October 19, 20xx

Premium Processing Service

USCIS California Service Center

ATTN: I-129 L

24000 Avila Road

2nd Floor, Room 2312

Laguna Niguel, CA 92677

**\*\*PREMIUM PROCESSING REQUESTED\*\***

**Re: L-1B Initial Petition of XYZ Company**

**on behalf of Mr. Beneficiary**

Dear Sir or Madam:

This letter is submitted in support of the L-1B petition of XYZ Company (“XYZ Company”) on behalf of Mr. Beneficiary, a … national, as an L-1B nonimmigrant possessing specialized knowledge, to serve in a specialized knowledge capacity, as **Implementation Specialist** for our company on a temporary, full-time basis. The requested period of employment is three (3) years.

**Case Summary**

* XYZ Company (“XYZ Company”) in the U.S. was incorporated in 2015 as a … technology company which provides specialized … technology and algorithms that transcode digital … formats using cloud computing ... XYZ Company’s Application Programming Interface based product is poised to be the leader in the cloud…, a market which is projected to be worth U.S. $xx billion by 2023 with an exponential growth rate. XYZ Company helps companies around the world solve the most complex … problems with cloud native software that is compatible to run anywhere.
* XYZ Company was established in **2013** and is located in ... It is a fully owned foreign subsidiary of XYZ Company.
* XYZ Company has created the best … technology in the world – designed for seamless integration with our client’s systems, using their own programming languages, cloud/local storage, advertising and …. XYZ Company provides Application Programming Interfaces to integrate with clients’ systems, but the actual implementation requires expert developers and engineers. **Each customer’s engineers and developers must customize it and optimize it for their systems and their specific audience and needs. Mr. Beneficiary works with our clients to make this happen: he is XYZ Company’s expert on implementing and optimizing our proprietary technology, with specialized knowledge of our … and algorithms, and advanced knowledge of our Application Programming Interfaces and implementation workflow/process**.

* **Mr. Beneficiary is XYZ Company’s foremost implementation expert on our … technology and algorithms using our customized Application Programming Interfaces. This technology is what differentiates XYZ Company from the competition.** … technology solves the three biggest challenges in … quality. Our customized Application Programming Interfaces enable our clients to optimally integrate our … with their … content.
* XYZ Company makes the most advanced … systems available -- but **without Mr. Beneficiary’s expertise in implementing it with their own systems, our customers would not be able to take advantage of this, and we would not have any advantage over our competition. His contribution – utilizing his specialized knowledge of our … technology and algorithms, and advanced knowledge of our implementation workflow/process, are crucial to XYZ Company.**

* Mr. Beneficiary has been employed with XYZ Company from November 2016 to the present in the specialized knowledge position of Product Specialist.
* As XYZ Company is growing rapidly in the U.S., and given his specialized and advanced knowledge, we now wish to transfer Mr. Beneficiary to the U.S. to work with our biggest customers to efficiently and optimally implement our technology with their systems.

**The U.S. Petitioner**

XYZ Company (“XYZ Company”) in the U.S. was incorporated in 2015 by … **we have quickly established ourselves as a technology leader in the world of …**

XYZ Company provides services that which is at the forefront of new technologies that allow for rapid … of high quality data. XYZ Company focuses on … which can be served by any HTTP web servers (Apache, IIS, Nginx) or cloud-infrastructure such as Amazon Web Services (AWS).

