## Expert Opinion Letter (Confidential)

Analysis of Positional Requirements for L1A

Author: Dr. Brent D. Wilson

Author Info: George Fox University, Newberg, Oregon

Professor - Computer Science, Information Systems, & Cyber Security

## Education

2006-2009 Colorado Technical University Doctorate of Computer Science

Colorado Springs, Colorado

1997-2000 Nova Southeastern University

Master of Science Degree - Computer Science

Ft. Lauderdale, Florida

1986-1989 Western Oregon University Master of Arts Degree – Advanced Mathematics & Computer Science Education

Monmouth, Oregon

1982-1986 Western Oregon University

Bachelor of Science Degree - Computer Science

Monmouth, Oregon

1982-1986 Western Oregon University Bachelor of Science Degree - Mathematics

Monmouth, Oregon

# PROFESSIONAL HISTORY

1994-present George Fox University, Newberg, Oregon

Professor Computer Science, Information Systems, & Cyber Security

2002-2012 Chief Information Officer Portland, Oregon Ailan Corporation

# PROFESSIONAL AFILLIATIONS & BOARD MEMBERSHIPS

2014-present Advisory Board member, Oregon Computer Science Teachers Association 2002-present Member of the National Board of Directors of the Consortium for Computing Sciences in Colleges (CCSC).

2002-present Member of the NW Regional Board of Directors of the Consortium for Computing Sciences in Colleges (CCSC).

2006-2011 Technical Member of Advisory Board Oregon Aesthetic Technologies – Portland, Oregon

1996-present Member of IEEE Computer Society

1996-present Member of ACM (Association of Computing Machinery) Special Interest Group Membership: Computer Science Education

## United States Department of Homeland Security

Citizenship & Immigration Services September 23, 2024

## Re: Expert Opinion Letter for the Classification of L1-A

To Whom It May Concern:

I have been requested to write an opinion letter as to whether the position of Chief Executive Officer (CEO) held by the beneficiary, Arthur Neves Peres Gonçalves, required specialized knowledge and whether, in my opinion, he possesses specialized knowledge of Asper Technology’s functions and operations.

My academic credentials include a Bachelor of Science Degree in Computer Science and a Bachelor of Science Degree in Mathematics from Western Oregon University; a Master of Arts Degree in Advanced Mathematics and Computer Science Education also from Western Oregon University; a Master of Science Degree in Computer Science from Nova Southeastern University; and a Doctorate of Computer Science Degree from Colorado Technical University.

I am currently a Professor of Computer Science, Information Systems, & Cyber Security at George Fox University, a university fully accredited by the Northwest Commission on Colleges and Universities. I have published several journal articles in different areas of computer science and computer programming and have given numerous presentations on computer science-related topics at professional and academic conferences, having served as Chair of such conferences as well. I am a member of the NW Regional Board of Directors of the Consortium for Computing Sciences in Colleges (CCSC), the National Board of Directors of the Consortium for Computing Sciences in Colleges (CCSC), and the IEEE Computer Society. My professional opinions have been widely accepted in all areas of computer science, computer information systems, Information Technology, and related areas. In addition to my career in academia, I have worked for over a decade as a Chief Information Officer for a provider of web-based technical solutions.

As an evaluator, I am responsible for reviewing academic and experiential qualifications to form part of a candidate’s credential evaluation report, providing a detailed analysis of the academic background and occupational experience that a person has received outside the United States.

Through my academic and professional experience, I have developed an expert knowledge on how to analyze, evaluate, and characterize job duties, responsibilities, qualifications, and expertise. Therefore, I am qualified to issue an opinion on the level and significance of Arthur Neves Peres Gonçalves’s ability as well as evaluate the appropriateness of granting him an L-1A visa.

Throughout the remainder of this letter, I will provide an analysis and advisory evaluation of Arthur Neves Peres Gonçalves’s eligibility for an L-1A visa.

I have applied the definitions of a specialized knowledge capacity and an executive or managerial contained in USCIS Service Law Book, my expert knowledge of what specialized and managerial duties are in an actual working environment and the position duties and qualifications for Business Analyst as described in the Occupational Outlook Handbook.

According to the Occupational Outlook Handbook published by the U.S. Bureau of Labor Statistics, business analysts play a crucial role in enhancing an organization's efficiency and profitability. They are responsible for identifying operational challenges, evaluating current business processes, and proposing strategic solutions to optimize performance.

