

## Control of resources

Subject: AIPTEK - Assigned consultant: Pedro J. Etchegaray

Doc. Nbr.	Date	Send by	Received by	Subject	Filename	Content	Comments about content	Hours dedicated	Internal cost U.S.Dollars	Accumulative Cost US\$
1	July 30th, 2004	waynewang@aiptek.com.tw	tecnopyme@adinet.com.uy	AIPTEK	20040730 - H0443 - Received from Wayne Wang.pdf	Contact with my company TecnoPyme as Official Distributors of GTCO Calcomp in Uruguay				
2	July 30th, 2004	etchegaray@adinet.com.uy	waynewang@adinet.com.uy	RE: AIPTEK	20040730 - H1440 - Sent to Wayne Wang - Answer.pdf	Answer (the same day) informing about my interest to hear AIPTEK business proposal				
3	August 2nd, 2004	waynewang@aiptek.com.tw	etchegaray@adinet.com.uy	RE: AIPTEK	20040802 - H0203 - Received from Wayne Wang.pdf	Questionnaire about my business in Uruguay and with GTCO Calcomp.				
4	August 2nd, 2004	etchegaray@adinet.com.uy	waynewang@adinet.com.uy	RE: AIPTEK	20040802 - H1249 - Sent to Wayne Wang - Answer.pdf	Answer (the same day) informing about my business activity, and offering develop Latin America market for AIPTEK				
5	August 3rd, 2004	waynewang@aiptek.com.tw	etchegaray@adinet.com.uy	RE: AIPTEK	20040803 - H0046 - Received from Wayne Wang.pdf	AIPTEK inform me that they have read my professional resume in detail and suggest me to buy Tablet to market OEM.. -				
6	August 3rd, 2004	etchegaray@adinet.com.uy	waynewang@adinet.com.uy	RE: AIPTEK	20040803 - H1403 - Sent to Wayne Wang - Answer.pdf	Answer (the same day) I inform to AIPTEK about what ca I do at level of Market developing in Latin America.				
7	August 4th, 2004	waynewang@aiptek.com.tw	etchegaray@adinet.com.uy	RE: AIPTEK	20040804 - H0047 - Received from Wayne Wang - Introduce Vincent Luo.pdf	Gratefulness for received information. AIPTEK show interested in my partnership services and inform that Vincent Luo will contact me soon.				
8	August 25th, 2004	VincentLuo@aiptek.com.tw	etchegaray@adinet.com.uy	RE: AIPTEK	20040825 - H2243 - Received from Vincent Luo - Comments about the 10 points of my previous email.pdf	Vincent Luo Comments point by point my previous email of 10 points.	This email was sent 20 days after Wayne Wang announced it. Vincent Luo apologizes for delay because he should think about negotiation. Vincent Luo ends your email with this phrase: <b>Quote: "I'd love to know your consultancy work and related charges. Pls kindly tell me more about the details. Thanks." Unquote.</b>			
9	August 26th, 2004	etchegaray@adinet.com.uy	VincentLuo@aiptek.com.tw	RE: AIPTEK	20040826 - H1245 - Sent to Vincent Luo - Acknowledgement.pdf	Answer (next day). Gratefulness and acknowledgement.				
10	August 26th, 2004	VincentLuo@aiptek.com.tw	etchegaray@adinet.com.uy	RE: AIPTEK	20040826 - H1253 - Received from Vincent Luo - Answer.pdf	Answer (the same day). Vincent Luo is interested in deepening the topic.				
11	October 5th, 2004	vincentluo@ms94.url.com.tw	etchegaray@adinet.com.uy	RE: AIPTEK	20041005 - H1503 - Received from Vincent Luo - Asks for novelties.pdf	Vincent Luo asks for novelties.				
12	October 5th, 2004	etchegaray@adinet.com.uy	VincentLuo@aiptek.com.tw	RE: AIPTEK	20041005 - H1610 - Sent to Vincent Luo - Answer and notice.pdf	Answer (the same day). I inform to Vincent that I am coming back from a regional trip, and I remember to him that I am working and finishing a project previously hired. I notify to him that I have the hope of sending him a complete proposal after the next one October 12.				
