

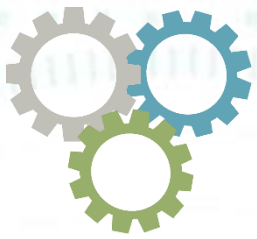


ECONOMIC DEVELOPMENT AT THE OAS



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COMPETITIVENESS & INNOVATION IN THE OAS

Policy Dialogue



Exchange of Experiences



Collaboration

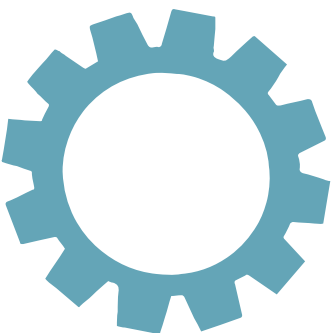


Connecting:

- **TALENT/PEOPLE**
- **INSTITUTIONS**
- **NETWORKS**

GOALS FOR THE AMERICAS:

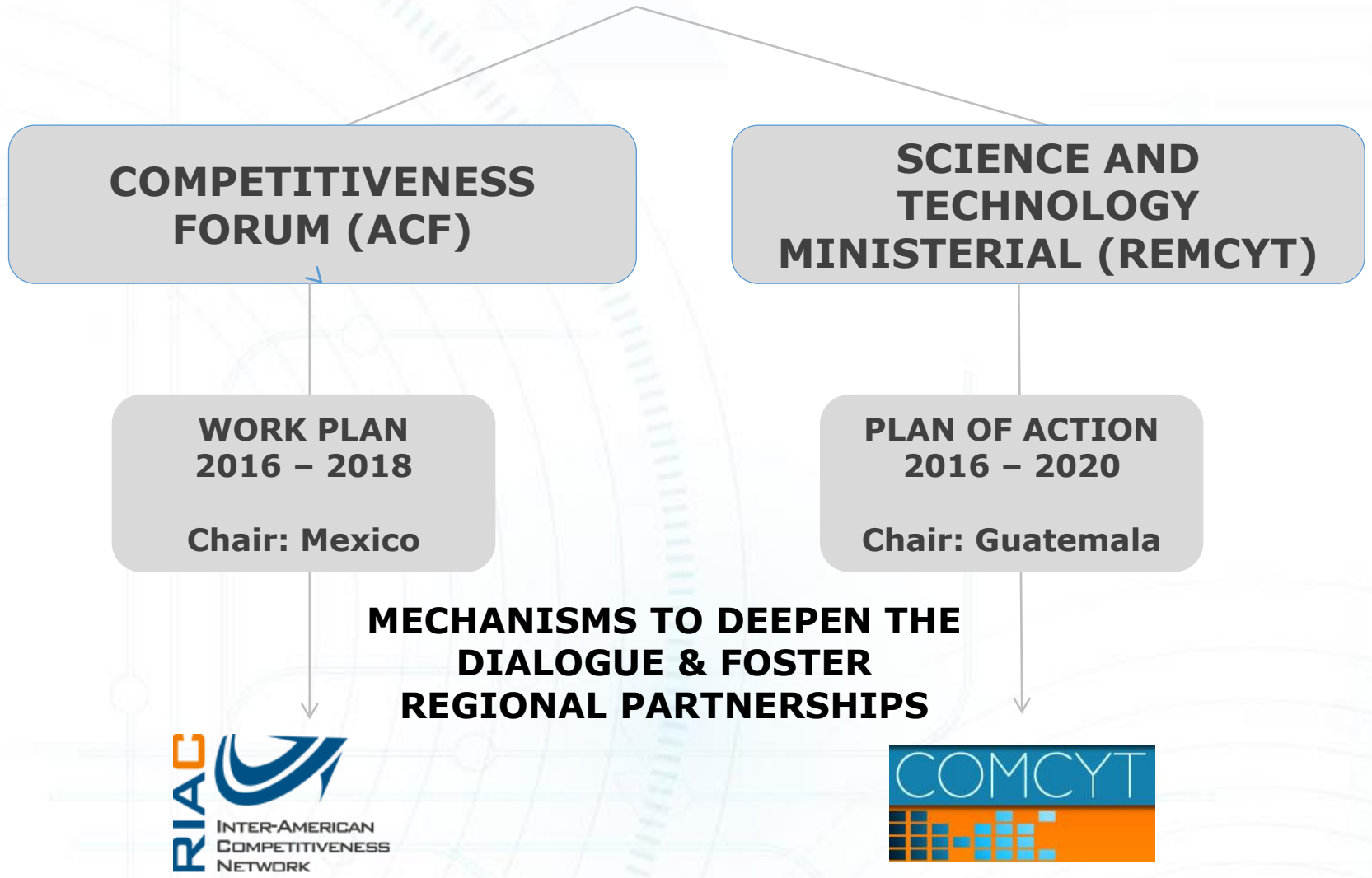
- Support institutions driving productivity, entrepreneurship, innovation and SME development
- Incorporating innovation and transformative technology to create added-value and diversification of sustainable and inclusive economies

