XXXX

Supporting Documentation
Business Plan
EB2 Visa
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This business plan will support XXXX’s application for an EB2 Visa by highlighting his experience in the IT industry, specifically system analysis, project management, and as a mentor who can help young IT professional choose their path in the evolving IT industry.
Executive Summary

XXXX is an experienced IT project manager, developer, and team leader with over 24 years of experience working in multiple IT roles in various leading IT organizations in Brazil. He received his Bachelor’s degree from the Pontifical Catholic University of Campinas in Systems Analysis in 1993. He also received a postgraduate diploma in health services administration from the University of Ribeirão Preto in 1996. This gave him early knowledge of administration and management which he later transformed into his role as an IT project Manager. XXXX started his Master’s degree later in his career when he enrolled at the University of Fortaleza in 2001 and received his Master’s degree in Database that complement his bachelors’ in systems analysis.

XXXX started his career while working for two years each with XXXXX respectively as developers along with one year with ZZZZZ developing systems for the organization. He later moved to work at YYYY as a developer in January 1997 and worked there for 9 years until January 2006. This experience helped him understand system development and how to lead large teams. He also worked as a professor at the Federal University of Ceará from February 2005 to December 2006 while teaching various IT subjects. He joined TTTTTT December 2006 for four years until May 2011, where he served as an IT project team leader and performed system analysis and development.

XXXX joined YYYY in February 2006 and is currently working there as IT Project Manager while leading IT teams and executing large projects with his experience of designing large hospitals. His experience of managing large teams while performing IT project and process management and many other services has helped him emerge as an expert IT professional.

His experience and expertise has helped him establish a prominent place in Brazil’s IT industry and his experience can be used by the American IT industry, which is looking to fill the gaps in the tech industry where there are significant shortages of highly experienced individuals. It is important for the US to perceive that waiving the job offer and labor certification requirement will help get talented individuals who can contribute to the US economy and help the IT industry. XXXX’ experience and expertise in project management is yet another niche where the United States has a shortage that can only be filled by providing individuals like XXXX an opportunity to work in the United States and using their talent to improve the US economy. Thus, it is important for the US to waive these requirements, enabling XXXX to obtain an EB2 visa in order to work in the country.
Applicant’s Profile

Introduction

XXXX has over 24 years of diversified experience in the field of Information Technology (IT) with his core focus being on leading IT teams in system analysis and database management. His educational credentials favor his role of working as IT project manager during 13 years in his career. He is one of those individuals that progressed from a junior-level position (1997 to 2006), which helped him to grow as a project leader in his career. His distinguished career is a true example of how hard work and dedication can help an individual achieve success and enable him to impart that education to others. XXXX has also served as a professor at the Federal University of Ceará, Brazil, where he taught Information Structure and other subjects for approximately two years, providing him with an opportunity to train students in multiple IT subjects.

Educational Background

XXXX began his education from Colégio Objetivo de Campinas, Brazil. He had a long-term vision of the growing IT industry in the 1990s and thus chose to pursue a Bachelor’s Degree in System Analysis. He enrolled at the Pontifical Catholic University of Campinas to get his Bachelors’ in System Analysis that helped him to start his career at Datcahos Consulting as a developer. He then studied at the University of Ribeirão Preto (1995-1996) where he received his postgraduate diploma in health services, which helped him develop his understanding of health services to diversify his credentials and apply it in his job while working with Datcahos Consulting as it . His experience in systems analysis, database specification, and system development helped him to further advance his education by enrolling in the Masters program at the University of Fortaleza, where he received his Master’s degree in Database Studies from 2001 to 2004.

