

February 20, 2008, San Juan, Puerto Rico

## LOCAL COMPANY SHOWCASED IN HARVARD BUSINESS SCHOOL

**PACIV become the first Puerto Rican company to be studied and reviewed by Harvard Business School as a case study.**

For the first time in Puerto Rican business history, a local company has been selected as a case study by Harvard University to be included in its prestigious Harvard Business School curriculum. The ten-year history of PACIV, a Puerto Rican company dedicated to offer services in the area of process automation, control systems, instrumentation, commissioning and qualification and computer system validation to the life science industry (pharmaceutical, biotechnology and medical devices), was presented to master degree students of "International Entrepreneurship", a course taught by Dr. Daniel Isenberg, senior professor of Harvard Business School, and expert in International Business and Organization Management. Isenberg was also responsible for studying, analyzing and writing the case study.

"I chose PACIV since it demonstrates clearly how a businessman's vision can overcome obstacles in starting a new company and become successful in large, competitive foreign markets, at the same time it illustrates how a company is able to provide an excellent customer services to clients in countries and continents abroad", said Dr. Isenberg in regard to the reason upon selecting PACIV.

"I believe this case is interesting, and even surprising for the students. I would like to focus the discussion on the opportunities that exist in other countries, coming from relatively small companies with limited resources. I also think the PACIV case will be an inspiration for students from small countries and how they can become successful in top markets", added Isenberg.

Jorge L. Rodriguez president, founder and CEO of PACIV, said: "We feel extremely proud to represent Puerto Rico in this initiative and to serve as role models for future aspiring businessmen and women. The fact that a Puerto Rican company becomes part of the curriculum of a university of such caliber as Harvard, is proof that Puerto Rico has the human and intellectual talent to cross borders, export that talent and position our country in a more competitive way in the global market."

[www.paciv.com](http://www.paciv.com)

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**PACIV da cátedra en Harvard**  
La compañía boricua es ejemplo de empresarismo internacional

En números  
PACIV USA (PBI)  
66  
empleados actuales  
\$6,165,528  
ventas (2007)

PACIV USA  
31  
empleados actuales  
\$3,806,474  
ventas (2007)

PACIV Europe  
2  
empleados actuales  
\$44,818  
ventas (2007)

Este oferta abrió en febrero de 2007 y su participación en el mercado se proyecta en un crecimiento de 200%.

"International and crossling" respecta a la cultura empresarial. "Respecto a la cultura empresarial", dice Luis Meléndez, director de publicaciones, "Cada vez que una compañía logra atraer a un nuevo alumno a una universidad es un éxito. En el caso de PACIV, el hecho de que una compañía boricua sea seleccionada para ser estudiada en una de las universidades más prestigiosas del mundo es un logro que merece ser celebrado. Este es un ejemplo de cómo una empresa puede ser exitosa a nivel internacional".

**FORNIAIRE CUSTOMER COLLARD**  
Jorge L. Rodríguez es un empresario global que para ser exitoso debe ir más allá de las fronteras de su país natal. Su experiencia en el mundo global le ha permitido desarrollar una visión de negocio que trasciende fronteras. Su empresa, PACIV, es un ejemplo de cómo una empresa puede ser exitosa a nivel internacional.

**ARTICULO**  
Miguel Ángel, director de Finanzas de la empresa, indica que tratar a sus clientes como socios por lo que sus relaciones comerciales se fortalecen con PACIV. "En la medida en que la compañía puede ofrecer una oferta más variada, lo que nos permite a nosotros tener un mayor control sobre el negocio y a la vez tener un mayor control sobre el negocio".

The International Entrepreneurship course is offered to master degree students in their second year of Business School and its objective is to develop more international businessmen and women so one day they can establish their own companies in an International Level. The course studies the differences and similarities of abroad companies outside the United States and how to identify inherently global opportunities in the field of Entrepreneurship. Besides Puerto Rico, the course will also focus on cases from other countries, such as: India, China, Norway, Brazil, Turkey and Japan.

PACIV was established in 1997 and is dedicated to the automation control and instrumentation processes, as well as commission, qualification, and validation of computerized systems for the life sciences industries. PACIV provides services to clients in Puerto Rico and the United States. At the beginning of last year, it established permanent operations in Fleet, Hampshire, England, servicing clients in Ireland, Great Britain, and other regions of the European continent. PACIV has over 100 employees in Puerto Rico, United States and Europe. It has been selected as one of the Best 20 Employers in Puerto Rico and it is the first and only Puerto Rican company to be recognized with the prestigious "Global Supplier of the Year" award granted by Eli Lilly & Company.

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