13	November 15th, 2004	vincentluo@ms94.url.com.tw	etchegaray@adinet.com.uy	RE: AIPTEK	20041115 - H1616 - Received from Vincent Luo - He wishes a quick answer.pdf	Vincent Luo wish a quick answer				
14	November 15th, 2004	etchegaray@adinet.com.uy	VincentLuo@aiptek.com.tw	RE: AIPTEK	20041115 - H2201 - Sent to Vincent Luo - I continue busy up to the 22nd November.pdf	Answer (the same day). I inform to Vincent that I will be busy until 22nd November, as a consequence of a continuation of the contract with the company that has hired us.				
15	December 3rd, 2004	etchegaray@adinet.com.uy	vincentluo@so-net.net.tw	News from Latin America - Where do AIPTEK want to grow in the Latin American?	20041203 - H0019 - Sent to Vincent Luo - Start Business Plan.pdf	My apologies by delay, and I inform to Vincent that I have started to make a complete business plan for AIPTEK.				
16	December 7th, 2004	vincentluo@ms94.url.com.tw	etchegaray@adinet.com.uy	RE: News from Latin America - Where do AIPTEK want to grow in the Latin American?	20041207 - H1438 - Received from Vincent Luo - Answer.pdf	Answer (4 days after) Quote: <b>"I am sorry but just received the e-mail today as the Outlook had recognized it as a Ads mail. Please kindly allow me to check it and reply to you after a couple of days. Vincent "</b> Unquote.				
17	December 7th, 2004	etchegaray@adinet.com.uy	vincentluo@so-net.net.tw	RE: News from Latin America - Where do AIPTEK want to grow in the Latin American?	20041207 - H1550 - Sent to Vincent Luo - Answer and Notice.pdf	Answer (the same day). I inform to Vincent that Doesn't worry for your late reply. I am still working in the Preliminary Business Plan.				
18	November 30th - Decem	etchegaray@adinet.com.uy	vincentluo@so-net.net.tw	AIPTEK - Preliminary Business Plan	20041217 - H0101 - AIPTEK - Preliminary Business Plan.pdf	Complete Preliminary Business Plan and commercial proposal requested by Vincent dated Luo in August 25th, 2004 and and promised by me dated December 3th, 2004.	This business plan ends saying:"3.2) Term of offer Maintenance. - We consider that the study of this Preliminary Business Plan, and the approval of the budget presented with the methodology suggested, is not able to require more than 30 calendars days. Nevertheless, in the past it has already occurred that when a customer decides hired us for a project, we already have the committed resources in other project and we should have postponed the acceptance of the work. In consequence for mutual benefit reasons, you don't delay an answer, so this way we can start the implementation quickly. 3.3) Confirmation of interest - Finally, we will thank you that when you has analyzed this email, send us a primary answer with their comments, saying if you considers or not feasible their acceptance. Waiting your news and taking advantage to greet you for the festivities of end of the year. I greets you sincerely."			
19	December 23rd, 2004	etchegaray@adinet.com.uy	vincentluo@so-net.net.tw	AIPTEK Preliminary Business Plan to America that speak Spanish	20041223 - H1931 - Sent to Vincent Luo - Plan Attached.pdf	Email to Vincent Luo including Complete Preliminary Business Plan	This email ends saying <b>"I wait your answer and a great greeting for these end year celebrations.</b>			
20	December 27th, 2004	etchegaray@adinet.com.uy	vincentluo@so-net.net.tw	RV: AIPTEK Preliminary Business Plan to America that speak Spanish - <b>First Reiteration</b>	20041227 - H1915 - Sent to Vincent Luo - Plan Attached.pdf	As I have not received any answer or acknowledgement and thinking that the previous email didn't arrive to Vincent Luo hands, I reiterate the previous email.				
21	December 27th, 2004	etchegaray@adinet.com.uy	vincentluo@so-net.net.tw	¿Are you this Vincent Luo ?	20041227 - H1920 - Sent to Vincent Luo - Curriculum	Professional resume that I found at Internet about a person called Vincent Luo	<b>I never received an answer to this email.</b>			

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22	December 29th, 2004	etchegaray@adinet.com.uy	AIPTEK (several recipients): waynewang@aiptek.com.tw; VincentLuo@aiptek.com.tw; EricLee@aiptek.com.tw	RV: AIPTEK Preliminary Business Plan to America that speak Spanish – <b>Second Reiteration</b>	20041229 - H2108 - Sent to AIPTEK - Requesting acknowledgement.pdf	As I have not received any answer or acknowledgement and thinking that the previous email didn't arrive to Vincent Luo hands, I reiterate the previous email for second time.				
