



Over 1,000 Trained Nationwide!

FROM: David Shapiro
David Silverberg

DATE: July 11, 2006

TO: Monica Borden
Education Program Assistant II

RE: Changes in SYS-ED Operations/Submission of Applications

1. Curriculum Submissions / Modifications to SYS-ED Websites
2. Business Plan / Profit and Loss
3. Previously Approved Catalogs - Modification

1. Curriculum Submissions / Modifications to SYS-ED Websites

Every course title with New York dates (listed in the public domain) will be submitted as a curriculum for review and approval to the New York State Department of Education – Bureau of Proprietary School Supervision. Effective July 1, 2006, the listing of courses and dates will be coordinated with our submission of curriculum to the New York State Department of Education – Bureau of Proprietary Schools Supervision. Select curriculum will also be submitted for review/approval for distance-learning. Dave Silverberg will be managing that aspect of the business.

A core legacy IBM mainframe curricula (19 courses), in which we have [longstanding experience](#) and [skillset dating back 25+ years](#), and first level open source software - [Java](#) (3 courses) and [UNIX](#) (2 courses), both of which we have been teaching in volume over the past year, will be submitted with our current application.

SYS-ED Legacy Mainframe Experience

http://www.sysed.com/tech_assessments/leader/mainframe_training.asp

http://www.sysed.com/tech_assessments/leader/mainframe_legacy_systems.asp

SYS-ED Java Experience

http://www.sysed.com/tech_assessments/leader/java_training.asp

SYS-ED UNIX Experience

http://www.sysed.com/tech_assessments/leader/unix_training.asp

Our business plan assumes that it will take anywhere from 3 to 5 years to submit all of the SYS-ED course titles listed in the public domain. No more than 5 curriculum will be submitted at a time and will be part of ether a logical collection or group in response to a specific request by client organizations. There will be a maximum of 6 curriculum submissions over a 12 month period. This will provide for 30 submissions (6 submissions/year * 5 curriculum per submission) over a 60 month (12 months * 5 years) period. This would be a total of 150 (30 x 5) curricula. The fourth page of this memorandum provides the projected submission of the initial 60 curriculum – BPSS -30.

CALL	CLICK	Empire State Building	350 Fifth Avenue – Suite 2616	US headquarters
212-564-9147	www.sysed.com	FAX: 212-967-3498	New York, NY 10118	Page 1

1.1. Mike Murach & Associates Text Book Curriculum

The core legacy mainframe curricula (18) and first level Java courses (3) will be based on the Mike Murach & Associates textbooks and instructor guides, augmented by SYS-ED consultancy derived courseware and training aids. The Mike Murach curricula have wide acceptance and use at universities, junior colleges, and trade schools. Murach references are available from the following url:

http://www.sysed.com/KnowledgeTransfer/Murach_Users_NYS.htm
http://www.sysed.com/KnowledgeTransfer/Murach_Users_byState.htm
http://www.sysed.com/KnowledgeTransfer/Murach_Users_bySchoolName.htm

The two REXX courses utilize industry standard text books augmented by SYS-ED consultancy derived courseware and training aids. Current references where these courses have been taught will be included as part of the curriculum.

We are reasonably confident, subject to industry standard confidentiality agreements, Mr. Mike Murach personally, mike@murach.com (800) 221-5528, would be willing to provide the names of the department heads and instructors who used the text books and instructor guides for teaching software specific courses.

Both Dave Silverberg and myself have a personal relationship with Mr. Murach and have discussed the possibility of collaborative work in the future – training aids, instructor guides, and text books.

<http://www.sysed.com/DnLoads/Letters/Murach/MurachLetter01.pdf>
<http://www.sysed.com/DnLoads/Letters/Murach/MurachEMail02.pdf>
<http://www.sysed.com/DnLoads/Letters/Murach/MurachEMail01.pdf>

1.2. Industry Standard Text Book Curriculum

The two UNIX courses utilize industry standard text books augmented by SYS-ED courseware and training aids. Current references where these courses have been taught will be included as part of the curriculum.

A list of organizations where these courses were taught has been provided and wherever possible upon request, specific names, telephone numbers, and e-mail addresses will be provided (For the courses taught in the 1980's, the organization may be out of business, changed its/name location, and the contracting individual no longer employed there).