*Chief executive officers (CEOs), who are also known by titles such as executive director, managing director, or president, provide overall direction for companies and organizations. CEOs manage company operations, formulate and implement policies, and ensure that goals are met. They collaborate with and direct the work of other top executives and typically report to a board of directors.*

*There may be other types of chief executives—such as chief operating officers (COOs), chief financial officers (CFOs), or chief human resources officers—who manage a specific part of the organization. The knowledge, skills, and job duties that these executives have differ, depending on which department they oversee.*

O\*NET Online lists the following tasks that parallel the prior position and the proffered position in this matter.

* Direct or coordinate an organization's financial or budget activities to fund operations, maximize investments, or increase efficiency.
* Appoint department heads or managers and assign or delegate responsibilities to them.
* Analyze operations to evaluate performance of a company or its staff in meeting objectives or to determine areas of potential cost reduction, program improvement, or policy change.
* Direct, plan, or implement policies, objectives, or activities of organizations or businesses to ensure continuing operations, to maximize returns on investments, or to increase productivity.
* Prepare budgets for approval, including those for funding or implementation of programs.
* Confer with board members, organization officials, or staff members to discuss issues, coordinate activities, or resolve problems.
* Implement corrective action plans to solve organizational or departmental problems.
* Direct human resources activities, including the approval of human resource plans or activities, the selection of directors or other high-level staff, or establishment or organization of major departments.
* Establish departmental responsibilities and coordinate functions among departments and sites.
* Preside over, or serve on, boards of directors, management committees, or other governing boards.
* Negotiate or approve contracts or agreements with suppliers, distributors, federal or state agencies, or other organizational entities.
* Coordinate the development or implementation of budgetary control systems, recordkeeping systems, or other administrative control processes.

## Arthur Neves Peres Gonçalves possesses specialized knowledge of Asper Technology’s

**functions and operations.**

Asper Technology is a prominent Brazilian company specializing in cutting-edge cybersecurity automation and digital transformation. With offices in São Paulo, Rio de Janeiro, and Brasília, Asper Technology has established itself as a key player in delivering comprehensive security solutions across various industries. The company focuses on monitoring, detecting, and responding to security threats, providing 24/7 protection. Asper Technology’s services are organized into specialized "towers" of expertise, including Identity and Access Management (IAM), Endpoint Protection (EPP), Secure Access to Cloud Services (SASE), and Network Threat Detection (NDR). Through these offerings, Asper Technology tailors solutions to meet its clients' specific cybersecurity needs, whether they require managed security services (MSS), application security, or endpoint security.

Asper Technology is known for its advanced capabilities in cybersecurity, which include microsegmentation, application security, and cloud security. The company operates advanced

Security Operations Centers (SOC) that enable continuous monitoring and rapid threat responses. Additionally, Asper Technology's Red Team provides penetration testing services that simulate cyberattacks to help clients strengthen their defenses. The company's partnerships with global technology leaders like Fortinet, IBM, Akamai, and Palo Alto Networks further enhance its ability to deliver top-tier security solutions that meet international standards.

In its expansion to the U.S. market, Asper Technology aims to bring its innovative cybersecurity solutions to industries that are increasingly reliant on robust digital infrastructure, such as finance, healthcare, and retail. With a growing demand for cybersecurity in the U.S., Asper Technology is well-positioned to provide critical services like endpoint protection and cloud security. This expansion is expected to create jobs in the tech sector and drive innovation in the cybersecurity landscape, helping U.S. businesses protect against the ever-evolving threats in today's digital world.

Arthur Neves Peres Gonçalves possesses a depth of knowledge about Asper Technology’s processes and products that goes beyond the common expertise found in the cybersecurity industry. His understanding of the company’s proprietary cybersecurity automation solutions, such as advanced identity and access management (IAM) systems and secure access to cloud services (SASE), is highly specialized. These solutions require intimate familiarity with Asper Technology’s unique architecture, security protocols, and integration methodologies—knowledge that is not easily acquired through industry experience alone. His ability to oversee and enhance these systems stems from years of developing and refining them to meet the company’s specific standards, making his expertise in Asper Technology’s product offerings distinct from what is typically required in similar roles.