23	December 30th, 2004	VincentLuo@aiptek.com.tw	etchegaray@adinet.com.uy	RV: AIPTEK Preliminary Business Plan to America that speak Spanish – <b>Second Reiteration</b>	20041230 - H0207 - Received from Vincent Luo – Acknowledgement.pdf	<b>Content:</b> Quote: " Dear Pedro, How are you?. I am sorry for late reply to you. I have been absent in the office in the past few days. Yes, I do receive your proposal. I will check the details and reply to you soon.Finally, wish you...Happy New Year!!!" Unquote.	This short answer, is and acknowledgement and announce a reply soon.			
24	January 25th, 2005	etchegaray@adinet.com.uy	vincentluo@aiptek.com.tw	RV: AIPTEK Preliminary Business Plan to America that speak Spanish – <b>Second Reiteration</b>	20050125 - H1331 - Sent to Vincent Luo - Plan Attached.pdf	Quote: "Dear Vincent: One month has already passed since I sent you my work "Preliminary business plan", and as I have not received any comment from you about this topic, I am annoying your attention newly about this matter, since I think that it has been enough time for its evaluation. Also as I commented you, I am organizing my activities for 2005, and I should decide about what projects I will be involved." Unquote.	One month after having sent the work, and 25 days after receiving the brief acknowledgement from Vincent, and as consequence that I didn't receive any comment of any type, and we were already in the terms informed in the own document and I need to take working decisions, I get the attention to Mr. Vincent Luo again so that he sends me some brief comment about the enclosed document. I have not receive any answer to this first email.			
25	January 28th, 2005	<a href="mailto:etchegaray@adinet.com.uy">etchegaray@adinet.com.uy</a>	<a href="mailto:vincentluo@aiptek.com.tw">vincentluo@aiptek.com.tw</a>	AIPTEK Preliminary Business Plan to America that speak Spanish - ¿Have you some news for me?	20050128 - H1939 - Sent to Vincent Luo - Asking for news.pdf	Quote: "Dear Vincent: I don't know what is happen with my previous emails. Please, I need to have some news from you as soon as possible. Please, answer me if you has readed my work, and give me your opinion. I am waiting for your answer to take some decisions to next February, when I must define my future projects. Thanks again and kind regards." Unquote.	I insist reiterating the concepts of the previous email again, so that Luo understands the urgency that I have of programming my activity. I have not receive any answer to this second email.			
26	February 2nd, 2005	etchegaray@adinet.com.uy	vincentluo@aiptek.com.tw; vincentluo@so-net.net.tw CC: Peter Chen (peterchen@aiptek.com.tw); Frank Chou (frankchou@aiptek.com.tw); EricLee; willishuang@aiptek.com.tw ; SeanKe@aiptek.com.tw ; Julia Lin (julia_lin@aiptek.com.tw); WayneWang	I demand a quick answer to Uruguay about our AIPTEK Preliminary Business Plan to America that speak Spanish attached	20050202 - H1207 - Sent to AIPTEK - Claiming an answer.pdf	I write at the end of this email :Quote: "I ignore the flow of occupations that you can be carrying out, I ignore if you have had vacations, I ignore inclusive if you have been able to read my work or you have simply sent it to the wastebasket. Nevertheless it, that certainly I have very clear is that you should send me an answer with your comments hardly receive this email, to maintain the image of serious first line company, since I think that an International Executive can not make these discourtesies." Unquote.	The answer lack to my two previous emails, and as I have the necessity to organize my activity, since I supposed that my work "Preliminary Business Plan" already have been evaluate, and feeling a lack of absolute courtesy toward my organization, I send this email to different members of the organization of AIPTEK, so that they get the attention about this matter or possibly, somebody explains to me what is happening with our work. I have not receive any answer to this third email.			
27	February 25th, 2005	etchegaray@adinet.com.uy	vincentluo@aiptek.com.tw; vincentluo@so-net.net.tw CC: Peter Chen (peterchen@aiptek.com.tw); Frank Chou (frankchou@aiptek.com.tw); EricLee; willishuang@aiptek.com.tw ; SeanKe@aiptek.com.tw ; Julia Lin (julia_lin@aiptek.com.tw); WayneWang	RV: I demand a quick answer to Uruguay about our AIPTEK Preliminary Business Plan to America that speak Spanish attached	20050225 - H1101 - Sent to AIPTEK - Claiming an answer.pdf	I write at the end of this email :Quote: "As I refuse to believe that after the work that I have taken, you have not even had the fineness of answering, neither none of your partners in the company, I insist re-sending that email again, after this time. I have some experience working with Asian southeasterly companies, and I know that they are extremely formal and respectful companies of the other ones. Therefore, I cannot understand that it has happened. I will thank you a lot that you respond me to the brevity, with your comments. Attentive greetings." Unquote.	After the answer lack at my three (3) previous emails, I refuse to think that this is an act of discourtesy, but rather some serious communication problem should exist. I insist again. One week after this email, I receive an amazing answer signed by Vincent Luo.			