XYZ Company is catalyzing the current revolution … with our industry-leading, high-performance, … software. **XYZ Company’s technology enables high-quality …** **Among XYZ Company’s clients are ... For these clients, the highest performing … optimized for any device they serve, is crucial.**

The company is based in San Francisco, CA, USA and … and privately owned. Our investors include …. XYZ Company currently employs ?? people in the U.S. and enjoyed revenues in excess of $xx Million in the last fiscal year. For more information about our company, please visit our website: www.xyzcompany.com

**The Foreign Subsidiary Abroad**

XYZ Company … was established as a wholly owned foreign subsidiary of XYZ Company in the U.S. on [DATE] xxxx. XYZ Company focuses on Product Development; we currently employ xx persons in our operations at this organization

**The Qualifying Relationship between the U.S. Petitioner and the Foreign Subsidiary**

An L-1 qualifying relationship clearly exists between the U.S. petitioner, XYZ Company, and the foreign subsidiary: XYZ Company is a wholly-owned subsidiary of XYZ Company US. Therefore, the stock ownership and managerial control of the two (2) entities are the same.

**U.S. Petitioner:**

**XYZ Company**

[Address]

**Foreign Subsidiary:**

**XYZ Company**

[Address]

We hereby submit the following documentation attesting to the qualifying corporate relationship between the two (2) entities:

* Copy of XYZ Company’s 2016 Federal Tax Return, including form 1120 Schedule K and form 5471, showing 100% ownership of XYZ Company AUS
* Incorporation documents of XYZ Company in the U.S.
* Incorporation documents of XYZ Company
* Lease agreements and photos of both offices

Based on the foregoing, an L-1 qualifying relationship clearly exists between XYZ Company and XYZ Company in the U.S.

**Background and Information about our Industry**

XYZ Company is catalyzing the current revolution in … with our industry-leading, high-performance, … software. **XYZ Company’s technology enables …**. Among XYZ Company’s clients are **…**. For these clients, the highest performing … optimized for any device they serve, is crucial.

As background, …, XYZ Company’s Director of Product Development describes the current … environment:

…

Mr. Beneficiary, XYZ Company’s implementation expert, adds:

…

As Mr. … asserts above, **implementing this vision is extremely complex and challenging**. … across a wide variety of devices, utilizing a diverse variety of Operating Systems, on a variety of internet browsers, and internet/data services are delivered at a huge variety of speeds. Similarly, our **client companies’ software encompasses a huge variety of applications, written in diverse programming languages, and hosted on a variety of Web service platforms, with a great variety of advertising solutions and technologies.**

**Our clients’ … must perform optimally in all these environments, in all conditions, for whatever market they enter.** XYZ Company’s software must be adaptive, robust, and high-performing in all of the following environments:

* Mobile/Phone, Desktop, TV, Internet-of-Things, Virtual Reality, 360 degree video, and other devices
* Operating Systems: iOS, Windows, Mac OS, Android, Chrome OS, Unix, Linux,
* Internet Browsers: MS Edge and Internet Explorer, Chrome, Safari, iOS, Mozilla, Opera
* Clients’ software (programming languages such as PHP, Go, C#, Java, Ruby, Python, JavaScript)
* Clients’ Web hosting service and cloud computing platform (Amazon Web Services, Google, Microsoft Azure Cloud, VMWare, IBM Cloud, Rackspace, Red Hat)
* Player-side and Server-side video implementations with advertising standards supported by ad servers such as VAST, VPAID, IMA, and VMAP with all major ad solutions (LiveRail, FreeWheel, Smartstream.tv, Doubleclick, Atlas, and Yospace.

**Thus, implementing XYZ Company’s proprietary and industry-leading technology is complex and multi-faceted (encompassing a huge array of variables and variations). This requires an individual with specialized expertise in XYZ Company’s … technology and algorithms, and advanced knowledge of XYZ Company’s processes/workflows (i.e., implementing and optimizing our technology using our Application Programming Interfaces).**

This complexity can be seen by a review of the tutorial, technical guides, and FAQ sections of XYZ Company’s website. Dozens of articles provide guidance on implementing XYZ Company’s technology with these systems. Below are some of the more than twenty articles written by our implementation expert, Mr. Beneficiary (and included with this petition):

[List follows]

**XYZ Company Technologies that are Unique in the Industry:**

**Application Programming Interfaces and … technology**

What differentiates XYZ Company from our competition are our proprietary Application Programming Interfaces (APIs) and … technology.

