellular Market: Challenging Times Ahead**  
[http://tendencias.infoamericas.com/article\\_archive/2001/1001/1001\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2001/1001/1001_industry_analysis.htm)
- **The Upside of Downsizing: Call Center Growth in Mercosur**  
[http://tendencias.infoamericas.com/article\\_archive/2001/0901/0901\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2001/0901/0901_industry_analysis.htm)
- **Paging: One-way or Another, It Hopes to Survive**  
[http://tendencias.infoamericas.com/article\\_archive/2001/0801/0801\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2001/0801/0801_industry_analysis.htm)
- **Demand for Refurbished Telecom & Medical Equipment,**  
[http://tendencias.infoamericas.com/article\\_archive/2001/0401/0401\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2001/0401/0401_industry_analysis.htm)
- **Brazil Telecom,**  
[http://tendencias.infoamericas.com/article\\_archive/2001/0301/0301\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2001/0301/0301_industry_analysis.htm)
- **Slow Times for Broadband Internet in Latin America**  
[http://tendencias.infoamericas.com/article\\_archive/2002/0202/0202\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2002/0202/0202_industry_analysis.htm)
- **In Latin America, Online B2B is the Place to Be**  
[http://tendencias.infoamericas.com/article\\_archive/2002/0201/0201\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2002/0201/0201_industry_analysis.htm)
- **The Industries that Work ... In Theory – B2B,**  
[http://tendencias.infoamericas.com/article\\_archive/2001/0101\\_e/0101\\_e\\_market\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2001/0101_e/0101_e_market_analysis.htm)
- **The World Caves In on B2C,**  
[http://tendencias.infoamericas.com/article\\_archive/2001/0101\\_e/0101\\_e\\_success\\_factors.htm](http://tendencias.infoamericas.com/article_archive/2001/0101_e/0101_e_success_factors.htm)
- **E-commerce Sale of Office Supplies,**  
[http://tendencias.infoamericas.com/article\\_archive/2000/1100\\_e/1100\\_e\\_market\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2000/1100_e/1100_e_market_analysis.htm)
- **E-commerce & Logistics,**  
[http://tendencias.infoamericas.com/article\\_archive/2000/0600/0600\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2000/0600/0600_industry_analysis.htm)
- **B2B – The Future,**  
[http://tendencias.infoamericas.com/article\\_archive/2000/0300/0300\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2000/0300/0300_industry_analysis.htm)
- **B2C – Where is the End of the Rainbow,**  
[http://tendencias.infoamericas.com/article\\_archive/2000/0200/0200\\_industry\\_analysis.pdf](http://tendencias.infoamericas.com/article_archive/2000/0200/0200_industry_analysis.pdf)
- **Brazil Internet Forecast,**  
[http://tendencias.infoamericas.com/article\\_archive/2000/0100/0100\\_industry\\_analysis.htm](http://tendencias.infoamericas.com/article_archive/2000/0100/0100_industry_analysis.htm)
- **Growth of Broadband,**  
[http://tendencias.infoamericas.com/article\\_archive/2000/1100\\_e/1100\\_e\\_success\\_factors.htm](http://tendencias.infoamericas.com/article_archive/2000/1100_e/1100_e_success_factors.htm)

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