28	March 3rd, 2005	vincentluo@ms94.url.com.tw	etchegaray@adinet.com.uy	Reply050302	20050302 - H1847 - Received from Vincent Luo - Amazing answer	Vincent Luo finally responds:Quote: "I am not happy with your comment. I think it affect our future relationship a lot. Remember it's just one month so far and you reply to my request also very very late last year. Remember? You said you spent your time on another project and reply to me almost 3 months after my reply to you? I need to tell you seriously that it's you who lose the timing but not me. Now I have some more options to do the evaluation so of course, it will take me more time to reply to you about your proposal. Further, it's the server that filters again your e-mail this time. I am just informed by my colleagues yesterday. So pls also send to my another e-mail address next time for avoiding this Vincentluo2002@yahoo.com.tw Please be patient and don't send to others in AIPTEK anymore. Your interruption had affected others' job severely in AIPTEK. I can tell you that will only ruin the relationship btw EAC and AIPTEK without any benefits. I am sorry but would like to say this is the last warning to you. Hope you understand this well and keep your last chance." Unquote	After the answer lack at my three (3) previous emails, I refuse to think that this is an act of discourtesy, but rather some serious communication problem should exist. I insist again. One week after this email, I receive an amazing answer signed by Vincent Luo.			3.500,00
29	March 23rd, 2005	etchegaray@adinet.com.uy	vincentluo@aiptek.com.tw; vincentluo@so-net.net.tw; Vincentluo2002@yahoo.com.tw	Replying your email subject: reply 050302	20050323 - H1830 - Sent to Vincent Luo – Replying Reply050302.pdf			18,00	900,00	
30	March 28th, 2005	etchegaray@adinet.com.uy	vincentluo@aiptek.com.tw; vincentluo@so-net.net.tw; Vincentluo2002@yahoo.com.tw	RV: Replying your email subject: reply 050302 - First Reiteration	20050328 - H1214 - Sent to Vincent Luo - Replying - FIRST REITERATION			1,00	50,00	
31	April 5th, 2005	etchegaray@adinet.com.uy	vincentluo@aiptek.com.tw; vincentluo@so-net.net.tw; Vincentluo2002@yahoo.com.tw	RV: Replying your email subject: reply 050302 - SECOND REITERATION WITH ATTACHMENT	20050425 - H0233 - Sent to Vincent Luo - Replying - SECOND REITERATION			2,00	100,00	
32	April 13rd, 2005	etchegaray@adinet.com.uy	peterchen@aiptek.com.tw	US\$ 3.500 compensation demand for abusive and disloyal business practice from Aiptek against EAC	20050413 - H1323 - Sent to Peter Chen - US\$ 3.500 compensation demand for abusive and disloyal business practice from Aiptek against EAC			5,00	250,00	1.300,00

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33	April 16th, 2005	etchegaray@adinet.com.uy	peterchen@aiptek.com.tw	Please, confirm me if you have received mi email dated April 13rd, 2005	20050516 - H1351 - Sent to Peter Chen	- Please, confirm me if you have received mi email dated April 13rd, 2005		0,50	25,00	
34	April 18th, 2005	BenLee@aiptek.com.tw	etchegaray@adinet.com.uy	RE: Please, confirm me if you have received mi email dated April 13rd, 2005	20050418 - H0841 - Received from Ben Lee in the name of Peter Chen					
35	April 19th, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	RE: Please, confirm me if you have received mi email dated April 13rd, 2005	RE: Please, confirm me if you have received mi email dated April 13rd, 2005			0,20	10,00	
36	April 19th, 2005	BenLee@aiptek.com.tw	etchegaray@adinet.com.uy	RE: Please, confirm me if you have received mi email dated April 13rd, 2005	20050419 - H2303 - Received from Ben Lee - Answer and First offer of U\$S 2000 against U\$S 3500 claimed					
37	April 20th, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	Answer to your proposal dated April 19th 2005	20050420 - H2153 - Answer to your proposal dated April 19th 2005			8,00	400,00	
38	April 22nd, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	RV: Answer to your proposal dated April 19th 2005	20050422 - H1119 - Answer to your proposal dated April 19th 2005			0,50	25,00	