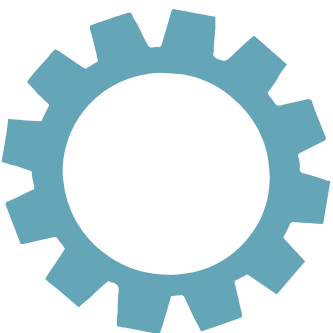


COMPETITIVENESS, INNOVATION & TECHNOLOGY



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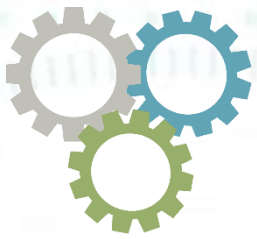


The Inter-American Committee on Science & Technology



4 WORKING GROUPS





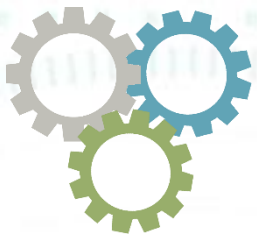
International Trade Trends



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- High growth of goods and services with high intangible value as a percentage of international trade
- Product niches and high consumer standards
- Our Products and Services? Place in the value chain?
- Limited capacity in Latin America and the Caribbean to transform low public and private investment in CI&T into high-value products, services and IP income



Intellectual Property



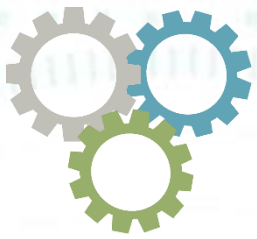
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Why Intellectual Property (IP)?

- Mechanism to capture the intangible value and transform it in tangible economic advantages;
- IP is a means to appropriate, negotiate and monetize knowledge and intangible assets;

What Kind of IP?

- Strengthening National IP Systems is important but not enough
- IP Training Learning by Doing: Problem, industry and results oriented
- Technology Transfer Ecosystem and Infrastructure
- Long-term vision with no immediate return on Investment
- Just one way to promote innovation, connect research to market; Many factors play a role



Role of IP in International Trade



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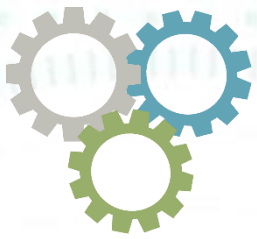
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Caribbean IP Value Capture

- Producers rely on commodities, establishing new processing or manufacturing or processing plants
- Intangible Value in products is captured in the importing country (distributors and retailers) and not in the country of origin
- Intense Competition between developing countries for a SMALL and SHRINKING value of products
- Producers receive commodity prices not sufficient to improve living conditions

Keys to Generate IP Value Capture

- Build on key assets and capabilities: Biodiversity, creativity, culture
- Learning by Doing, Training to Improve ability to generate income
- Move beyond the gate and the border, closer to consumers building bottom up from communities
- Move up the product chain to control intangible value of products and services through IP and business strategies
- Own, control, manage the intangible value
- Empower with information, bargaining power, engage more equally with international partners



Advancing Value-Added Innovation in the Caribbean



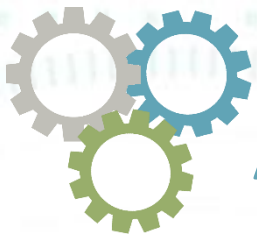
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Innovation and Competitiveness are Local: Act Locally, Think Globally

Bottom Up/Niche oriented:

- What are our strengths? Which are the key assets, talent, skills in our communities?
- Clusters are not created but nourished
- Build around existing strengths, companies and SMEs in strategic sectors + start ups
- Good Quality Science and Engineering are critical/Both Basic & Applied
- Low hanging fruit focus on engineering and technological innovation solutions



Aligning Regional Assets and capabilities:



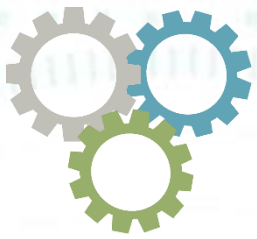
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- **A common sense proposition not easily implanted in emerging countries**

Connect:

- Funding on Research, Researchers, Enabling Ecosystem with Clear Rules and Incentives for EVERYONE, Priorities and programs of national/regional governments
- Interests of local and global industry and business
- Linked to the needs, problems and economic activities of the communities
- Has worked for Land-grant Universities in the United States
- TTO: 10 Years to ROI; 20-30 Years to Support Regional Economy
- Complementary Mission for Universities and Colleges



Aligning Regional Assets and capabilities



Organization of
American States

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UCDAVIS

Strawberry Licensing Program





Academia de Transferencia y Comercialización de Tecnología para las Américas

La Paz, Baja California Sur, México
Del 1 al 11 de marzo de 2016

Academy of Technology Transfer and Commercialization for the Americas”



Organización de los Estados Americanos | Más derechos para más gente

CENRO DE INVESTIGACIONES BIOLÓGICAS DEL NOROESTE, S.C.



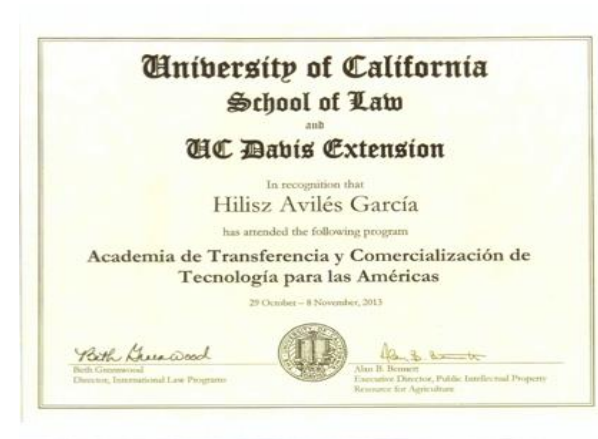
RED DE REDES
RED DE TRANSFERENCIA DE
TECNOLOGÍA EN LATINOAMÉRICA Y EL CARIBE
Conecta y acelera el desarrollo.



BANCO DE DESARROLLO DE AMÉRICA LATINA

BACKGROUND

- 3rd Edition of Academia: 2013, 2014, 2016.
- A UC Davis accredited program for the Americas.
- To date we have trained 119 professionals from 17 countries.
- All participants receive a full tuition scholarship and participants cover their own travel and/or accommodation expenses.



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CENTRO DE INVESTIGACIONES BIOLÓGICAS DEL NOROESTE, S.C.



UC DAVIS
SCHOOL OF LAW

PIPRA



RED DE REDES
INNOVACIÓN Y TRANSFERENCIA DE
TECNOLOGÍA PARA AMÉRICA LATINA Y EL CARIBE
Conecta y potencia el desarrollo.



BajalInnova



THOMSON REUTERS



ISIS
INNOVATION



BANCO DE DESARROLLO
DE AMÉRICA LATINA

OBJECTIVES

- The objective of the Academia is to develop highly trained human resources (includes technology managers and IP attorneys) in the technology transfer and commercialization space, as well as an opportunity for international exchange and networking.
- The Academia is a 2-week program of advanced training, comprising 90 hours of classroom lectures, group exercises and two field trips to successful companies that collaborate with CIBNOR (PIASA® -Promotora Industrial Acuasistemas and Acuacultura Mahr - Mejoramiento Genético de Camarón).
- The topics covered at the Academia are: Intellectual Property Protection and Management, Technology Evaluation, Business Plan, Technology Business Models, Technology Commercialization, Spin Out Generation, Innovation Funds Management, Investment Funds and Venture Capital.



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CENTRO DE INVESTIGACIONES BIOLÓGICAS DEL NOROESTE, S.C.



PROFILE OF PARTICIPANTS AND SPEAKERS ACADEMIA 2016

- 23 expert mentors and experts from the region leading different institutions around the world, who shared professional experiences including successful case studies and provided guidance and coaching.
- 47 participants from 12 countries in Latin America (Argentina, Bolivia, Brazil, Chile, Colombia, Costa Rica, Ecuador, Guatemala, Honduras, Mexico, Panama, Venezuela), appointed to Technology Transfer Offices or entities with responsibilities in these topics in public and private sectors.



