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DataLogix Team Newsletter

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DataLogix Invited to Help Host Pres. and Mrs. George W. Bush!

The senior partners and chief executives of DataLogix Texas (International), Gus and Ethel Mercado recently made a trip to Manila on a special invitation from Philippine President Gloria Macapagal-Arroyo to Malacanang Palace to help host President and Mrs. George W. Bush during the U.S. President's hectic 8-hour visit to the Philippines last October 17th. The Mercados were with the two presidents at all of the planned events. The Mercados are personal friends of the Bush family and the Arroyo family. Mr. Bush served on the honorary board of their global business magazine *Business Horizons* for six years when he was governor of Texas, while Gus Mercado served on the Governor's Advisory Council on Asian-American Affairs. The Mercados represented several U.S.-based organizations. Gus Mercado is Regional Chairman of the NAFFAA (the National Federation of Philippine-American Associations and the American Coalition of Filipino WWII Veterans (ACFV), while Mrs. Mercado is Executive Vice President of the Philippine-American Chamber of Commerce. Gus is also a former diplomat, who was appointed Acting Consul General in Houston, Texas by former President Corazon Aquino. A retired executive of Caltex Petroleum and Sprint International, "Tito Gus" as he is fondly called by his employees, now runs Datalogix, a company dedicated to the professional development of minority engineers.

Presidential State Visit Pictorial

(Photos by Gus Mercado and Eric Lachica)



The Two Presidents Reviewing the Presidential Guards (photo by Gus Mercado)



Datalogix CEO Gus Mercado introducing the Texas delegation (photo by Eric Lachica)



Welcome Banner in front of the Manila Hotel and Luneta Park



President Bush with President Arroyo's Granddaughter (photo by Gus Mercado)



Gus Mercado at Malacanang Palace reception with U.S. Embassy Officials (photo Eric Lachica)

Welcome to the DataLogix Team!

The dynamic DataLogix Team welcomes our newest members. On this team, we guarantee you a career that will reward your loyalty and dedication in more ways than you can imagine. Just wait and see.

In particular, let us all welcome DARWIN MAR, hands down a "best of the best" engineer in the field. Darwin is a pioneer among Filipino Ericsson engineers who was instrumental in training a lot of new recruits. Darwin and his lovely family live in Plano, Texas. He graduated *Magna Cum Laude* from the University of San Carlos. The hiring of Darwin Mar is a major step in DataLogix's goal to only have the "Best of the Best" quality personnel on its team. Following Nokia's and Ericsson's highest standards and learning from others' mistakes, DataLogix's new strategy is to only hire top caliber personnel, who are well seasoned in our specialized field.

DATALOGIX – the 24/7 Employer

This does not mean that you should be working 24 hours a day, 7 days a week for us. We cannot and will not let you do that, even if some of you sometimes try to do it. What it means is that you have an employer who is caring, compassionate and accessible to you if you need any kind of assistance or just want someone to talk to about your career or anything you want to talk about, 24 hours a day, 7 days a week, 365 days a year! While giving you a compensation package that is at par with, and in most cases better than most others in the industry, you will soon see the many unique and special ways that we will show that we personally care about you, which you will not see in other employers. We are not only your employer; we are your friend; your big brother who will always be there for you in ways that no one else can! Wait and see.

The DATALOGIX Philosophy

DataLogix Texas, a spin-off of two successful Filipino-owned companies (IDSS of Dallas and DataLogix New York) has an impressive 12-year record of assisting Filipino temporary and immigrant workers take their rightful share of the American dream. In return for giving you a helping hand and giving your career a jumpstart with DataLogix's special and personalized fast track development program, we expect you to subscribe to and live DataLogix's philosophy of "paying it forward," which means return the favor, share the blessings and help out those who will come after you, whether they're friends of yours or not, whether you know them personally or not. A corollary to this is: If you are self-centered and are only concerned about your own personal interests, if all you care about is the few extra dollars that the next company might be able to entice you with to join them, this company is not for you. This company is founded on serving others while helping yourselves. You will be perfectly happy with your income potential with DataLogix, but you will realize more satisfying rewards with DataLogix that are better than money. Just wait and see.

RP-Based Nokia Engineers Interviewed

While in the Philippines, the Mercados spent some time in Manila and Cebu to personally meet and interview about 20 Nokia-trained and some Ericsson-trained engineers for possible placement in large projects in the U.S., Europe, Middle East, Mexico and South America. Just through word of mouth, DataLogix received more than 100 resumes from interested individuals. DataLogix's multi-billion dollar client who owns Monster.Com and supplies directly to Nokia, Lucent and other manufacturers has helped select the first 20 who will progress to the next stage, a technical interview by Nokia staff and calls to references. They will be quickly sponsored for appropriate working visas in the U.S., Canada, Europe and elsewhere.

Update on Planned Cost of Living Adjustments

For those who are spending higher than normal for hotels, car rentals and other expenses while in the field, REMEMBER to send us Xerox copies of ALL your receipts. With these, we can determine if a cost-of-living adjustment to your per diem is warranted. Team members working in sunny and cool California where the price of gasoline hovers over \$2 a gallon, we will give you some relief by partly subsidizing these expenses through a cost-of-living adjustment at the end of each month. This would be applicable especially to those on solo flights without anybody to share a hotel room or a rental car with. The adjustment will be added to your pay after we receive all your receipts for the month. We want you to be happy and not be overwhelmed by high travel expenses. Please be patient and we will do something about this. But we need your input.

Missed the opportunity with Cingular?

CONGRATULATIONS to the DataLogix veterans who were chosen by Cingular for the California project. Those who were interviewed by Cingular but not offered a position, please be patient. There will soon be lots of jobs begging for people. Eight Nokia BTS people urgently needed in NY and DC Area, 6 Ericsson RT2s in Ohio, 8 Siemens testers in Florida. Anybody?

Anybody wants to work in exotic IRAQ? Or South America?

Yes, Iraq... around the war-ravaged Baghdad. Our European client will have high-paying wireless engineering positions in Baghdad for around the first of January. You will receive premium salaries and a \$1 million life insurance from us (just kidding on the second). Seriously, not a single Filipino OFW was hurt during the last war, except for the two Filipino U.S. marines who were killed in the line of duty. No Filipino civilian was hurt or injured. Did you know that 4,000 civilian Filipino employees in Iraq stayed there during the last war? Filipinos are not only brainy and hardworking. They are also gutsy! The scoop here is that the U.S. government recently awarded the wireless business in Iraq (a vast market for cellular) to a number of U.S.-based wireless companies who are DataLogix's clients. We don't feel strongly about taking on this project. This is just FYI. There are many other much safer places in the world where we can send you.

CHEERS, EVERYONE! TILL NEXT ISSUE. KEEP IN TOUCH More Power and More \$\$\$ to all of you!

The Editors

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