39	April 27th, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	RV: Answer to your proposal dated April 19th 2005 - Second confirmation request	20050427 - H1955 - Answer to your proposal dated April 19th 2005 - Second confirmation request			1,00	50,00	
40	April 28th, 2005	BenLee@aiptek.com.tw	etchegaray@adinet.com.uy	RE: Answer to your proposal dated April 19th 2005 - Second confirmation request	20050427 - H2213 - RE: Answer to your proposal dated April 19th 2005 - Second confirmation request					
41	May 2nd, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	Terms agree reached. We claim a definitive answer from AIPTEK	20050502 - H2101 - Sent to Ben Lee - Terms agree reached. We claim a definitive answer from AIPTEK			3,00	150,00	
42	May 4th, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	RV: Terms agree reached. We claim a definitive answer from AIPTEK	20050504 - H0005 - Sent to Ben Lee - RV: Terms agree reached. We claim a definitive answer from AIPTEK			0,40	20,00	
43	May 4th, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	RV: Terms agree reached. We claim a definitive answer from AIPTEK - SECOND REITERATION	20050504 - H2158 - Sent to Ben Lee - RV: Terms agree reached. We claim a definitive answer from AIPTEK - SECOND REITERATION			1,10	55,00	
44	May 6th, 2005	BenLee@aiptek.com.tw	etchegaray@adinet.com.uy	RE: Terms agree reached. We claim a definitive answer from AIPTEK - SECOND REITERATION	20050506 - H0003 - Received from Ben Lee - Answer and Second offer of U\$S 3000 against U\$S 3500 claimed					
45	May 8th, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	Reference: Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.	20050506 - H0425 - Sent to Ben Lee - Reference: Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.			8,00	400,00	
46	May 8th, 2005	BenLee@aiptek.com.tw	etchegaray@adinet.com.uy	RE: Reference: Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.	20050508 - H2323 - RE: Reference: Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.					
47	May 9th, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy	RE: Reference: Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.	20050509 - H1502 - Sent to Ben Lee - RE: Reference: Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.Reference:			1,30	65,00	
48	May 11st, 2005	Traveling Ben - benlee@aiptek.com.tw - Cc: CharlinChen@aiptek.com.tw	etchegaray@adinet.com.uy	Re: Reference: Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.	20050511 - H0227 - Received from Ben Lee - Re: Reference: Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.					
49	May 11st, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy - Cc: CharlinChen@aiptek.com.tw	READ CAREFULLY, PLEASE. Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.	20050511 - H1216 - Sent to Ben Lee - READ CAREFULLY, PLEASE. Final decision about our original claim of U\$S 3.500,00 dated April 13rd,2005 to Peter Chen.			2,00	100,00	
50	May 12nd, 2005	etchegaray@adinet.com.uy	BenLee@aiptek.com.uy - Cc: CharlinChen@aiptek.com.tw	Claim U\$S 3500 April 13rd, 2005 to Peter Chen - SECOND REITERATION - LAST EMAIL TO BEN LEE	20050512 - H2005 - Sent to Ben Lee - Claim U\$S 3500 April 13rd, 2005 to Peter Chen - SECOND REITERATION - LAST EMAIL TO BEN LEE			1,00	50,00	
51	May 16th, 2005	BenLee@aiptek.com.tw	etchegaray@adinet.com.uy	RE: Claim U\$S 3500 April 13rd, 2005 to Peter Chen - SECOND REITERARION - LAST EMAIL TO BEN LEE	20050516 - H1000 - Received from Ben Lee. Conditions					1.700,00
52	May 17th, 2005	Legal Report about conflict EAC vs AIPTEK Updated May 17th, 2005								3.600,00
53	May 17th, 2005	Spreadsheet with updated figures relationed with this matter								250,00
54	??????	etchegaray@adinet.com.uy	peterchen@aiptek.com.tw; TedTung@apitek.com.tw; JackyChen@aiptek.com.tw	Updating figures of claim to U\$S and conditions				?	?	?
55								<b>Total resources invested in this matter until the last email - U\$S</b>		<b>10.350,00</b>