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THE PROGRAM

- Participants were organized in 7 working groups, with the goal of developing a commercialization strategy for a selected technology and do a presentation using the motto: “From idea to market”. This team effort allowed participants to implement technology transfer and commercialization concepts that they learned during the program.
- On the last day of the Academia each team had 20 minutes to showcase their technology presenting: IP strategy, competitive advantage, business model, market opportunity, and commercialization strategy.
- This was a competitive exercise where the two top pitches won an invitation to a regional event organized by OAS



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CIBNOR



PORTFOLIO OF TECHNOLOGIES

Group	Title	Sector
1	Uso de Plasma Rico en Plaquetas para el tratamiento de la Mastitis Subclínica en Bovinos	Agro/Biotechnology
2	Medidor de Humedad de Café	Precision Agriculture
3	Criopreservación de Germoplasma de Especies Acuáticas	Aquaculture
4	Máquina Eco vending reversible para acopio controlado y compactación de envases pet y aluminio impulsada por energía solar	Waste Management Technology
5	SATPCAP Sistema de Apoyo al Transporte de Carga Peligrosa	Transportation & Logistics
6	Kadewash Cleantech	Textiles
7	Sistema de Aeronave Pilotada a Distancia como Herramienta de Información Geográfica y Visión Artificial	Geographic Information System



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CENTRO DE INVESTIGACIONES BIOLÓGICAS DEL NOROESTE, S.C.



THE ACADEMY GENERATES A NETWORK OF TECH TRANSFER PROFESSIONALS IN THE AMERICAS

2013



2014



2016



- Please check the video of the Academy by clicking [here](#)



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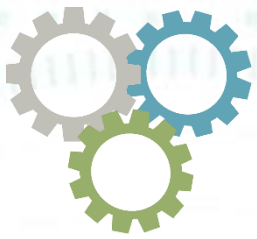
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CENTRO DE
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DEL NOROESTE, S.C.



BajalInnova

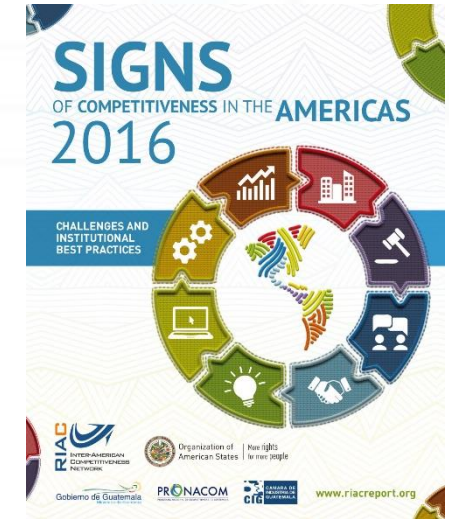




RIAC ACTIVITIES



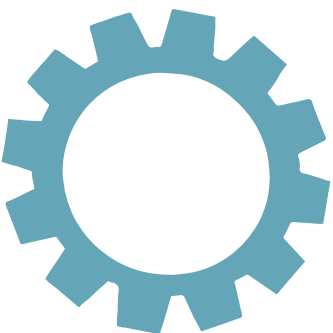
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Working Group on
Competitiveness and
Gender



www.riacnet.org



THE AMERICAS COMPETITIVENESS FORUM



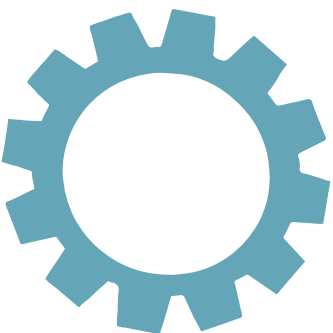
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RIAC MEETING OF MINISTERS, HIGH-LEVEL AUTHORITIES AND COMPETITIVENESS COUNCILS



88 representatives from 28 countries including 11 Ministers and over 60 Presidents and Directors of Competitiveness Councils and leaders and experts from multilateral institutions, the private sector, academia and the civil society