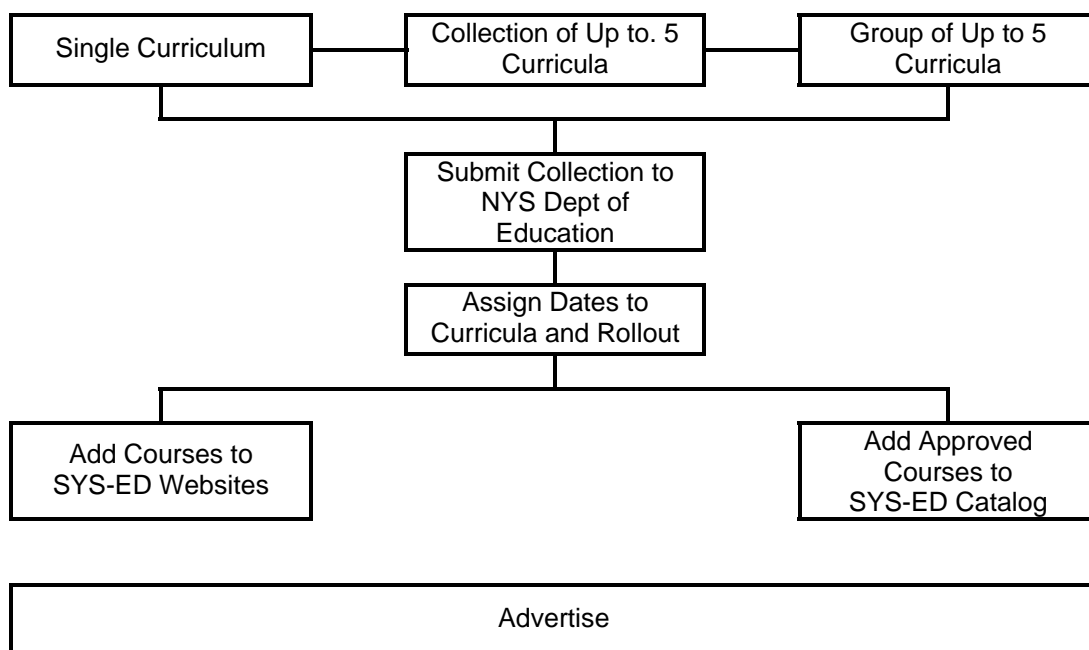
The target market for these curricula are Fortune 1000 companies, government municipalities, health care facilities, and consulting companies which have a substantial investment in legacy mainframe utilities, programming languages, and systems software. SYS-ED consultancy/instructors have longstanding experience on IBM mainframe programming languages and systems software.

1.3. Software

The mainframe courses will utilize a combination of emulation software available in the public domain for utilization on a microcomputer or mainframe time sharing services.

The Java and UNIX curriculum will be based on open source software. SYS-ED has been training in volume in this area also. standard text books used in conjunction with SYS-ED courseware and training aids. Course specific references will be provided in the curriculum submission.

2. Curriculum Submission Program



Submission 0 = July 2006 will be included with our application.

2006 – (8/2006) 5 Months	2007 12 Months	2008 12 Months	2009 12 Months	2010 12 Months	2011 – (7/2006) 6 Months
Submission 1	Submission 4	Submission 10	Submission 16	Submission 22	Submission 28
Submission 2	Submission 5	Submission 11	Submission 17	Submission 23	Submission 29
Submission 3	Submission 6	Submission 12	Submission 18	Submission 24	Submission 30
	Submission 7	Submission 13	Submission 19	Submission 25	
	Submission 8	Submission 14	Submission 20	Submission 26	
	Submission 9	Submission 15	Submission 21	Submission 27	
15 Curriculum Maximum	30 Curriculum Maximum	30 Curriculum Maximum	30 Curriculum Maximum	30 Curriculum Maximum	15 Curriculum Maximum

A total of 150 curriculum will be submitted over a 5 year period.

3. Previously Approved Catalogs - Modification

The following modifications are being made to the previously approved catalog:

1 – A modular format with the sections for the new modules submitted for approval. Course dates will be listed in the catalog and programmatically generated as urls on the SYS-ED websites.

2 – Modification of the previously approved enrollment form into a “universal enrollment form” to be utilized in the catalog and on the SYS-ED websites.

In addition, the memorandum distributed by David Brief in 2001 the guidelines has been applied to the modifications to the catalog.

4. Business Plan / Profit and Loss

SYS-ED business plan, projected profit and loss, will be based upon the curriculum submitted with this application and our previously submitted and approved curriculum.

<http://www.computeredtech.com/lesson%5Fplans/pc%5Fapproved/>



5. Definitions

A curriculum is a course which has been properly submitted to New York State Bureau of Proprietary School Supervision on a BPSS-30 form.

- A curriculum is part of a software or industry-specific website.

Curriculum submission will primarily be done by “collection”.

- A collection is defined to be courses listed on a software or industry specific website.
- A curriculum can not be included in more than one collection.

Collections are organized into “categories”. Categories are logically related collections.

- A curriculum can be in more than one category.

Once a curriculum has been approved, it will be added to the SYS-ED catalog and a course date will be listed on the SYS-ED catalog. If the curriculum is the initial course in a collection or group, then an explanation of the foundation and value of the technology will be provided.

Every curriculum with a course date listed on a SYS-ED website will have been reviewed and approved by the New York State Department of Education – Bureau of Proprietary School Supervision.

Each collection will have a projected submission date for its curriculum/course offering.

SYS-ED’s business plan will assume 24 months/2 years of curriculum revenue/expenses.

SYS-ED web calendars will be marketed by curriculum, collection, and category.