Arthur Neves Peres Gonçalves’s knowledge extends to the company’s patented technologies and operational procedures, which demand a unique level of insight. For example, his deep involvement in Asper Technology’s Red Team services, which simulate security breaches to test vulnerabilities, requires an advanced understanding of proprietary penetration testing techniques and specialized cybersecurity defenses. This expertise is uncommon and exclusive to Asper Technology’s operational framework. His intimate knowledge of these technologies allows him to contribute in ways that someone in a similar position, even within the broader cybersecurity industry, would not be able to replicate. His experience with Asper Technology’s product development lifecycle, including their application security solutions and methodologies like Static and Dynamic Application Security Testing (SAST/DAST), sets him apart as a leader with unparalleled expertise in the company’s specific technological landscape.

Arthur Neves Peres Gonçalves has been consistently promoted within Asper Technology, from his founding role to becoming the Global CEO, largely due to his specialized knowledge that has driven the company's remarkable growth. His deep understanding of Asper Technology’s proprietary processes and his strategic leadership were critical in the company’s expansion into new markets and the achievement of significant financial milestones, including generating over R$ 300 million in revenue by 2023. This specialized knowledge, which he developed over years of hands-on experience with Asper Technology’s products and services, is rare and crucial to the company's success, allowing him to navigate complex challenges that others in the industry might not be able to address. His contributions are a testament to his unique expertise, which is highly specific to Asper Technology and its innovative approach to cybersecurity.

## The position of Chief Executive Officer (CEO) held by Arthur Neves Peres Gonçalves at Asper Technology required specialized knowledge.

Arthur Neves Peres Gonçalves currently serves as the Global Chief Executive Officer (CEO) of Asper Technology, a leading cybersecurity firm based in Brazil. In this role, he is responsible for the overall strategic direction and long-term growth of the company. His duties include developing and articulating Asper Technology’s vision, mission, and strategic goals, as well as leading the executive team in executing comprehensive business strategies. He oversees the day-to-day operations of the company, ensuring that all business processes align with its objectives, and monitoring performance against key metrics such as operational efficiency and financial health.

Arthur Neves Peres Gonçalves’s contributions have significantly enhanced Asper Technology’s productivity, competitiveness, and market presence. Since its founding in 2015, he has led the company to impressive revenue growth, reaching R$ 300 million in 2023. His strategic leadership has enabled Asper Technology to expand into new markets, consolidate its position as a sector leader, and form strong relationships with global technology giants like IBM, Fortinet, and Palo Alto Networks. Under his leadership, Asper Technology has successfully managed complex client relationships and developed tailored cybersecurity solutions that cater to the evolving needs of major industries such as finance and healthcare. His expertise in managing these relationships has been critical to the company’s continued success.

Arthur Neves Peres Gonçalves’s specialized knowledge of Asper Technology’s complex operations and cybersecurity solutions is evident in his deep understanding of sophisticated processes like Security Operations Centers (SOC) and network threat detection systems. He has overseen the

development of innovative services such as microsegmentation and cloud security, which are essential for protecting clients against emerging digital threats. His technical knowledge, coupled with his leadership in driving the company's expansion and innovation, has positioned Asper Technology as a vital player in both the Brazilian and international cybersecurity landscapes.

## The position of Chief Executive Officer (CEO) being offered to Arthur Neves Peres Gonçalves by Asper Technology requires specialized knowledge.

Arthur Neves Peres Gonçalves will assume the role of Chief Executive Officer (CEO) at Asper Technology's U.S. operations, a position that mirrors his current executive responsibilities in the foreign entity. In this capacity, he will lead the strategic direction of the company, guiding its expansion into the U.S. market, which includes developing business strategies, overseeing day-to- day operations, and managing relationships with key clients and partners. He will also be responsible for overseeing the hiring and management of U.S.-based staff, ensuring that Asper Technology’s U.S. operations align with its global business strategy, and fostering innovation to meet market demands.

Arthur Neves Peres Gonçalves’s transfer to the U.S. is essential because his specialized knowledge of Asper Technology’s cybersecurity and automation solutions is distinct and uncommon within the industry. His deep understanding of the company's proprietary processes, such as Security Operations Centers (SOC) and network threat detection, cannot be easily replicated or taught to another individual without substantial cost and time investment. His ability to integrate Asper Technology’s innovative solutions with complex client infrastructures makes him an irreplaceable asset in leading the U.S. expansion.