Working Group of Experts on Subnational Competitiveness - GTECS

2013



Lima,
Peru

2014



Montevideo,
Uruguay

2015



Buenos Aires,
Argentina

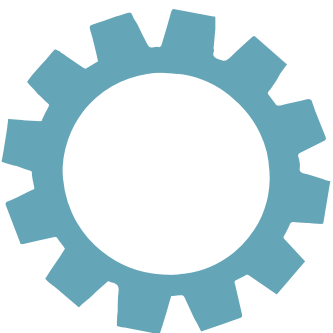
2016

Basque Country,
Spain



2017

Bogotá,
Colombia



250+ experiences gathered in the Signs of Competitiveness Reports

2012



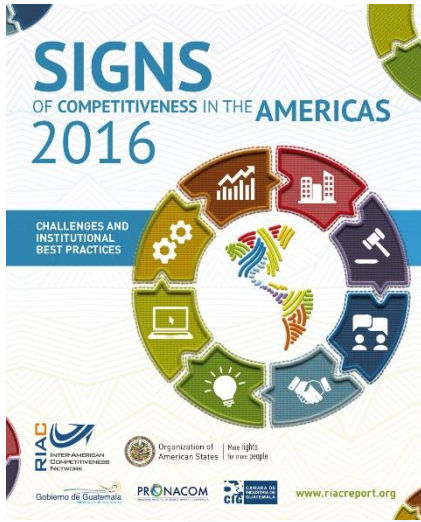
2013



2014



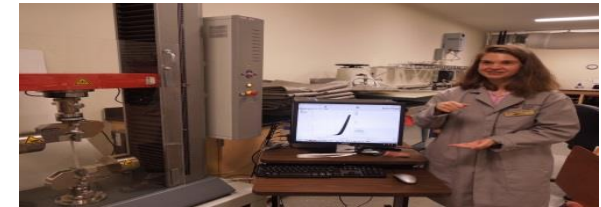
2016/2017



THE AMERICAS COMPETITIVENESS EXCHANGE



The Americas Competitiveness Exchange on Innovation and Entrepreneurship is a great opportunity for decision and policy makers in the Americas to see results and best practices of economic development initiatives and meet high level authorities, leaders of private sector associations, public and private universities with research and innovation centers, looking to explore and expand links and develop partnerships, investment and business opportunities between economies and key stakeholders



THE AMERICAS COMPETITIVENESS EXCHANGE

The ACE is the ideal opportunity for decision makers to **establish long-term global/regional partnerships** and to see the results and good practices of economic development initiatives in the Americas that seek to strengthen innovation and entrepreneurship ecosystems.



EXCHANGES AND SITE VISITS

PAST EDITIONS 2014

First Americas Competitiveness Exchange - March 31st – April 4th, 2014, United States

Georgia, South Carolina and North Carolina

Featured sites: Advanced Technology Development Center, The Georgia Tech, Clemson University, BMW Manufacturing Solution, North Carolina Research Campus in Kannapolis, among others.

Second Americas Competitiveness Exchange - August 11 – 15th, 2014, Mexico

Mexico City, Aguascalientes and Guadalajara

Featured sites: Mexico's National Entrepreneurship Week, Technological University of Aguascalientes, The Advanced Technology Center CIATEQ, among others

IN 2015

THIRD AMERICAS COMPETITIVENESS EXCHANGE

April 20-24, 2015, Minneapolis Minn., Wisconsin and Chicago, Ill.

FOURTH AMERICAS COMPETITIVENESS EXCHANGE

October 2015, Cordoba, Argentina



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THE 5TH AMERICAS COMPETITIVENESS EXCHANGE ON INNOVATION AND ENTREPRENEURSHIP (ACE)

https://www.youtube.com/watch?v=D_chbZTQ4Mo

<https://www.youtube.com/watch?v=LBpYnOGJBjE>



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United States
Arizona – California
April 10 to 16, 2016

#ACXchange

8

Days

18

Hours

16

Minutes

50

Seconds

Follow US



AMERICAS COMPETITIVENESS EXCHANGE on Innovation and Entrepreneurship

SEPT 25 - OCT 1, 2016

CANADA



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Ontario



<http://www.riacevents.org/ace/canada2016/>



th

AMERICAS
COMPETITIVENESS
EXCHANGE on Innovation
and Entrepreneurship
CANADA, Sept 25 - Oct 1, 2016