XYZ Company has developed APIs to work with all of the technologies mentioned above. Essentially, the API is customized for the client’s software, programming language, system and environment; **its purpose is to enable XYZ Company’s software to work with our customers**. **With the expert guidance of our Product Specialists, and utilizing these APIs, … on any system in use today, at any bandwidth, integrated with any programming language, web hosting service, and advertising solution used by our clients.** **As stated above, this is not a simple “plug and play” solution – it requires expertise in our proprietary technology and process/workflow *and* in all the technologies listed above – to ensure that our advanced video encoder and player works optimally with *all* the systems listed above. We therefore require implementation/Product Specialists with specialized knowledge of our product/technology and advanced knowledge of our implementation process/workflow for *all* the systems and technologies listed above.**

Our other primary differentiator is our … technology and algorithms. Essentially, … technology utilizes advanced algorithms to optimize and vary … quality to precisely accommodate the data connection and system requirements.

As XYZ Company’s … states: “The three problems that cause users to leave your website are….”

Mr. … elaborates: “After … more than half of your audience has left.” We have all experienced the frustration of this, as shown below:

[image]

….

**XYZ Company’s … technology solves these problems. … explains:**

**“Our implementation… delivers content with the lowest startup delay going down to 100 milliseconds from page load to ... Content created with XYZ Company … and in the best possible quality. Specifically, XYZ Company provides 100% better quality without … compared to the next best industry solution.”**

More specifically (and technically), Mr. Beneficiary, our implementation and optimization expert, adds:

“By combining … estimations, historical data, as well as information about the … (using XYZ Company’s algorithms), **XYZ Company’s adaptive … picks the most appropriate … level**. With its advanced custom adaptation features, it is also possible to fit the …

Programming Interfaces and works with our clients to make this happen.

**Mr. Beneficiary is XYZ Company’s foremost implementation expert on our … technology and algorithms using our customized Application Programming Interfaces.** This technology is crucial to XYZ Company, and differentiates our product from the competition. As described above, **… technology solves the three biggest challenges in …: And our customized Application Programming Interfaces enable our clients to optimally integrate our encoder with their content.**

As a startup company, XYZ Company is entering its highest growth and expansion phase**. Since the U.S. represents our largest market, XYZ Company needs to have our best employees available here to help our clients implement our complex and industry-leading solutions.**  **As our foremost expert on implementing our customized … technology. Mr. Beneficiary’s contribution is crucial to XYZ Company’s growth and success.**  Even with the most advanced … systems available, without Mr. Beneficiary’s expertise in implementing these systems with our customers’ systems, they would not be able to take advantage of our technological leadership, and we would not have any advantage over our competition.

We therefore request your authorization to employ Mr. Beneficiary in a specialized knowledge capacity in the U.S. as a … Specialist at XYZ Company for a temporary period of three (3) years.

**Qualifying Employment at XYZ Company: Product Specialist**

Prior to his time with XYZ Company, Mr. Beneficiary earned a Bachelor of Technology degree in … Technologies from [University Name,] in [Year] and he also earned a Master’s degree in … Systems Engineering from [University Name,] in [Year]. A trustworthy education evaluation service has determined this to be equivalent to a Master of Science degree in … Engineering from an accredited U.S. university. Please note that Mr. Beneficiary’s degree is in both … engineering, but the U.S. equivalent would be … – which is of crucial importance to Mr. Beneficiary’s position, is not a common academic major in the U.S. currently.