Professional Background

XXXX started his career in 1997 after completing his graduation, when he joined Datcahos Consulting as a developer responsible for leading the development team, performing systems analysis, database specification, and developer (DBMS Postgresql, Oracle, MSSQL and OpenBase/TSGBD). He worked at Datcahos Consulting until January 2006 and then began teaching at the Federal University of Ceará from February 2005 to December 2006. In his brief teaching career, he taught subjects that were core to his education and profession. They included Information Structure, Introduction to Computer Science, Computer Program (C Language), Information System, and Database. He joined Empresa Industrial Técnica in December 2006 for around four and a half years as Team Leader for systems analysis and project management. He has been working as IT project manager with Insystem Consultoria e Sistemas since February 2006.
XXX has two major academic qualifications. He received his Bachelor’s Degree in Systems Analysis from the Catholic University of Campinas, which he began in 1989 and completed in 1993. The course helped him gain a solid background in Software Engineering, Database, Computer Programming, Computer Networks, Interfaces, Analysis, and Systems Design. The course followed the dynamics of the Information and Communication Technology sector, constantly updating its pedagogical project. The Systems Analysis course also helped him prepare for critical, active, and increasingly aware social roles and their contributions to the country’s scientific and technological advancement, in addition to ensuring the expansion of human capabilities in close relationship with technical and scientific learning in the field of Computing and Informatics. His bachelor's degree helped him gain in-depth knowledge about systems analysis and start his career with Datacahos Consulting as a developer in systems analysis and database specification.

After completing his graduation, XXXX completed a postgraduate diploma in Health Services Administration that helped him understand the basics of healthcare administration and gain an understanding of managing operational activities within the healthcare service segment. He completed his one-year diploma from the University of Ribeirão Preto in 1996.

XXXX always wanted to continue studies that would enable him to improve his knowledge, skills, and help him to keep up with the ever-changing IT service industry. XXXX joined the University of Fortaleza in 2001 to recommence his education by enrolling in the Master’s program in Database that would complement his Bachelor's Degree in Systems Analysis. The Master’s program in database helped him to prepare to work with databases, computer systems, and web applications. By specializing in database management, XXXX prepared himself for work as a database administrator, who could design, implement, and support his organization’s computer systems. His master’s degree helped him play a key role in organizing and securing this information by using a variety of database technologies. The main courses of his master’s program included:

- Database design
- Information structures
- Database applications
- Database technologies for the web
- Information security
- Data mining and warehousing

Thus, XXXX’ education with a bachelor’s degree in systems analysis and a master’s degree in database has helped him grow as a leading professional in the global IT industry, with over 24 years of work experience in this field.
Publications
Professional Experience

**Developer at XXXX**
January 1997 – January 2006 (9 years and 1 month)

XXXX moved towards joining YYYYY as a developer to work with this company in IT. His job role and responsibilities included:

- Leading the systems analysis and development team in performing current systems analysis and identifying any major problems regarding new system implementation
- System analysis and database specification regarding old or new systems, along with the impact of changes made after the implementation of any new system
- Development of systems and ensuring that all system development protocols are followed
- Development of DBMS using Postgresql, which is free and one of the most advanced open-source database systems
- Database management for Oracle applications
- Database management for Microsoft SQL Server, enabling users to efficiently manage data through SQL server management
- OpenBase/TSGBD database management

**Professor at the XXXXX**
February 2005 – December 2006 (1 year 11 months)

XXXX’ time as a professor while teaching at the YYYYY helped him impart the knowledge that he has gained over the years through his experience and expertise. He taught the following major subjects while working as a professor from 2005 to 2006:

- Information structure, including information packaging, information transmission, and information management
- Introduction to computer science, where he helped explain computer science and programming with details of various languages, including C, PHP, JavaScript plus SQL, CSS, and HTML
- Computer Program (C Language), including supporting structural programming
- Information system and its different aspects regarding database management

XXXX started his career when he joined the following organization while working as developer before moving towards a bigger role with Datacahos Consulting:

- XXXX as a Developer for 2 years
- YYYY as a Developer for 2 years
- YYYYY as a Developer for year
Professional Certifications

It is important to understand that the IT industry is the fastest changing industry globally, and changing dynamics, marketplace, and constantly evolving technology makes it necessary for individuals working in the industry to adapt to change, learn new technologies, and get the latest certifications that would help them progress in their respective fields. Having an IT certification shows that a candidate or current employee is credible, dedicated, and competent. It shows that the individual has invested time and money into improving their skill set within a certain field.