ACE
CANADA 2016

ABOUT ACE

AGENDA

PARTICIPANTS

PRESENTATIONS

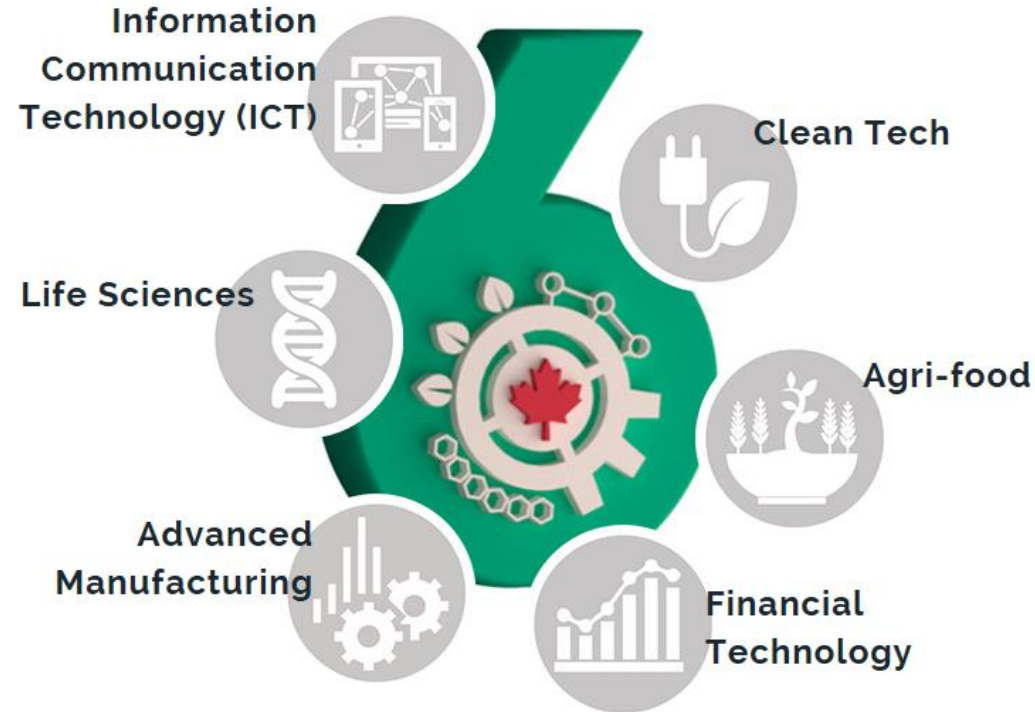
LOGISTICS

MEDIA

CONTACT US

will showcase Southern Ontario, one of Canada's leading innovation regions.

The tour will showcase six different clusters;



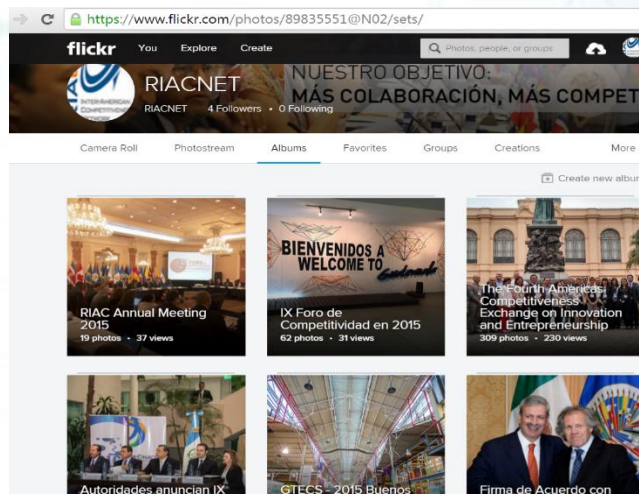
The tour will include multiple visits in
**Toronto, Kitchener-Waterloo,
Hamilton** and the **Niagara Region**



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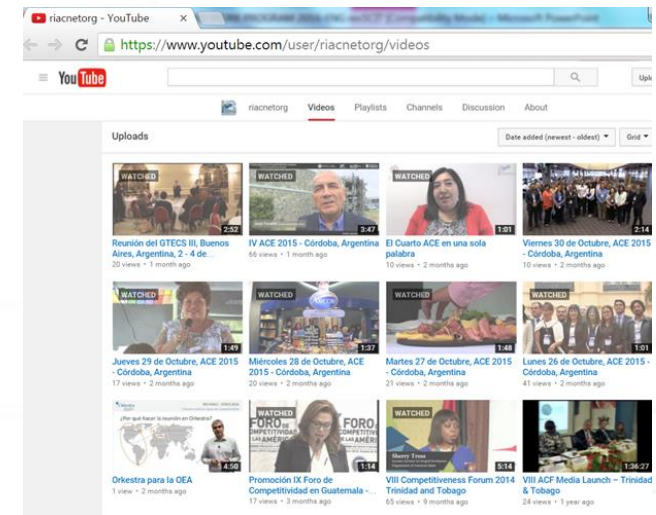


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