During his education, Mr. Beneficiary completed the following coursework which is directly relevant to his current and prospective position:

[List of courses]

Mr. Beneficiary has been employed with XYZ Company AUS in … from November 2016 to present in the position of Product Specialist, where he gained on the job experience in how our technologies are developed and applied in a variety of circumstances. What distinguishes him from a new hire that we could make in the U.S. is the advance nature of his knowledge due to his ongoing work with our company abroad. Mr. Beneficiary is responsible for … product implementations and highly-complex… workflows for customers, which has increased his expertise in how we implement and apply our technologies in various environments. He is the Subject Matter Expert on customization and implementation of our products, utilizing and optimizing our …, and integrating our proprietary technology with clients’ software using our APIs. In this highly competitive and evolving space of … technologies where the stakes for any mistake is very high and can costs millions of dollars for our clients, we cannot afford to hire a new individual who does not possess the advanced knowledge of our business and technologies to handle the duties of the position.

As Mr. Beneficiary gained additional expertise during his tenure with our company, he became the Subject Matter Expert on customization and implementation and authored the technical guide on customizing our … player which further supports his advanced knowledge of our products.

Please see the attached technical guide written by Mr. Beneficiary for software developers and engineers: “Custom …”

In this guide, Mr. Beneficiary describes how a simple implementation of … algorithms would work:

“…the most efficient … algorithms base their estimations on the … as well as the instantaneous connection bandwidth. We can assume that the instantaneous user’s bandwidth is a representation of the … In order to provide the user the optimal quality as well as the optimal … based on his … conditions, the best results are obtained by taking into account the ….”

Mr. Beneficiary continues:

“A good … also takes the …

Another excerpt, illustrating the functionality of a … follows:

[Illustrating the functionality of a …Photo]

Mr. Beneficiary also discusses some unusual modifications that are possible with XYZ Company’s …:

[Algorithm developed by Mr. Beneficiary Photo]

Mr. Beneficiary also refers developers to XYZ Company’s demo library on code repository GitHub, for examples of possible modifications and algorithms. A truncated version of one of these follows, (a rate-based quality … algorithm developed by Mr. Beneficiary):

[Algorithm developed by Mr. Beneficiary Photo]

Mr. Beneficiary also develops and implements our proprietary … processing, and … technologies.

As Subject Matter Expert on implementations and customization, he is a key contributor to our code base, as seen by his extensive (over 489 in the past year ) contributions to our public GitHub code repository., as shown below (… screen name on GitHub):

[ Mr. Beneficiary’s screen name Photo]

Please also see the attached code module, “14\_hls\_....js” written by Mr. Beneficiary, which is an implementation showing how to create an … with dynamic adaptation … conditions using the XYZ Company … Service, in the JavaScript programming language.

Likewise, as Subject Matter Expert for customizing and optimizing XYZ Company’s proprietary … Mr. Beneficiary has ownership of specific repositories of XYZ Company’s code (see the top menu bar in the image above). This includes XYZ Company’s client module in the Go programming language which enables the seamless integration of XYZ Company’s API for customers who use this particular language. If we were to hire an individual without the necessary experience and knowledge of our product, it would take over a year to get him/her up to speed to perform even the rudimentary duties of this position.

Overall, in his current position at XYZ Company, Mr. Beneficiary has been responsible for and carried out the following specialized knowledge duties and percentage of time spent on each:

* **Apply advanced and specialized knowledge of XYZ Company applications and technologies to customize and troubleshoot … product implementations.** [25%]

Mr. Beneficiary utilizes his specialized knowledge of our … technology and algorithms (described in detail above), and his advanced knowledge of implementing and optimizing our products using our proprietary Application Programming Interfaces. Mr. Beneficiary also uses our patented … standard and HTML5…. As each customer’s technologies, software, and audience is unique, nearly every one of our implementations is bespoke and customized. With our APIs, Mr. Beneficiary is able to customize and optimize our products for any client, with any commonly-used software language, such as PHP, Go, Java, C#, Ruby, Python, and JavaScript.