XXXX has received multiple certifications over the years that have helped him improve his abilities in Information Technology and increased his competency. Following are the major certifications that he has received over the past few years:

• PMP (Project Management Professional)
• PMI-ACP (Agile Certified Professional)
• CSM (Certified Scrum Master)
• OCEB (OMG Certified Expert in BPM)
• ITIL (Information Technology Infrastructure Library) Implementer of MPS.BR (Improvement of Software Process) Project Management
• Microsoft Project Process Design Process Improvement Bizagi
• Bonita
• Database Administration
• Oracle
• PostgreSQL
• NoSQL Database
• Data Mining and Data Analysis
• Cloud Computing
• Languages: Java, Javascript (ExtJS, React, NodeJS), PL/SQL, APEX, Delphi, AdvPL
Scope of Services
Information Technology in the United States
Scope of Services

Overview

XXXX as a system analyst has helped his organization to implement and improve its entire IT system, including analyzing the current system’s capabilities, identifying improvements needed in the system, and working towards creating an advanced and secure system for the organization.

In his work as a system analyst, he was part of a team of engineers and developers that worked with him to understand IT systems, software development, and the use of different programming languages. Major activities associated with his role as system analyst included:

• Examining and evaluating current systems
• Identifying system requirements
• Liaising with users to track additional requirements and features

System Analyst

His core expertise as a systems analyst included analyzing how well software, hardware, and the broader IT system fit within the business needs of an employer or of their client. His job role included analyzing requirements for new systems based on the organization’s needs and working with developers and engineers to implement them. Once the implementation was complete, he was also involved in monitoring their effectiveness and identifying any ongoing requirement for further improvement in the system. Apart from his role of system analyst (Developer) with Datacahos Consulting, these are some of the key sectors that use the services of system analysts:

• IT or software consultancy firms
• Commercial and industrial organizations
• The Civil Service
• Retailers
• Service industries
• Financial institutions

Responsibilities

His main responsibilities as a system analyst included:

• Examine and evaluate existing systems
• Identify new system requirements
• Liaise with users to track additional requirements and features
• Document interfaces between new and legacy systems
• Collaborate with IT team and other developers to produce new systems
• Validate changes by testing programs
• Train users on the new operating systems and provide support
• Ensure deadline and budget requirements are met
• Stay up to date with current technologies and technical developments
Scope of Services

Overview

XXXX, in his role in database management, had experience with multiple companies working in the technology sector, using specialized software to store and organize data. This included various types of information, from confidential financial numbers to payroll data, to customer records. In his role as project manager and database administrator, he made sure that data is available to users and that it’s kept secure from unauthorized access or accidental loss or corruption.

In his role as data administrator over the past several years, he worked to manage databases for multiple companies that use systems to keep track of their customers’ financial information and details. Other DBAs work for companies such as healthcare businesses and management systems containing patients’ medical records.

Database Administrator

XXXX developed skills and expertise as Project Manager and Database administrator. His skills include:

**Analytical skills:** Monitoring database performance and evaluating complex information from a variety of sources.

**Communication skills:** He worked as a team leader and communicated effectively with managers, developers, and other workers.

**Detail oriented:** Working with a database required him to have an understanding of complex systems, and how a minor error can cause major problems.

**Problem-solving skills:** When problems arose during his phase of project management and database administration, he troubleshooted them and resolved the problems.

Responsibilities

XXXX had a variety of tasks during his multiple roles as a database manager, administrator, project manager, among others. His duties and tasks included:

- Evaluate database software and its entire management, from setting it up to making it operative
- Supervise modifications to existing database software to meet the needs of clients as well as company projects
- Maintain the integrity and performance of client databases
- Ensure that data is stored securely and optimally, as per database management protocols
- Inform end users of changes in databases and training them to utilize new and advanced systems that he made over the previous years
- Ensure the security of company data as per changing security protocols
Competency Framework

Logical Thinking
XXXX’ core competency in his roles as system analyst, project manager, and database administrator has been his logical thinking, common sense, and above-average memory. He has a natural ability to think methodically using an elimination-based approach, coupled with a good memory, that has helped him to effectively manage his team over the years and has helped him to complete his tasks efficiently. This includes the ability to recall technical facts about various systems and platforms relevant to setup.

His ability to think and create solutions to difficult problems has helped him to move forward in the right direction, helping his team and organization to develop creative solutions for system and database management.

