



ENABLING GROWTH

"In an increasingly complex global marketplace, emerging markets must excel in technology, education and infrastructure. eLandia provides the right technology solutions for companies in emerging markets to efficiently compete in the new global economy."

eLandia - we enable growth

Our People

Experience shows that local leadership and relationships are more attuned to the specific needs of each geography and community. We grow our people from within, allowing us the unique opportunity to leverage relationships, embrace local culture, and complement regional styles of doing business.

Our leadership offers experience, expertise, and commitment. Our management team has decades of experience in the international business world, in-depth regional and industry knowledge, and a proven track-record in working with both start-up and market leading international organizations.

Most of all, we are focused on creating a positive experience for our people while investing in their skills and professional development, which has helped foster loyal, dedicated teams that our customers can rely on.



Our Vision

Our vision is to be the leading technology enabler of emerging markets.

- ▶ We acquire, integrate and operate strategically aligned and established technology companies in rapidly growing emerging markets, principally in Latin America, where expansion is planned through additional investments to support organic growth.

Our Mission

Our mission is to provide innovative technology solutions that enable emerging markets to transform into competitive players in the global economy.

- ▶ We do this by addressing market opportunities and implementing first-to-market solutions in three key areas: infrastructure, in which we integrate and leverage our partners cutting-edge technologies; education, in which we develop human talent for global competitiveness and transformation; and technology solutions, in which we deliver the most comprehensive set of solutions with best-in-class customer service.

Our Values

▶ QUALITY

Offer the best services in every market, for every customer that we serve and ensure long-term relationships with them built on our reputation of excellence

▶ INTEGRITY

Provide reliable and responsible service in every aspect of our business by firmly adhering to an unwavering code of ethics towards all company stakeholders

▶ TRANSPARENCY

Achieve and adhere to the highest ethical and corporate governance standards throughout our entire organization

▶ INNOVATION

Always deploy the most appropriate technologies for our customers as we continue to explore new and innovative ideas

▶ PEOPLE

Hire and retain the best talent in our markets as we develop and build a culture around team excellence, a key competitive advantage

▶ COMMITMENT

Strive to deliver nothing less than 100 percent in everything we undertake while always raising the bar on stakeholder satisfaction

A message from our Chairman and CEO

Information and communications technology is a key driver that unlocks the economic potential of businesses and nations. It transforms emerging markets into powerful forces on the world's economic stage.

At eLandia we are committed to fostering a myriad of opportunities for businesses, investors and citizens in every market we serve.

What sets us apart is the combination of our people and three strategic growth drivers that form the foundation of our business: technology, education and infrastructure services. Our strategic mandate is to implement first-to-market infrastructure, integrate and leverage our partners' cutting-edge technologies and build a highly qualified workforce with deep market experience and customer intimacy to deliver comprehensive technology solutions. This model facilitates country transformation, which allows governments and businesses to excel in the global economy. Our strategy, expertise and on-the-ground presence, position us as a leading technology enabler in the high growth regions in which we operate.

Our contribution to country transformation includes a deep rooted belief in social responsibility, which we fulfill through our non-profit organization The Conciencia Foundation. This eLandia organization provides technology education to underserved communities that would otherwise not have access to the opportunity.

Furthermore, our company's compass is set to the highest ethical standards, and we will consistently perfect our checks and balances to ensure we never steer off-course. Implicit in this philosophy is our commitment to transparency and open governance practices.

We hope you will take a moment to visit www.elandiagroup.com to discover how we are leading technology transformation and enabling growth in Latin America.

"We are building the most comprehensive technology enabler for emerging markets"

-Pete R. Pizarro



Our Differentiation

eLandia's business model is based on three growth drivers, which combined, afford eLandia a unique and differentiated position in the markets in which we operate:

Technology Services

We are one of the largest regional network integration services companies in Latin America. We deliver an array of equipment and technology services, which include procurement, installation, optimization, management and maintenance. Our cutting-edge networking solutions allow companies in emerging market to achieve and maintain consistent high growth. We continuously develop excellent, long-term regional relationships with key global suppliers, including Cisco and Microsoft.



Education Services

We are first to market with regionally integrated talent development programs designed to empower a new generation of workforce professionals with skills aligned with demanding global standards. We collaborate with local business partners and academic entities to develop transformational knowledge programs, best practices and innovative learning solutions.

Infrastructure Services

We design, implement and manage next generation infrastructure solutions. We provide our customers with a managed delivery platform and faster, more efficient access to new data services, facilitating transformation and integration into the global economy. Our solutions provide the model for innovative service deployments based on world-class standards and procedures.

Company Information



Today eLandia is:

Desca, CTT Educational Services,
BlueSky Communications, Datec, Imergium, Conciencia Foundation

Headquarters:

Coral Gables, FL, USA

Countries of Operation:

North America & Latin America: Argentina, Colombia, Costa Rica,
Ecuador, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama,
Peru, Trinidad and Tobago, United States, Venezuela

Pacific Rim: American Samoa, Fiji, Papua New Guinea

Employees:

More than 1,300

Customers:

More than 20,000 consumers and 3,000 enterprises

www.elandiagroup.com