* **Utilize XYZ Company tools and technologies to help customize and troubleshoot highly-complex …workflows for customers.** [15%]

As our Subject Matter Expert on implementations, Mr. Beneficiary has highly developed skills for troubleshooting and resolving issues across all systems and devices. This includes implementations for iOS, Android, Chrome, MS, Edge, Internet Explorer, Safari, Mozilla, and Opera, and with Web hosting services and cloud platforms such as Amazon’s AWS, Google, MS Azure, IBM Cloud, and Red Hat. Please see the attached technical guides, tutorials, and FAQ responses for examples of customization solutions developed by Mr. Beneficiary. Only an individual with Mr. Beneficiary’s knowledge and background could perform the above implementations to the level of quality that we strive for and expect.

* **Provide … services implementation expertise and support to XYZ Company's large enterprise customers; work directly with customers to answer complex technical questions about XYZ Company's … products including …, packaging, protection, and analytics.** [20%]

Mr. Beneficiary works with our most important customers, such as … to ensure that their video performs optimally and flawlessly. Mr. Beneficiary also uses his knowledge of Operating Systems and Browsers (iOS, Android, Chrome, MS, Edge, Internet Explorer, Safari, Mozilla, and Opera) and our proprietary APIs to ensure that performance is optimal across mobile devices, personal computers, and any other type of device used by our customers. Also, as Subject Matter Expert on customizing our ... technology and algorithms, he works with customers to find solutions that fit the unique and individual needs of each customer.

* **Troubleshoot and solve esoteric problems that customers face when using XYZ Company’s products.** [15%]

As Subject Matter Expert on Implementations, Mr. Beneficiary handles the toughest and most complex implementation challenges. These can include unusual hardware design implementations such as …. **These can also include unique customizations to our ... algorithms – such as CPU usage-based optimizations to adjust to low-power or heavily-used CPUs, or even proprietary user-based approaches, which can adapt to …. It is therefore imperative that our Product Specialist have expert-level knowledge of our technology and products, our algorithms, a variety of programming languages, and the vast array of technologies used in video streaming today.**

* **Take new developments in video technology and XYZ Company processes to develop and implement… processing, distribution, and … technologies.** [10%]

Mr. Beneficiary is an important contributor to our proprietary products and APIs. **As our expert in implementations and optimizations, his input and innovations to our code base and products has become valuable, and highly regarded among XYZ Company’s developers**. He has made contributions in such diverse areas as:

* Customization logic for XYZ Company’s proprietary ... algorithms
* An encoding with dynamic adaptation conditions using the XYZ Company … Service, in the JavaScript programming language (code module included with this petition).
* A C++ library and command line tools for working with Amazon S3 (Amazon’s cloud service)
* XYZ Company’s client module in the Go programming language

As stated above, Mr. Beneficiary has made over 480 contributions to our code repository, which compares favorably to our developers and Solutions Architects. (See below for a comparison.)

* **Write highly technical FAQs as well as tutorials and step-by-step guides to resolve technical … problems for customers to understand and implement**. [10%]

**Mr. Beneficiary, using his specialized knowledge of our proprietary products and APIs, and our ... algorithms, writes the documentation used as a reference for both our customers, and XYZ Company’s own employees.** These include customizing the ... logic of our proprietary HTML5…, as well as the following:

* + User Interface customization with Cascading Style Sheets;
  + Set-up and customization using XYZ Company’s Software Developers Kits for iOS and Android;
  + Integration with Cloud hosting systems such as Amazon’s AWS;
  + …, Encryption, Browser, and …system issues;
  + Customizing labels, event handlers, and markers in ….
* **Develop training specifications for new employees.** [5%]

As an expert on our technologies, systems, algorithms, and workflows, Mr. Beneficiary has an important role in ensuring that this knowledge is passed on and disseminated to other employees who have a role in using these technologies. **He writes internal teaching documents on these proprietary technologies, and contributes to the specifications and standards for what our Solutions team should know about our ... technology and algorithms, and our APIs.** He also is responsible for code modules in XYZ Company’s GitHub code repository, which are used for example and instruction for both our customers and employees.