Troubleshooting Skills
XXXX has excellent troubleshooting skills that have helped him transform from developer/ system analyst to a project manager and achieve success for himself and his organization. When presented with a problem, especially one he had never encountered, his ability to think through the possible causes and then eliminate and follow them logically to the end is his salient capacity. As a great project manager, he is someone who can identify problems, and then quickly determine potential causes and construct possible solutions.

Desire to Learn
XXXX’ strong desire to learn has helped him progress and succeed in the ever-changing global IT arena and has helped him ensure that he remains focused on his desire to achieve success together with his team that has helped him manage multiple projects effectively in accordance with the expectations of the management and the customers.

His desire to learn helped him progress from a Bachelor’s degree in System Analytics to a Master’s degree in Database that clearly showcases his desire to learn. Another important fact is that XXXX taught at the YYYYÝ for a period of a little less than two years to impart information to help others grow with his practical experience.
Current Situation
Substantial Merit

ManpowerGroup conducted an analysis of the talent shortage in the United States. As per their report, talent shortages in the U.S. have more than tripled in a decade with 69% of employers struggling to fill positions up from just 14% in 2010, according to a ManpowerGroup (NYSE: MAN) survey. When employers cannot find the talent they need, they must act differently and consider what workers want, concludes the leading global workforce solutions company.

As organizations across all sectors transform, the top ten hardest to fill roles in the U.S. are changing fast with five new entries this year - IT, engineering, accounting and finance, construction and customer support professionals. Technology skills are now the second hardest to find, reflecting today's new reality that all companies are IT companies. To attract the best talent across all industries, flexibility over when and where work gets done, mental and physical well-being to balance work and life, and challenging work to build skills are increasingly important to workers, while competitive pay and healthcare are non-negotiable.

XXXX, as a skilled IT professional with a Bachelor’s in System Analysis and a Masters in Database, with over 24 years of professional experience, is surely someone who can fill this talent gap in the IT sector.

Substantial Merit - Tech Talent Shortage

- Fintech and Information Systems will be missing 10.7 million tech workers by 2030, resulting in $1.3 trillion in lost revenue, which will surely impact the US economy.
- High-tech, media, and telecom will be missing 4.3 million digital workers by 2030. These shortages are predicted to cost the industries $449.7 billion in unrealized revenue and thus will negatively impact the US GDP and its economy.
- Manufacturing will face a deficit of 7.9 million tech workers by 2030. The resulting loss in revenue may be as high as $607.1 billion.
- The NYC tech ecosystem is believed to be most affected by the talent shortage. Although at first sight it seems to be booming with success stories in digital media and SaaS spurring new companies, investments, and opportunities, the effort and commitment to turning NYC into a tech sweet spot is already a decade in the making. The NYC talent pool is the second largest in the USA, following the Bay area. Despite this, the NYC startup ecosystem is a far cry from that in Silicon Valley.
- The local talent shortage is the primary reason US companies look for talent beyond domestic pools. The second reason is obvious – the cost of talent!
- XXXX aims to be one of the individuals that could help the US economy by contributing his role in reducing the manpower shortage and improving tech jobs in the country.
The US Tech Shortage

According to The Wall Street Journal, “Six-figure bonuses, outsize equity stakes and the flexibility to work from just about anywhere: These are some of the perks companies are offering information-technology workers as they compete for talent in a tight labor market, job seekers and recruiters say.”

Gartner estimates that most large U.S. companies are competing to fill many of the same technology roles, including computer and information research scientists, systems managers, analysts, engineers, and software architects. Nearly a third of the most critical roles, like tech talent, are left unfilled after five months, costing millions in lost productivity on the table for each company every year.

Demand for these workers is growing as companies worldwide seek an edge over competitors by using technology such as cloud computing, data analytics, and artificial intelligence. Global spending on these and other enterprise IT tools is expected to reach $3.79 trillion this year, up 1.1% from 2018, Gartner said.

In the first half of 2019, tech job postings in the U.S. rose 32% from a year earlier, according to federal employment data analyzed by IT trade group CompTIA. In the past three months, U.S. employers had about 918,000 unfilled IT jobs.