Furthermore, Arthur Neves Peres Gonçalves possesses intimate knowledge of Asper Technology’s foreign operating conditions, gained through his direct experience in establishing and leading the company’s operations in Brazil. This includes navigating market-specific challenges, managing large- scale client relationships, and adapting Asper Technology’s solutions to meet the needs of diverse industries. His familiarity with the intricacies of these processes is invaluable to the U.S. operations, where he will replicate successful strategies tailored for the local market.

Arthur Neves Peres Gonçalves’s specialized knowledge of Asper Technology’s products and services has been honed over years of experience and cannot be easily transferred. This expertise, which includes cybersecurity automation and application security solutions, has positioned Asper Technology as a leader in Brazil and will be critical to capturing market share in the U.S. Given the

rapid pace of technological change, having him at the helm ensures Asper Technology can remain competitive and responsive to industry needs without the delays that would come from training another executive to achieve his level of knowledge.

Arthur Neves Peres Gonçalves’s unique qualifications and proven track record in driving Asper Technology’s success make him the ideal candidate to lead the company’s U.S. operations. His leadership, combined with his specialized knowledge of the company’s innovative cybersecurity solutions, will be instrumental in enhancing Asper Technology’s competitiveness in the U.S. market, particularly as the demand for cybersecurity continues to grow.

# CONCLUSION

In conclusion, Arthur Neves Peres Gonçalves meets the criteria for the L-1A visa due to his pivotal executive role and specialized knowledge that are crucial to Asper Technology’s continued growth and success in the U.S. As the current CEO of Asper Technology in Brazil, he has demonstrated exceptional leadership and strategic vision, guiding the company through phases of significant expansion and innovation. His deep understanding of Asper Technology’s proprietary cybersecurity solutions, coupled with his vast experience in managing complex client relationships and operations, positions him as a uniquely qualified leader for the U.S. branch.

Arthur Neves Peres Gonçalves’s specialized knowledge, which has been cultivated through years of hands-on experience, is distinct and irreplaceable within the industry. This expertise cannot be easily transferred to another individual without significant economic cost and time investment, making his presence in the U.S. indispensable to Asper Technology’s strategic goals. His ability to replicate Asper Technology’s successful business strategies and adapt them to the U.S. market will ensure the company remains competitive in an evolving industry, particularly as the demand for cybersecurity solutions continues to rise.

Given his proven track record of success, his specialized skill set, and the critical role he will play in expanding Asper Technology’s U.S. operations, it is clear that his transfer is not only necessary but also essential for the company’s growth. Therefore, we respectfully request the approval of the L-1A visa for Arthur Neves Peres Gonçalves to oversee and lead Asper Technology’s expansion into the U.S. market, ensuring the company's long-term success and continued innovation.

Granting Arthur Neves Peres Gonçalves an L-1A visa will enable Asper Technology to retain a vital asset within its workforce. His extensive and specialized knowledge, honed through years of

practical experience, is crucial for the success of Asper Technology’s U.S. operations in a competitive market. Arthur Neves Peres Gonçalves’s expertise in cybersecurity solutions and his leadership in innovative strategies make him a key contributor to the company's future achievements. The L-1A visa will not only allow him to continue his essential role at Asper Technology but also ensure that his unique skills and experience are leveraged to support the company’s long-term objectives. In the rapidly evolving fields of cybersecurity and technology, retaining talent like Arthur Neves Peres Gonçalves is essential for maintaining a competitive edge and driving security innovations. Therefore, his continued presence in the organization, facilitated by the L-1A visa, is vital for both Asper Technology and the broader objectives of the U.S. technology sector.

To the best of my knowledge, I have no reason to doubt the authenticity and accuracy of these documents. Please feel free to contact me if you have any questions or concerns.

Sincerely,



Dr. Brent Wilson, D.C.S. George Fox University

Professor of Computer Science, Information Systems, & Cyber Security September 23, 2024

## References:

* https://[www.uscis.gov/working-in-the-united-states/temporary-workers/l-1a-](http://www.uscis.gov/working-in-the-united-states/temporary-workers/l-1a-) intracompany-transferee-executive-or-manager
* https://[www.onetonline.org/search/task/choose/11-1011.00](http://www.onetonline.org/search/task/choose/11-1011.00)
* https://[www.asper.tec.br/](http://www.asper.tec.br/)