Enabling the ability to perform these duties is Mr. Beneficiary’s specialized knowledge of XYZ Company’s product (...& Analytics technology and algorithms), and advanced level of knowledge in the organization’s processes/workflows (customizing, implementing, and optimizing XYZ Company’s … with our Application Programming Interfaces).

As Subject Matter Expert in implementations and optimization, Mr. Beneficiary’s expertise extends to a deep understanding of our code, and how to specifically modify it to achieve the best results for specific implementations. As a result, Mr. Beneficiary makes important contributions to our code base, and his input and innovations are highly regarded among XYZ Company’s developers. He has made over 480 code contributions in the past year alone.

Moreover, in addition to our technical guide on custom adaptation logic and implementations, Mr. Beneficiary has written over 20 technical guides, tutorials, and FAQ responses. Topics of these technical guides include:

* User Interface customization with Cascading Style Sheets;
* Set-up and customization using XYZ Company’s Software Developers Kits for iOS and Android;
* Integration with Cloud hosting systems such as Amazon’s AWS;
* Customizing labels, event handlers, and markers ….

As a small and growing company, many of our positions and roles are evolving – there are no employees directly comparable to Mr. Beneficiary. Though he has made significant contributions to our code, his primary role is not as a Developer, Software Engineer, or Solutions Architect. **As our Subject Matter Expert on customizing and implementing our products, he is unique at XYZ Company, and that is why we require him to work with our largest and most important market in the United States.**

**The U.S. Specialized Knowledge Position with XYZ Company**

According to 8 CFR §214.2(l)(1)(ii)(D), specialized knowledge means “special knowledge possessed by an individual of the petitioning organization's product, service, research, equipment, techniques, management, or other interests and its application in international markets, or an advanced level of knowledge or expertise in the organization's processes and procedures.”

As described above, **Mr. Beneficiary possesses not only specialized knowledge of XYZ Company’s product (...& Analytics technology and algorithms), but also an advanced level of knowledge in the organization’s processes/workflows (customizing, implementing, and optimizing XYZ Company’s … with our Application Programming Interfaces)**.

The position in the United States requires an individual with this specialized knowledge of our products and processes, to work with our U.S. customers as we expand our business. Therefore, Mr. Beneficiary qualifies as an individual possessing specialized knowledge and is eligible to be granted L-1B classification.

At this time, XYZ Company wishes to employ Mr. Beneficiary at our office in … in L-1B status in the specialized knowledge position of **Product Specialist**, where he will continue to utilize his technical skills, advanced expertise, and specialized knowledge of our ***proprietary*** products, ***patented*** technologies, and company-unique procedures and workflows for the implementation, development, optimization and support of XYZ Company’s proprietary ….

Specifically, Mr. Beneficiary will continue to be responsible for the following similar duties as he has been successfully performing at XYZ Company:

* **Apply advanced and specialized knowledge of XYZ Company applications and technologies to customize and troubleshoot …, and Analytics product implementations**. [25%]

Mr. Beneficiary will utilize his specialized knowledge of our ... technology and algorithms (described in detail above), and his advanced knowledge of implementing and optimizing our products using our proprietary Application Programming Interfaces. Mr. Beneficiary will also use our patented … standard and HTML5 …. As each customer’s technologies, software, and audience is unique, nearly every one of our implementations is bespoke and customized. With our APIs, Mr. Beneficiary is able to customize and optimize our products for any client, with any commonly-used software language, such as PHP, Go, Java, C#, Ruby, Python, and JavaScript.

* **Utilize XYZ Company tools and technologies to help customize and troubleshoot highly-complex … workflows for customers.** [15%]

As our Subject Matter Expert on implementations, Mr. Beneficiary has highly developed skills for troubleshooting and resolving issues across all systems and devices. This includes implementations for iOS, Android, Chrome, MS, Edge, Internet Explorer, Safari, Mozilla, and Opera, and with Web hosting services and cloud platforms such as Amazon’s AWS, Google, MS Azure, IBM Cloud, and Red Hat. Please see the attached technical guides, tutorials, and FAQ responses for examples of customization solutions developed by Mr. Beneficiary. Only an individual with Mr. Beneficiary’s knowledge and background could perform the above implementations to the level of quality that we strive for and expect.