Sought-after IT workers, such as developers and engineers with experience in AI, who take new jobs this year are fetching average annual salaries of $200,000, up from $150,000 a year ago, according to staffing firm Mondo, a subsidiary of Chicago-based Addison Group LLC.

The United States Immigration Department needs to understand the role of XXXX and other similar experienced tech managers who aim to reduce this shortage by providing their services in the US. Thus, their abilities will have to be given substantial merit by the US immigration authorities. XXXX will contribute his experience and expertise to this end.

Contribution
Contribution

Team Development
XXXX has been working as Project Manager since February 2006 and thus has over 13 years of experience in leading complex IT system and database projects. Thus, his experience in developing teams, managing complex projects and leading young professionals will surely help the US to train its young tech workers.

Providing Counseling
His experience in leading IT teams over the past several years has helped him to work with them as a leader where he can provide counseling, help, direction, and training. XXXX’ experience will help the young US tech workers understand their career position and take future steps considering their long-term goals and vision.

Tech Growth
XXXX’ has helped businesses improve their systems, database management, and has led teams that have impacted IT systems across the globe. His experience will certainly help the United States grow its tech industry, along with reducing the tech worker shortage with skilled workers like XXXX.

Conducting Research
XXXX has over 24 years of experience in Information Technology with expertise in system analysis and database management. Thus, his experience will ensure that he performs extensive research in the larger interest of the United States.
National Interest Waiver
Advance the Proposed Endeavour

Overview

The ESI Project Manager Salary and Development Survey, based on data from 1,800 project managers in 12 different industries across the U.S., reports that as projects continue to increase in complexity and size, many organizations find themselves both understaffed and with underdeveloped project management professionals. And that's putting them at a competitive disadvantage.

According to the survey, 44 percent of the reported project staffing shortages are for senior-level project managers, and 48 percent of survey respondents said it was "very difficult" to find senior talent. Unfortunately, it is this group of people that organizations depend on to deliver their most strategically important projects.

Many organizations have stopped actively developing their existing project manager talent due to reductions in training budgets. In many cases, this means they have very little in the way of 'bench strength' and do not have a qualified group of mid-level project managers ready to move up to the senior ranks as project demand increases.

XXX’ advancement

XXXX has worked in IT Project Management for more than 13 years with Insystem Consultoria e Sistemas, having experience in IT Project and Process Management while leading large teams as Team Leader. He has experience as a Project Manager in Software Process Improvement that has helped him to understand the organization’s current system and make necessary improvements in order to transform systems. His experience in managing a project that had large system analysis and database specification management has helped him to improve his expertise and will surely help him in the advancement of his career in the US IT industry. The shortage of project management professionals provides XXXX with an opportunity where his expertise in project design and development, DBMS Postgresql, and Oracle will certainly help the United States gain an extremely professional Project Manager who, besides having hands-on experience in Project Management, is also a Certified Project Management Professional and thus in order to keep these credentials as PMP and PMI-ACP, he still attend seminars and symposia as he has to report these PDUs (Professional Development Units) to PMI (Project Management Institute). In order to strengthen his network as a project manager, he joined the Central Florida PMI chapter as a member. While he is still working as IT Project Manager at Insystem, he also taught preparatory course for PMI-ACP certification by ICertGlobal and Agile & Scrum certification course by ICertGlobal.
Advance the Proposed Endeavor

XXXX’ experience of over 24 years working as an Information Technology Project Manager has demonstrated his capabilities and has well-positioned him to advance the proposed endeavor where he can apply his professional experience in Information Technology along with his knowledge and experience in the field of project management. The shortage of tech staff coupled with the shortage of project management staff provides a clear indicator that XXXX can certainly advance the proposed endeavor in achieving long-term growth in the US Information Technology Industry and the broader IT Project Management services.

His education credentials, coupled with his experience, clearly identified that he is well-positioned to advance the proposed endeavor, along with records of outstanding achievements and expertise in multiple IT fields, including ERP platform and programming languages. His experience in leading various projects and critical roles for his clients has surely given him the experience needed for advancement in the IT field as part of the proposed endeavor.

With his many years of experience, XXXX has demonstrated his ability to make significant contributions to the field of Information Technology while working in Brazil. This clearly shows that he is able to contribute his IT and Project Management services to US companies looking for experienced and talented professionals like him.

