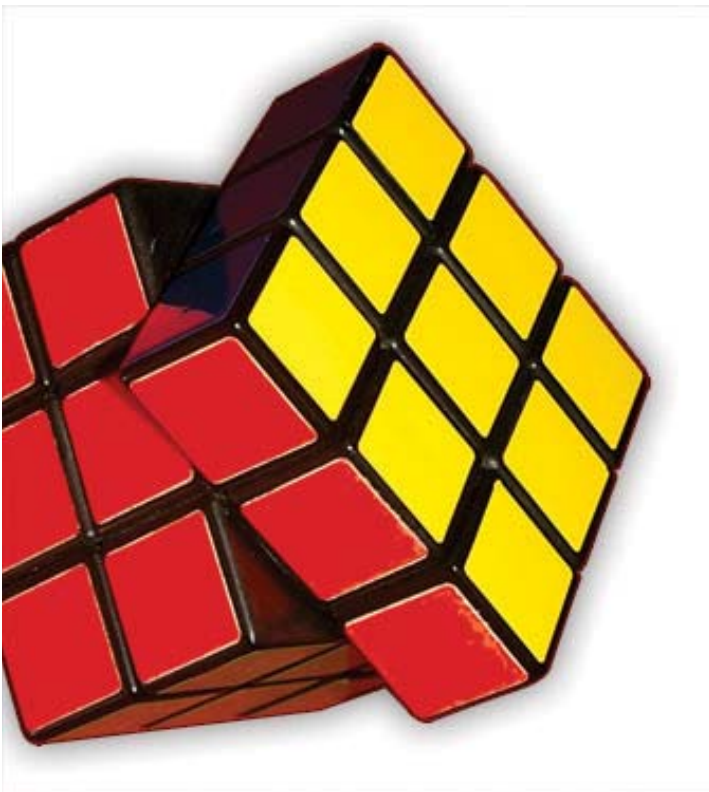




Solvis Profiles

World City Magazine



**WHO'S
HERE**

Spanish bus-shelter designer woos South Florida

WORLD CITY

MARCH 2006 | SINCE 1998

business

FOR SOUTH FLORIDA'S GLOBAL BUSINESS LEADERS

MIAMI TRADE

- A record \$65.9 billion
- New No. 2 trade partner
- China chases Brazil
- Global trade map

Striking
OIL
Is Venezuela
now the top
U.S. supplier?

**Speed
demon**

*Miami's cigarette
boats speed off to
conquer the world*

Skip Braver
CEO, Cigarette Racing Team

>>> www.worldcityweb.com

The man with the accent

When Earl LaChance sells his car, it will be a deal. He only puts about 2,000 miles on it each year – usually shuttling between his Coconut Grove home and the airport. The finance and telecom specialist, a co-founder of 5-year-old Solvis Consulting, takes about 50 business trips a year.

That said, his air miles have slipped below their usual 150,000 level since Solvis – with offices in the United States, Mexico and Argentina – has taken on more stateside business.



Earl LaChance

Partner

Solvis Consulting

Miramar

LaChance travels with:

Blackberry



Laptop



iPod



Noise-canceling headphones



History books



Your most frequent destinations?

Monterrey, Mexico, Quito, Lima, Dallas and Atlanta.

Do you have a favorite?

Definitely Mexico. I spent my first three years of Latin American travel within Mexico. I've adopted somewhat of a Mexican accent. *Gringo-Mexicano* is how my business partners refer to it.

Any hotels you recommend?

Los Tallanes in Lima, Peru. It is a small hotel, but very nice.

Where do you eat when you're on the road?

In Lima, El Segundo Muelle is a favorite for excellent spicy ceviche. When in Mexico, the scariest looking *taquería* usually has the absolute best tacos. As the saying goes "When in Rome do as the Romans do..." Nothing irks me more than to see people from the U.S. going into a McDonald's, KFC or a Pizza Hut.

Do you have any travel pet peeves?

People that rush the gate. Haven't we come far enough to form a line and board in turn?

How do you kill time when you're in the airport?

The best thing I've purchased recently is a high-speed cellular-

based Internet card. If you are traveling in the U.S., you have to have one. I can check my e-mails, surf the 'net or chat with my partners. It is invaluable. Outside the U.S., having WiFi access is critical because you can go into just about any American Airlines Admiral's Club and be connected.

Do you have a favorite airport?

How about least favorite? Never check your luggage when going to LAX or MIA. These two airports are excruciatingly slow in delivering bags to the carousel.

What's the coolest service you've ever seen in an airport?

It may be commonplace now, but right next to the shoe shine booth in RDU – Raleigh Durham – there was a lady giving 10-minute neck massages. Great idea, especially after a long flight.

Air miles/Car miles ratio: 50:1

What's the most unnerving thing that's ever happened on a business trip?

At Boston Logan, I've had two abandoned landings. Our wheels had actually touched down and the pilot floored the engines, pulling the plane up in a very drastic ascent. Both times, a commuter plane had wandered onto our runway. I've flown nearly 1.5 million miles, and even I was white-knuckled!

Any strange adventures on the road?

One night at a restaurant-bar in Lima, my friends finally retired for the night. At about 2 a.m., I took a cab driven by a very old Peruvian man. Unfortunately, he didn't know our hotel – it was new – and neither did anyone he asked. So we rode around Lima looking for it for about an hour. We stopped, had coffee, a cigar, chatted about life in Peru and the United States. After we found the hotel, he only charged me about \$10. An example of the good people you meet while traveling. **WC**

**WHO'S
HERE**

European media-buyer serves Latin America – from Miami.

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APRIL 2006 | SINCE 1998

business

FOR SOUTH FLORIDA'S GLOBAL BUSINESS LEADERS

TRADE WITH CHINA

The winners
& the losers

*Mark Templeton,
Citrix Systems CEO*

Revenues rise at
Citrix Systems behind
acquisitions and new
product launches

South Florida's next
**billion-dollar
company**

>>> www.worldcityweb.com

Solvis Consulting

U.S.



HOYOS

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Website: www.solvisconsulting.com

Locally Established: 2000

Number of Local Employees: 3

Parent Co.: Solvis Consulting

Global Employees: 15

Top executive: Mr. Jesus Hoyos, Partner and co-founder

Ownership: Private

This information technology consultancy not only installs software, it also analyzes a company's operations and recommends ways to integrate technology and increase efficiencies. The firm's Latin American offices are in Argentina and Mexico. It also has a secondary U.S. office in Atlanta. The firm has most of its experience in the telecommunications, finance, high-tech, manufacturing and retail industries.