* **Provide … services implementation expertise and support to XYZ Company's large enterprise customers; work directly with customers to answer complex technical questions about XYZ Company's … products including …, packaging, protection, … and analytics**. [20%]

Mr. Beneficiary will work with our most important U.S. customers, such as … and future clients as we rapidly expand in the U.S., to ensure that their … performs optimally and flawlessly. Mr. Beneficiary will use his knowledge of Operating Systems and Browsers (iOS, Android, Chrome, MS, Edge, Internet Explorer, Safari, Mozilla, and Opera) and our proprietary APIs to ensure that performance is optimal across mobile devices, personal computers, and any other type of device used by the our customers. Also, as Subject Matter Expert on customizing our ... technology and algorithms, he will work with customers to find solutions that fit the unique and individual needs of each customer.

* **Troubleshoot and solve esoteric problems that customers face when using XYZ Company’s products.** [15%]

As Subject Matter Expert on Implementations, Mr. Beneficiary handles the toughest and most complex implementation challenges. These can include unusual hardware design implementations such as …. These can also include unique customizations to our ... algorithms – such as CPU usage-based optimizations to adjust to low-power or heavily-used CPUs, or even proprietary user-based approaches, which can adapt to the …. It is therefore imperative that our Product Specialist have expert-level knowledge of our technology and products, our algorithms, a variety of programming languages, and the vast array of technologies used in today.

* **Take new developments in …technology and XYZ Company processes to develop and implement … processing, distribution, and… technologies**. [10%]

Mr. Beneficiary is an important contributor to our proprietary products and APIs. As our expert in implementations and optimizations, his input and innovations to our code base and products has become valuable, and highly regarded among XYZ Company’s developers. Even though this is only a small part of his responsibilities, based on his past contributions, and his specialized expertise, **we expect Mr. Beneficiary to continue to make improvements and contributions to our technologies.** This may include:

* + improvements to our ... algorithms;
  + integration with U.S.-based cloud services such as Amazon Web Services, Microsoft Azure, and Google; and
  + contributions in specific programming languages and APIs where Mr. Beneficiary has expertise, such as JavaScript, Go, C++, and Java.
* **Write highly technical FAQs as well as tutorials and step-by-step guides to resolve technical … problems for customers to understand and implement.**  [10%]

Mr. Beneficiary, using his specialized knowledge of our proprietary products and APIs, and our ... algorithms, writes the documentation used as a reference for both our customers, and XYZ Company’s own employees. These include customizing the ... logic of our proprietary HTML5 …, and we expect him to continue to write documentation that further enables our customers to smoothly and optimally integrate our industry-leading technology, and also write documentation for the new technologies, systems, and processes that are continually being developed in this field.

* **Develop training specifications for new employees**. [5%]

As an expert on our technologies, systems, algorithms, and workflows, Mr. Beneficiary has an important role in ensuring that this knowledge is passed on and disseminated to other employees who have a role in using these technologies. He will write internal teaching documents on these proprietary technologies, and contribute to the specifications and standards for what our Solutions team should know about our ... technology and algorithms, and our APIs. He also will continue to be responsible for code modules in XYZ Company’s GitHub code repository, which are used for example and instruction for both our customers and employees.

In sum, the position of … Specialist is highly demanding, requiring the expertise of a professional who has specialized and advanced knowledge of XYZ Company’s proprietary technologies and product implementation processes/workflows.

**Mr. Beneficiary has demonstrated that he possesses the requisite specialized knowledge to successfully perform all of the above duties as our … Specialist at XYZ Company. From his time with XYZ Company, Mr. Beneficiary has become our Subject Matter Expert on our ... technology and algorithms, and implementing and optimizing XYZ Company’s … using our Application Programming Interfaces.**

For more information regarding Mr. Beneficiary’s proposed position in the U.S. and its relation to others in XYZ Company, please refer to the attached **Organizational Charts**.