XXXX has the skills, abilities and required knowledge that would advance his proposed endeavor, as demonstrated through his educational credentials, together with advanced technical certifications that he has completed over the years. His successful career as Information Technology Project Manager in Brazil’s IT industry, where he worked on ERP platforms, aligning them with data centers, implementation of agile development methodology, and high-end help desk service, is a clear demonstration of his abilities. His experience with ERP platforms from Delphi to Java/JavaScript, along with business processes design of multiple institutions, has given him the required experienced needed for the advancement of his IT career and will surely help him to achieve long-term growth in his career.
Waiving Labor Certification Requirements

Introduction
It is important to note that national interest waivers are usually granted to those who have exceptional ability and whose employment in the United States would greatly benefit the nation. XXXX is requesting a waiver of the job offer and labor certification requirements that would allow him a waiver of national interest and thus allow progress in his immigration and EB2 visa approval. He has shown with his educational credentials that include a Bachelor’s in System Analysis and a Masters in Database, that he has the educational credentials and the ability that has helped him to first work as a developer and system analyst, and later move to leading teams and performing IT project management. His experience of over 24 years surely gives him an edge and an opportunity to earn a national interest waiver.

Information Technology
Information technology has expanded greatly over the past three decades, with changing systems, processes, technology, and required human resources. XXXX’ application for a national interest waiver fulfills the two criteria required for this waiver. His exceptional abilities are demonstrated by his education credentials, as well as his experience of over 24 years while working in Brazil’s IT industry. These things clearly demonstrate that it would greatly benefit the United States in hiring this professional who has worked in IT and has also led project teams. Both of these skills are in high demand, with a shortage of skilled IT staff and availability of experienced project managers. Thus, these things prove that XXXX deserves to be given a national interest waiver and his application for EB2 visa should be approved, which will allow the companies in the United States to get XXXX’ high-quality services.

Conclusion
It might be difficult for the immigration authorities to conclude on waiver of the national interest requirement for any application. They need to have a proper assessment of the case, understand the abilities of the individual and the experience of the applicant. Thus, the United States immigration authorities have an opportunity where the identification of the requirement for a national interest waiver is significantly easy, since XXXX’ experience and expertise are second to none. XXXX has demonstrated exceptional abilities through his hard work and dedication over the past 24 years that the United States can use in the technology sector. His experience will help the young work force to learn from his experience and expertise, as he would be creating project teams that will enable smooth execution of projects in the American IT industry.
Substantial Merit and National Importance

Our research through ManpowerGroup shows that the US economy will suffer losses amounting to $1.3 trillion as a result of manpower shortage in the United States technology industry. The shortage in experienced IT personnel can be reduced through allowing individuals like XXXX an immigration visa that will allow him to get a job in the US tech industry and contribute to the US economy.

Our research also highlights the shortage of project managers in the US IT industry where individuals like XXXX with his experience in IT project management can make a significant contribution to the US economy through his experience in project management. His experience and expertise provide substantial merit and are in the national interest of the United States.

Advance the proposed endeavor

XXXX’ experience and expertise in Information Technology gives him the required foundation to advance this proposed endeavor in the United States. His experience of over 24 Years in Information Technology Project Management with multiple certifications including PMP clearly highlights the role he can play in the US IT industry, that needs individuals like him to further strengthen the human resources and improve the technology sector in the country.

XXXX’ ability to manage large teams, while having experience of multiple programming languages, provides a sound basis with which he can impact the US technology industry while taking on large projects and helping to improve the systems implemented across the IT infrastructure. This advancement will certainly help the US economy.

Waive the job offer and labor certification requirements

The job offer and labor certification requirement waiver is given by the United States immigration authorities when they are certain that the individual has exceptional abilities and his hiring in the US would benefit the country. Providing a national interest waiver to XXXX will not impact the existing workforce, since we already have a shortage of experienced IT and project management personnel in the US.

XXXX’ education credentials and experience of over 24 years clearly provides a strong basis for the waiver of the job offer and labor certifications requirement which is further strengthened by the fact that if individuals like XXXX are not provided with the EB2 visa, it could negatively impact the US economy, which is already facing a lack of skilled IT human resources.