

Madrid, July 15th, 2002

**@LIS Call for proposals / e-learning and cultural diversity
pilot project named
“SKILL SHORTAGE”**

LETTER OF INTENT

for taking part at the project “SKILL SHORTAGE”

The undersigned organisation intends to work on the pilot project "SKILL SHORTAGE", submitted by **LRE-EGO-CreaNET Research Educational Laboratory of the University of Florence, Italy**, under the @LIS programme.

Main project's objective is to develop in networking e-learning (NET-LEARNING) in a context of cultural diversity among Europe and Latin American countries, will be to improve professional development potential in innovative knowledge management oriented to develop new international opportunity for intellectual job.

We're fully convinced that the skills and know-how existing in our organization fit perfectly into the main objectives of the project. This is based on:

- Meta4, as a Human Intellectual Capital Management software provider has more than 10 years of experience in providing solutions for managing both Knowledge Management and Strategic HR products (e-recruitment, e-learning, ...).
- Meta4 has a big network of customers and partners in Latin America (mainly in Argentina, Chile, Mexico and Brazil) composed by more than 250 companies. Such amount of companies, joined to the number of years we've been working with them, provides us a great knowledge on the needs of the region.
- We're currently running various IST funded projects related both to Knowledge Management (Ontology modelling, Agent technologies, multilingual classification, user profiling,..) and to the world of e-learning. In particular we've just started one project whose goal is the embedding of individualised learning into the normal, everyday activity of knowledge workers. This project will be based on the creation of e-learning objects

as entities which will be able to contextualize themselves with the right content and the right level of complexity depending on the user.

Due to the relationships between these projects and the SKILL SHORTAGE one, and due to the fact that we act as coordinator in most of them, we're strategically located in order to exploit synergies with these projects.

Meta4 was founded in September 1991 in Madrid. Since then, Meta4 has become a first-choice reference for Human Resource Management Solutions in all of the markets where it is present.

Meta4 specialises in developing software solutions for human resource management. Its products are backed by solid value-added services offered by a team of experts in technology, human resources, payroll and knowledge management.

Meta4's approach to high technology applied to management has caught the attention of prestigious international experts who have put their faith in the company, as one of the world's most promising technology vendors. Fully committed to an increasingly global marketplace, Meta4 is a key player gaining momentum in the software industry world-wide.

We hereby express our interest in being an active part of this project and collaborating in reaching their goals.



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