**Specialized Knowledge Required**

As noted above, the instant position requires specialized knowledge of XYZ Company’s … technology and algorithms, and advanced knowledge of XYZ Company’s processes/workflows (i.e., implementing and optimizing our technology using our Application Programming Interfaces).

Mr. Beneficiary has been selected to serve as … Specialist at XYZ Company because of the following specialized and advanced knowledge that he possesses:

1. **Specialized Knowledge in our product and our ... technology: Mr. Beneficiary has developed many of the algorithms that make up our … and he wrote our technical documentation “Custom …” on ... technology. Also, he is our foremost expert on implementing this technology and adjusting our proprietary algorithms to suit the needs of our customers.**

1. **Advanced Knowledge of implementing and optimizing our proprietary … using our Application Programming Interfaces. As our implementation expert, Mr. Beneficiary takes the lead on our most challenging and esoteric/unusual implementations. He utilizes his advanced degree in …, and expertise in our product, … systems, and our client’s systems, (including programming languages, cloud/local storage, advertising, , and target audience and software/equipment). He thereby is able to optimize our industry-leading technology in any system available today. He has extensive knowledge of our proprietary Application Programming Interfaces, and has ownership and responsibility for … most important API client modules for the Go programming language.**

Such knowledge is unique even within our organization, as described above. An individual who does not possess such knowledge would be unable to conduct the duties described required for this position. The duties are highly complex by nature, and dependent on an expert understanding of XYZ Company’s unique and proprietary product and implementation. Accordingly, Mr. Beneficiary will be a valuable asset to our company to help grow our business in the U.S.

**Summary of Specialized Knowledge Capacity**

As stated above, according to 8 CFR §214.2(l)(1)(ii)(D), specialized knowledge means “special knowledge possessed by an individual of the petitioning organization's product, service, research, equipment, techniques, management, or other interests and its application in international markets, or an advanced level of knowledge or expertise in the organization's processes and procedures.”

As described in detail above, Mr. Beneficiary possesses not only special knowledge of XYZ Company’s products and ***patented*** technology, but also an advanced level of knowledge in the procedures/workflows relating to our product implementation. ***In particular, Mr. Beneficiary has special and advanced knowledge of XYZ Company’s Application Programming Interfaces and ... technology. He is XYZ Company’s implementation expert: he has greater knowledge (than anyone at, or outside of XYZ Company) of customizing and optimizing XYZ Company’s technology to work seamlessly, flawlessly, and optimally with any technology used today.*** Mr. Beneficiary gained this advanced knowledge in XYZ Company’s technologies and workflows/procedures through his employment with XYZ Company’s subsidiary in ...

In order to facilitate and expand our growth and industry leadership, we have need of an expert individual, such as Mr. Beneficiary, with special and advanced knowledge of our ***patent***-protected products, tools, and processes. Therefore, we submit this petition for Mr. Beneficiary’s employment as a non-immigrant possessing specialized knowledge under L-1B status to serve as our … Specialist.

Because Mr. Beneficiary was employed in a specialized knowledge position for our subsidiary company in … for at least one (1) year **of the immediate three (3) years prior to entering the U.S.** and will be employed in a specialized knowledge position in the United States, he is qualified for L-1B status.

**Terms of Continued Employment**

We currently intend to employ Mr. Beneficiary for a period of three (3) years in the position offered as … Specialist. We understand the temporary scope of Mr. Beneficiary’s employment and have informed him of this condition of his employment with us. He will be compensated at an annual salary of $000,000.00.

We respectfully request your favorable consideration and processing of this petition. Thank you very much for your careful consideration of this matter.

Sincerely,

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

[Name of Signer]

[Title]